



Commonwealth of Virginia  
Virginia Information Technologies Agency

**STATEWIDE HIGH SPEED DEVICE**

Date: February 20, 2013

Contract #: VA-101108-RICO

Authorized User: All public bodies, including VITA, and all Commonwealth Agencies as defined by §2.2-4301 and referenced by §2.2-4304 of the *Code of Virginia*

Contractor: Ricoh Americas Inc.  
5 Dedrick Place  
West Caldwell, NJ 07006

FIN: 22-2783521

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Term: March 1, 2013 – April 30, 2013

Payment: Net 30 days

Categories/Pricing: Exhibit D

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Virginia Information Technologies Agency  
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NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://www.vita.virginia.gov/procurement/contracts.cfm>

**VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA):** Prior review and approval by VITA for purchases in excess of \$100,000.00 is required for State Agencies and Institutions only.





## *COMMONWEALTH of VIRGINIA*

### **Virginia Information Technologies Agency**

Samuel A. Nixon, Jr.  
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Chester, Virginia 23836-6315  
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TDD VOICE -TEL. NO.  
711

February 14, 2013

Steve Nordheim  
Ricoh Americas Corporation

Per Section 3.A. ("Term and Termination") of contract VA-101108-RICO, The Virginia Information Technologies Agency has elected to exercise its option to extend the contract, from March 1, 2013 through April 30, 2013. Should you have any questions, please feel free to contact me.

Respectfully,  
Doug Crenshaw  
Strategic Sourcing Manager  
Virginia Information Technologies Agency  
(804) 416-6160



## *COMMONWEALTH of VIRGINIA*

### **Virginia Information Technologies Agency**

Samuel A. Nixon, Jr.  
Chief Information Officer  
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September 27, 2012

Steve Norheim  
Ricoh Americas Corporation

Per Section 3.A. ("Term and Termination") of contract VA-101108-RICO, The Virginia Information Technologies Agency has elected to exercise its option to renew the contract, from November 8, 2012 through February 28, 2013. Should you have any questions, please feel free to contact me.

Respectfully,  
Doug Crenshaw  
Strategic Sourcing Manager  
Virginia Information Technologies Agency  
(804) 416-6160



# **Statewide High Speed Device Information Technology Contract**

between

The Virginia Information Technologies Agency

on behalf of

The Commonwealth of Virginia

and

Ricoh Americas Corporation

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## STATEWIDE HIGH SPEED DEVICE INFORMATION TECHNOLOGY CONTRACT

THIS STATEWIDE HIGH SPEED DEVICE TECHNOLOGY CONTRACT ("Contract") is entered into by and between the Virginia Information Technologies Agency (VITA) pursuant to §2.2-2012 of the Code of Virginia and on behalf of the Commonwealth of Virginia, (hereinafter referred to as "VITA") and Ricoh Americas Corporation, a corporation headquartered at 5 Dedrick Place, West Caldwell, NJ, 07006, to be effective as of November 8, 2010 (Effective Date).

### 1. PURPOSE

This Contract sets forth the terms and conditions under which Supplier agrees to provide purchase or lease of Hardware Products and Software Product(s), and for related accessories, supplies, Services and Maintenance for the Commonwealth's Printer/Wide Format Device needs, to Authorized Users of this Contract.

### 2. DEFINITIONS

#### A. Acceptance

Successful delivery and performance of all Services and Deliverables at the location(s) designated and, if applicable, successful Acceptance testing in conformance with the Requirements, as set forth in this Contract and by an Authorized User in the applicable order or Statement of Work.

#### B. Agent

Any third Party independent Agent of any Authorized User.

#### C. Authorized Users

All public bodies, including VITA, as defined by §2.2-4301 and referenced by §2.2-4304 of the Code of Virginia.

#### D. Computer Virus

Any malicious code, program, or other internal component (e.g., computer virus, computer worm, computer time bomb, or similar component), which could damage, destroy, alter or disrupt any computer program, firmware, or hardware or which could, in any manner, reveal, damage, destroy, alter or disrupt any data or other information accessed through or processed by such Software in any manner.

#### E. Confidential Information

Any confidential or proprietary information of a Party that is disclosed in any manner, including oral or written, graphic, machine readable or other tangible form, to any other Party in connection with or as a result of discussions related to this Contract or any order or Statement of Work issued hereunder, and which at the time of disclosure either (i) is marked as being "Confidential" or "Proprietary", (ii) is otherwise reasonably identifiable as the confidential or proprietary information of the disclosing Party, or (iii) under the circumstances of disclosure should reasonably be considered as confidential or proprietary information of the disclosing Party.

#### F. Deliverable(s)

The tangible embodiment of the Products, Software, and/or Services including the development or creation of Work Product and provision of required management, administrative and technical reports, documents, Documentation, plans, drawings, schematics, and media, provided by Supplier as identified in this Contract and/or any applicable order or Statement of Work issued under this Contract.

#### G. Documentation

Those materials detailing the information and instructions needed in order to allow any Authorized User and its Agents to make productive use of the Deliverables, and to implement and develop self-sufficiency with regard to the Deliverables obligated under this Contract and as may be specified in an order or Statement of Work issued under this Contract.

#### H. Electronic Self-Help

Any use of electronic means to exercise Supplier's license termination rights, if allowable pursuant to the Software License section of this Contract, upon breach or cancellation, termination or expiration of this Contract or any order or Statement of Work placed hereunder.

#### I. Lease Term

The fixed non-cancelable term, plus all periods covered by the end of term renewal options, plus all periods for which failure to renew the lease would impose a penalty sufficient to make the renewal reasonably assured, plus all periods covered by ordinary renewal options during which the lessee guarantees the lessor's debt with respect to the leased property, plus all periods covered by ordinary renewal portions up to the date a bargain purchase option becomes exercisable, plus all renewals or extensions of the lease, which are at the lessor's option. However, the

lease term may not extend beyond the date a bargain purchase option becomes exercisable, as set forth in the executed Lease-Purchase Agreement between the Authorized User and the Supplier.

**J. Maintenance Level**

The parameters of Maintenance Services, including the times during which and time-frames in which Supplier shall respond to a request for Maintenance Services. The available Maintenance Levels shall be as defined in the Contract. The actual Maintenance Level for a unit of Product or Software shall be set forth in the executed order or SOW for Maintenance of that Product or Software referencing this Contract.

**K. Maintenance Period; Maintenance Coverage Period (MCP)**

The term during which Maintenance is to be provided for a unit of Product or Software.

**L. Maintenance Services (or Maintenance)**

Those preventive, remedial and support Services and Software Updates, provided by Supplier at Authorized User's request in order to ensure continued operation of the Product, Work Product or Software.

**M. Operating Condition**

That condition which allows a Product or Software to function in a normal, acceptable working manner, as designed by the Product manufacturer or Software Publisher.

**N. Party**

Supplier, VITA, or any Authorized User.

**O. Product(s)**

Hardware, peripherals, and any other equipment or Software accessories, including the hardware's system Software, all upgrades, all applicable user Documentation and related accessories as set forth in this Contract.

**P. Receipt**

An Authorized User or its Agent has physically received any Deliverable at the correct "ship-to" location.

**Q. Requirements**

The functional, performance, operational, compatibility, Acceptance testing criteria and other parameters and characteristics of the Products, Software, Services, and/or other Deliverables as set forth in Exhibit D and such other parameters, characteristics, or performance standards that may be agreed upon in writing by VITA and Supplier or the Parties to an order or Statement of Work issued hereunder. [In case of conflict, see the Entire Contract clause for order of precedence.]

**R. Response Time**

The time between Supplier's receipt of Authorized User's request for Maintenance support and the time Supplier commences repair or remediation.

**S. Services(s)**

Any work performed or Services provided by the Supplier to VITA or any Authorized User under this Contract, including but not limited to installation, testing, quality control, support, maintenance, training the discovery, creation, or development of any Work Product and the provision of any Deliverable as set forth in this Contract and any approved Statement of Work or order issued under this Contract.

**T. Software**

The programs and code, and any subsequent modifications or releases of such programs and code, excluding Work Product, provided by Supplier under this Contract.

**U. Software Publisher**

The licensor of any Software, or hardware Product's System Software, provided by Supplier under this Contract.

**V. Software Update**

Any Software patch, fix, upgrade, update, enhancement, new release, or access mode, including, without limitation, modifications to the Software which can increase the speed, efficiency, or base of operation of the Software or add additional capabilities to or otherwise improve the functionality of the Software, which are to be provided by Supplier under this Contract as set forth in the Contract and any Authorized User's order or SOW. Excluding any Software Update provided for general release, and unless otherwise stated in the Contract, any Software Update developed by Supplier or any other third Party, using Commonwealth funds, shall be deemed Work Product.

**W. Statement of Work (SOW)**

Any document that describes, at a minimum, the Deliverables, due dates, performance-based milestones, assignment duration and payment obligations for a specific project, engagement, or assignment for which Supplier shall provide Products, Software, Services or Deliverables as authorized under this Contract to an Authorized

User), which, upon signing by both Parties, shall be deemed a part of this Contract. An SOW should be accompanied by a valid purchase order, referencing this Contract, from the Authorized User.

**X. Supplier**

Means the Supplier and any of its Affiliates (i.e., an entity that controls, is controlled by, or is under common control with Supplier).

**Y. System Software**

The operating system code, including Software, firmware and microcode, (object code version) for each hardware Product, including any subsequent revisions, as well as any applicable Documentation.

**Z. Work Product**

Inventions, combinations, machines, methods, formulae, techniques, processes, improvements, Software designs, computer programs, strategies, specific computer-related know-how, data and original works of authorship (collectively, the "Work Product") discovered, created, or developed by Supplier, or jointly by Supplier and an Authorized User(s) in the performance of this Contract or any order issued hereunder. Work Product shall not include configuration of Software.

**3. TERM AND TERMINATION**

**A. Contract Term**

This Contract is effective and legally binding as of the Effective Date and, unless terminated as provided for in this section, shall continue to be effective and legally binding for a period of two (2) years. VITA, in its sole discretion may extend this Contract for up to five (5) additional one (1) year periods after the expiration of the initial two (2) year period. VITA will issue a written notification to the Supplier stating the extension period thirty (30) days prior to the expiration of any current term. In addition, performance of an order or Statement of Work (SOW) issued during the term of this Contract may survive the expiration of the term of this Contract, in which case all terms and conditions required for the operation of such order or SOW shall remain in full force and effect until the Services and Deliverables pursuant to such order or SOW have met the final Acceptance criteria of the applicable Authorized User and Supplier has received formal Acceptance from the Authorized User. Supplier shall not include any automatic renewal provisions in any maintenance agreement, or software license as part of any order or SOW between an Authorized User and the Supplier or Supplier's OEM, if the Supplier is a reseller of the Product(s).

**B. Termination for Convenience**

VITA may terminate this Contract, in whole or in part, or any order or SOW issued hereunder, in whole or in part except for any orders executed pursuant to a Lease Purchase Transaction. Except for orders or SOWs placed in conjunction with a Lease Purchase Transaction, an Authorized User may terminate an order or SOW, in whole or in part, upon not less than thirty (30) days prior written notice.

**C. Termination for Breach or Default**

VITA shall have the right to terminate this Contract, in whole or in part, or any order or SOW issued hereunder, in whole or in part, or an Authorized User may terminate an order or SOW, in whole or in part, for breach and/or default of Supplier. Supplier shall be deemed in breach and/or default in the event that Supplier fails to meet any material obligation set forth in this Contract or in any order or SOW issued hereunder.

If VITA deems the Supplier to be in breach and/or default, VITA shall provide Supplier with notice of breach and/or default and allow Supplier thirty (30) days to cure the breach and/or default. If Supplier fails to cure the breach as noted, VITA may immediately terminate this Contract or any order or SOW issued hereunder, in whole or in part. If an Authorized User deems the Supplier to be in breach and/or default of an order or SOW, such Authorized User shall provide Supplier with notice of breach and/or default and allow Supplier thirty (30) days to cure the breach and/or default. If Supplier fails to cure the breach and/or default as noted, such Authorized User may immediately terminate its order or SOW, in whole or in part. Any such termination shall be deemed a Termination for Breach or Termination for Default. In addition, if Supplier is found by a court of competent jurisdiction to be in violation of or to have violated 31 USC 1352 or if Supplier becomes a Party excluded from Federal Procurement and Non-procurement Programs, VITA may immediately terminate this Contract, in whole or in part, for breach, and VITA shall provide written notice to Supplier of such termination. Supplier shall provide prompt written notice to VITA if Supplier is charged with violation of 31 USC 1352 or if federal debarment proceedings are instituted against Supplier.

**D. Termination for Non-Appropriation of Funds**

All payment obligations under this Contract are subject to the availability of legislative appropriations at the federal, state, or local level, for this purpose. In the event of non-appropriation of funds, irrespective of the source of funds, for the items under this Contract, VITA may terminate this Contract, in whole or in part, or any order, in whole or in

part, or an Authorized User may terminate an order, in whole or in part, for those goods or Services for which funds have not been appropriated. Written notice will be provided to the Supplier as soon as possible after legislative action is completed.

**E. Effect of Termination**

Upon termination, neither the Commonwealth, nor VITA, nor any Authorized User shall have any future liability except for Services and Deliverables rendered by Supplier and Accepted by the Authorized User prior to the termination date.

In the event of a Termination for Breach or Termination for Default, Supplier shall accept return of any Deliverable that was not accepted by the Authorized User(s), and Supplier shall refund any monies paid by any Authorized User for such Deliverable, and all costs of de-installation and return of Deliverables shall be borne by Supplier. Termination by Supplier will not be considered.

**F. Transition of Services**

Prior to or upon expiration or termination of this Contract and at the request, **and expense of VITA or an authorized user**, Supplier shall provide all assistance as VITA or an Authorized User may reasonably require to transition Services to the Authorized User, its Agent(s) or any follow-on Supplier(s). This obligation may extend beyond expiration or termination of the Contract for a period not to exceed six (6) months. In the event of a termination for breach and/or default of Supplier, Supplier shall provide such **reasonable** assistance at no charge or fee to VITA or any Authorized User; otherwise, Supplier shall provide such assistance at the hourly rate or a charge agreed upon by Supplier and VITA or an Authorized User.

**G. Contract Kick-Off Meeting**

Within 30 days of Contract award, Supplier may be required to attend a contract orientation meeting, along with the VITA contract manager/administrator, the VITA and/or other CoVa Agency project manager(s) or authorized representative(s), technical leads, VITA representatives for SWaM and Sales/IFA reporting, as applicable, and any other significant stakeholders who have a part in the successful performance of this Contract. The purpose of this meeting will be to review all contractual obligations for both parties, all administrative and reporting Requirements, and to discuss any other relationship, responsibility, communication and performance criteria set forth in the Contract. The Supplier may be required to have its assigned account manager as specified in in the Contract and a representative from its contracts department in attendance. The time and location of this meeting will be coordinated with Supplier and other meeting participants by the VITA contract manager.

**H. Contract Closeout**

Prior to the contract's expiration date, Supplier may be provided contract close out Documentation and shall complete, sign and return to VITA Supply Chain Management within 30 days of receipt. This Documentation may include, but not be limited to: Patent/Royalty Certificate, Tangible Property/Asset Certificate, Escrow Certificate, SWaM Reports Completion Certificate, Sales Reports/IFA Payments Completion Certificate, and Final Payment Certificate. Supplier is required to process these as requested to ensure completion of close-out administration and to maintain a positive performance reputation with the Commonwealth of Virginia. Any closeout Documentation not received within 30 days of Supplier's receipt of our request will be documented in the contract file as Supplier non-compliance. Supplier's non-compliance may affect any pending payments due the Supplier, including final payment, until the Documentation is returned.

**4. RIGHTS TO WORK PRODUCT**

If Authorized User is a state agency, board, commission, or other quasi-political entity of the Commonwealth of Virginia or other body referenced in Title 2.2 of the Code of Virginia, any license to pre-existing work shall be held by, and all rights in, title to, and ownership of Work Product shall vest with the Commonwealth. If Authorized User is a locality, municipality, school, school system, college, university, local board, local commission, or local quasi-political entity, any license to pre-existing work shall be held by, and all rights in, title to, and ownership of Work Product shall vest with that public body.

**A. Work Product**

VITA and Supplier each acknowledge that performance of this Contract may result in Work Product. The Parties shall document all Work Product specifications and such specifications shall be made an incorporated exhibit to this Contract. Supplier agrees that it shall promptly and fully disclose to the Commonwealth or the Authorized User any and all Work Product generated, conceived, reduced to practice or learned by Supplier or any of its employees, either solely or jointly with others, during the term or performance of this Contract, which in any way relates to the business of the Commonwealth, VITA or any Authorized User. Supplier further agrees that neither Supplier nor Supplier's employees, contractors, Agents or subcontractors, nor any Party claiming through Supplier or Supplier's employees, shall, other than in the performance of this Contract, make use of or disclose to others any proprietary

information relating to the Work Product. All Services performed hereunder shall include delivery of all object code and all executables and Documentation for all Work Product. Supplier shall at no time deny access to the Work Product, regardless of form, by the Commonwealth or the Authorized User.

**B. Ownership**

In the event Supplier creates or develops any Work Product, Supplier shall be the owner thereof. In such case, Supplier shall grant to VITA, the Commonwealth and any Authorized User a perpetual, non-exclusive, worldwide, royalty free license to use the Work Product in connection with the operations of the Commonwealth, with the right to (i) use, execute, reproduce, display, perform, distribute copies of and prepare derivative works based upon such pre-existing rights and any derivative works thereof and (ii) authorize others to do any or all of the foregoing, free and clear of any claims by Supplier.

**C. Pre-existing Rights**

If and to the extent that any pre-existing rights are embodied or reflected in the Work Product, Supplier hereby grants to the Commonwealth or the Authorized User the irrevocable, perpetual, non-exclusive, worldwide, royalty-free right and license to (i) use, execute, reproduce, display, perform, distribute copies of and prepare derivative works based upon such pre-existing rights and any derivative works thereof and (ii) authorize others to do any or all of the foregoing.

**D. Return of Materials**

Upon termination of this Contract, at the request of VITA or authorized user, Supplier shall immediately return to VITA or the appropriate Authorized User all copies, in whatever form, of any and all Confidential Information, and other properties provided by VITA or such Authorized User, which are in Supplier's possession, custody or control.

**5. SUPPLIER PERSONNEL**

**A. Selection and Management of Supplier Personnel**

Supplier shall take such steps as may be necessary to ensure that all Supplier personnel performing under this Contract are competent and knowledgeable of the contractual arrangements and the applicable SOW between Authorized User and Supplier. Supplier shall be solely responsible for the conduct of its employees, Agents, and subcontractors, including all acts and omissions of such employees, Agents, and subcontractors, and shall ensure that such employees and subcontractors comply with the appropriate Authorized User's site security, information security and personnel conduct rules, as well as applicable federal, state and local laws, including export regulations. Authorized User reserves the right to require the immediate removal from such Authorized User's premises of any employee, subcontractor or Agent of Supplier whom such Authorized User believes has failed to comply or whose conduct or behavior is unacceptable or unprofessional or results in a security or safety breach.

**B. Supplier Personnel Supervision**

Supplier acknowledges that Supplier, or any of its Agents, contractors, or subcontractors, is and shall be the employer of Supplier personnel, and shall have sole responsibility to supervise, counsel, discipline, review, evaluate, set the pay rates of and terminate the employment of Supplier personnel.

**C. Key Personnel**

Upon the agreement of Supplier and VITA or Authorized User, this Contract or an Authorized User's order or SOW may designate certain of Supplier's personnel as Key Personnel or Project Managers. Supplier's obligations with respect to Key Personnel and Project Managers shall be described in the applicable order or SOW. Failure of Supplier to perform in accordance with such obligations may be deemed a default of this Contract or of the applicable order or SOW.

**D. Subcontractors**

In those areas where Supplier does not have a direct operation, Supplier may use subcontractors to perform any portion of this Contract or any order or SOW issued under this Contract but acknowledges they are completely responsible for all work performed by Subcontractors. If an order or SOW issued pursuant to this Contract is supported in whole or in part with federal funds, Supplier shall not subcontract knowingly any portion of the work pursuant to such order or SOW to any subcontractor that is a Party excluded from Federal Procurement and Nonprocurement Programs. In no event shall Supplier knowingly subcontract any portion of the work to any subcontractor which is debarred by the Commonwealth of Virginia or which owes back taxes to the Commonwealth and has not made arrangements with the Commonwealth for payment of such back taxes.

## 6. FEES, ORDERING AND PAYMENT PROCEDURE

### A. Fees and Charges

As consideration for the Products, Services and Deliverables provided hereunder, an Authorized User shall pay Supplier the fee(s) set forth on Exhibit D, Appendix C which lists any and all fees and charges. The fees and any associated discounts shall be applicable throughout the term of this Contract; provided, however, that in the event the fees or discounts apply for any period less than the entire term.

Supplier agrees that it shall not increase the fees more than once during any twelve (12) month period, commencing at the end of year one (1). No such increase shall exceed the lesser of three percent (3%) or the annual increase in the Consumer Price Index for All Urban Consumers (CPI-U), U.S. City Average, All Items, Not Seasonally Adjusted, as published by the Bureau of Labor Statistics of the Department of Labor (<http://www.bls.gov/cpi/home.htm>), for the effective date of the increase compared with the same index one (1) year prior. Any such change in price shall be submitted in writing in accordance with the above and shall not become effective for sixty (60) days thereafter. Supplier agrees to offer price reductions to ensure compliance with the Competitive Pricing Section.

### B. Reimbursement of Expenses

If allowable pursuant to an Authorized User's SOW, such Authorized User shall pay, or reimburse Supplier, for all reasonable and actual travel-related expenses for greater than thirty (30) miles from portal to portal incurred by Supplier during the relevant period; provided, however, that such Authorized User shall only be liable to pay for Supplier's travel-related expenses, including transportation, meals, lodging and incidental expenses, that have been authorized by such Authorized User in advance and which will be reimbursable by such Authorized User at the then-current per diem amounts as published by the Virginia Department of Accounts (<http://www.doa.virginia.gov>, or a successor URL(s)).

All reimbursed expenses will be billed to the Authorized User on a pass-through basis without any markup by Supplier. At Authorized User's request, Supplier shall provide copies of receipts for all travel expenses over US\$30.00.

### C. Statement of Work (SOW)

An SOW shall be required, when appropriate for any Products, Services or Deliverables ordered by an Authorized User pursuant to this Contract. All Services shall be performed at the times and locations set forth in the applicable SOW and at the rates set forth in Exhibit D herein. Unless VITA issues a written authorization for a time and materials type SOW, any SOW shall be of a fixed price type, but may with the written approval of VITA, contain a cost-reimbursable line item(s) for pre-approved travel expenses. For time and materials type SOWs, Supplier personnel shall maintain daily time records of hours and tasks performed which shall be submitted or made available for inspection by the Authorized User upon forty-eight (48) hours advance written notice.

### D. Ordering

Notwithstanding all Authorized User's rights to license or purchase Supplier's Products or Services under this Contract, an Authorized User is under no obligation to purchase or license from Supplier any of Supplier's Products or Services. This Contract is optional use and non-exclusive, and all Authorized Users may, at their sole discretion, purchase, license or otherwise receive benefits from third Party Suppliers of Products and Services similar to, or in competition with, the Products and Services provided by Supplier.

Supplier is required to accept any order placed by an Authorized User through the eVA electronic procurement website portal (<http://www.eva.virginia.gov>). eVA is the Commonwealth of Virginia's e-procurement system. State agencies, as defined in §2.2-2006 of the Code of Virginia, shall order through eVA. All other Authorized Users are encouraged to order through eVA, but may order through the following means:

- i). Purchase Order (PO): An official PO form issued by an Authorized User.
- ii). Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA under contract for use by an Authorized User.

This ordering authority is limited to issuing orders for the Products, Software, Services, and Deliverables available under this Contract. Under no circumstances shall any Authorized User have the authority to modify this Contract. An order from an Authorized User may contain additional terms and conditions; however, to the extent that the terms and conditions of the Authorized User's order are inconsistent with the terms and conditions of this Contract, the terms of this Contract shall supersede.

Notwithstanding the foregoing, Supplier shall not accept any order from an Authorized User if such order is to be funded, in whole or in part, by federal funds and if, at the time the order is placed, Supplier is not eligible to be the

recipient of federal funds as may be noted on any of the Lists of Parties Excluded from Federal Procurement and Nonprocurement Programs.

ALL CONTRACTUAL OBLIGATIONS UNDER THIS CONTRACT IN CONNECTION WITH AN ORDER PLACED BY ANY AUTHORIZED USER ARE THE SOLE OBLIGATION OF SUCH AUTHORIZED USER AND NOT THE RESPONSIBILITY OF VITA UNLESS SUCH AUTHORIZED USER IS VITA.

**E. Supplier Quote and Request for Quote**

Should an Authorized User determine that a competitive process is required to ensure it receives the best value, such Authorized User may, at its sole discretion, on a case-by-case basis and upon approval by VITA, use a Request for Quote (RFQ) process to obtain Products, Services or Deliverables identical or similar to those provided by Supplier pursuant to this Contract. The RFQ process is typically used when an Authorized User requires a complete solution that may be fulfilled by Products, Software and Services herein, but whose complexity or size may result in economies that could not be passed on to the Authorized User within the confines of the established contract catalog discount pricing. When an RFQ is used, the project timing and Requirements will be clearly outlined in the RFQ document. In some situations, the Authorized User may not identify the exact specifications required. If that is the case, the RFQ respondents will be given the opportunity to identify and propose their recommended specifications.

Supplier shall respond to the RFQ by providing a quote, which shall include (a) a detailed description of each Product, Services and Deliverables proposed, at the Exhibit D line item level, (b) the quantity of each such component, (c) a unit price not to exceed the price(s) in Exhibit D, (d) any additional percentage discount offered, and (e) an extended price. If requested by the Authorized User,

Should Supplier be unable to respond to the RFQ due, for example, to resource constraints, Supplier shall notify Authorized User in writing of its inability to perform the work requested by such Authorized User, and provide the reasons for such inability to perform, prior to the due date for the submission of quotes in response to the RFQ.

**F. Orders for Lease-Purchased Products**

In addition to the foregoing, if an Authorized User places an order or SOW to Lease-Purchase Product(s) provided by the Supplier, the Authorized User must comply with the Virginia Department of Accounts (DOA) CAPP Manual and the Treasury Board's Master Equipment Leasing Program (MELP), as applicable. The Supplier agrees to provide relevant information and completion of related documentation in a timely manner as required by the Authorized User to satisfy compliance.

Suppliers will be required to fill in their Fixed Spread Rate (in decimal format) in each category that they wish to offer leasing. The Fixed Spread Rate amount entered will be added to current US Treasury Interest Rate Swap rate when leasing arrangements are made.

Lease pricing will be based on the Supplier's Fixed Spread Rate as specified in the appropriate category in Exhibit D, Pricing Schedule, of this Contract, and added to the appropriate last business day of the most recent quarter current US Treasury Interest Rate Swap rate located at.

<http://www.federalreserve.gov/releases/h15/current/>.

In a Lease-Purchase transaction, the purchase price offered to the Authorized User shall be based on a fair market value for buyout as defined in and in accordance with the rules and regulations found at:

[http://www.doa.virginia.gov/Admin\\_Services/CAPP/CAPP\\_Topics/31205.pdf](http://www.doa.virginia.gov/Admin_Services/CAPP/CAPP_Topics/31205.pdf) at the end of the Lease Term.

Further, if a financing arrangement is involved, the financing term for the Product(s) shall be determined by the Product(s)' useful life, as defined in the CAPP link in the paragraph above.

Commonwealth localities are exempt from DOA CAPP Manual and the Treasury Board's MELP requirements referenced in this section; however, may have specific requirements that must be included in their order or SOW to ensure Supplier compliance.

**G. Orders that Include Trade-in Products**

In addition to the foregoing, if an Authorized User places an order or SOW for Products, where a trade-in of old products is included, the Authorized User must comply with the Virginia DOA CAPP Manual and must adhere to the rules and regulations in the Agency Procurement and Surplus Property Manual, published by the Division of Purchases and Supply (DPS), Department of General Services (DGS). The Supplier agrees to provide relevant information and completion of related documentation in a timely manner as required by the Authorized User to satisfy compliance. Commonwealth localities are exempt from the requirements of this provision; however, may have specific requirements that must be included in their order or SOW to ensure Supplier compliance.

**H. Product Transfers between Authorized Users**

In the event of a transfer of Product to another location, the Authorized User receiving the transferred Product(s) will pay Supplier removal and installation charges. The Supplier is responsible for preparation and is reimbursed per the order or SOW authorized charges as approved in advance by the Authorized User receiving the transferred Product(s). All purchase option credits, present and future on such Product(s) will remain in effect for use by the Authorized User receiving the transferred Product(s) and that Authorized User is responsible for tracking the Product(s) for compliance with the DOA CAPP Manual and the DGS Surplus Property Manual rules and regulations. Commonwealth localities are exempt from the requirements of this provision; however, may have specific requirements that must be included in their order or SOW to ensure Supplier compliance.

**I. Change Orders**

All changes to the Services and Deliverables to be provided pursuant to any given order or SOW must be described in a written change request, which includes any appropriate adjustments to the order or SOW. Either Party to an order or SOW may issue a change request that will be subject to written approval of the other Party before it becomes part of this Contract. In no event shall any order or SOW or any modification thereto require the Supplier to perform any work beyond the scope of this Contract.

**J. Invoice Procedures**

Supplier shall remit each invoice to the “bill-to” address provided with the order promptly after all Products, Software, Services, and Deliverables, have been accepted and in accordance with the payment schedule in the applicable order. Payment for support Services shall be annually in-arrears unless otherwise stated herein, or in any order referencing this Contract. No invoice shall include any costs other than those identified in the executed order, which costs shall be in accordance with Exhibit D. Without limiting the foregoing, all shipping costs are the Supplier’s responsibility except to the extent such charges are identified in Exhibit D, or as noted in any executed order referencing this Contract. Invoices issued by the Supplier shall identify at a minimum:

- i). Itemization and description of Product, Software, Services Type, Deliverables, and, if applicable, project milestone
- ii). Quantity, charge and extended pricing for each Product, Software, and/or Services item or milestone
- iii). Product serial number, if any
- iv). Applicable order date
- v). Ship or delivery date
- vi). Ship-to or delivered-to contact name
- vii). This Contract number and the applicable order number
- viii). Supplier’s Federal Employer Identification Number (FEIN).

Any terms included on Supplier’s invoice shall have no force or effect and will in no way bind VITA or any Authorized User.

**K. Payment for Lease-Purchased Products**

The ordering Authorized User shall pay Supplier the applicable monthly or annual lease payment for the Product(s) and/or financed Items as specified in the executed purchase order. Payment shall be made by the ordering Authorized User for the full Lease Term unless the purchase order is terminated by the Authorized User pursuant to the **non-appropriation** provisions in Section 3 of this Contract or Termination for Breach or Default (section 3)

**L. Purchase Payment Terms**

Supplier is responsible for the accuracy of its billing information. Supplier agrees not to issue invoices hereunder until items or milestones have met Acceptance criteria.

In the event any Deliverable is shipped without the applicable Documentation, payment shall not be due until the required Documentation is provided.

If there are any disputed items, an Authorized User shall pay all undisputed charges and promptly notify Supplier in writing of any disputed amount. Supplier shall thereupon review its records, and, if it does not concur with the Authorized User, provide the Authorized User with Documentation to support the charge. If such charges remain in dispute, such dispute shall be resolved in accordance with the Dispute Resolution section of this Contract. In the absence of the Supplier’s written evidence identifying the merit of the disputed amounts, Authorized User may not pay the disputed amounts and may consider the matter concerning the specific identified amounts closed. All payment terms are net thirty (30) days after Acceptance.

## 7. REPORTING

### A. Supplier's Report of Sales and Industrial Funding Adjustment

By the 10th day of every month, the Supplier shall submit the "Supplier Monthly Report of Sales". A template showing the format in which the report is to be submitted and contact information for submission is available at <http://www.vita.virginia.gov/uploadedFiles/SCM/SupplierReportofSalesTemplate.xls>. The report shall be submitted via electronic mail to the VITA IFA Coordinator and shall report total sales (defined for purposes of this report as all invoiced payments received by Supplier from all Authorized Users) for this Contract during the preceding month. Supplier shall be responsible for submitting the monthly report of sales even if Supplier has had no sales (i.e., a \$0.00 total sales value) for the reporting period.

The Supplier shall submit the Industrial Funding Adjustment (IFA) payment for the period covered by such "Supplier Monthly Report of Sales" within thirty (30) days after submitting the "Supplier Monthly Report of Sales". The IFA payment is equal to two percent (2%) of total sales reported during the relevant month.

The IFA payment shall be submitted to VITA, Attention VITA Controller in the form of a check or electronic payment, made payable to the Treasurer of Virginia. The IFA payment shall reference this Contract number, "report amounts", and "report period" and shall be accompanied by a copy of the relevant "Supplier Monthly Report of Sales". Contact information for submission of IFA payments is available at <http://www.vita.virginia.gov/uploadedFiles/SCM/SupplierReportofSalesTemplate.xls>.

Failure to comply with reporting, payment and distribution Requirements of this section may result in default of the Contract.

### B. Small Business Participation

Supplier and VITA agree to meet promptly after the Effective Date of this Contract to discuss the participation of Virginia Department of Minority Business Enterprise (DMBE)-certified Small Businesses as subcontractors and second-tier Suppliers under this Contract.

Supplier and VITA agree to meet annually thereafter to review small business subcontracting reports and discuss further action with respect to small business subcontracting and spend.

In addition, by the 10th day of every month, Supplier shall submit to VITA the Small Business Subcontracting Monthly Report (template to be provided). Supplier's report should include spend on all Supplier's contracts with second-tier Suppliers which provide Products or Services under this Contract. The report should specify the amount of such spend provided to small businesses. Supplier shall submit the report to [SWaM@vita.virginia.gov](mailto:SWaM@vita.virginia.gov).

## 8. STEERING COMMITTEE

[Reserved]

## 9. AUTHORIZED USER SELF-SUFFICIENCY

Prior to or at any time during Supplier's performance of an order issued, or which may be issued, pursuant to this Contract, an Authorized User may require that Supplier provide to Authorized User a detailed plan to develop Authorized User self-sufficiency and to transition operation and management to Authorized User or its Agent, which Agent may be VITA or an Agent of VITA or a third Party provider under contract with Authorized User. At Authorized User's request and pursuant to an order for Supplier's Services issued hereunder, Supplier shall provide all assistance reasonably required by Authorized User to develop self-sufficiency. During and/or after the transition period, Authorized User may, if applicable and at its sole discretion, elect to order or continue Maintenance Services from Supplier for any Software or hardware components provided by Supplier under this Contract.

## 10. ESCROW AGREEMENT

[Reserved]

## 11. COMPETITIVE PRICING

Supplier warrants and agrees that each of the charges, economic or Product terms or warranties granted pursuant to this Contract are comparable to or better than the equivalent charge, economic or Product term or warranty being offered to any commercial or government customer of Supplier. If Supplier enters into any arrangements with another customer of Supplier or with an Authorized User to provide Software or Services under more favorable prices, as the prices may be indicated on Supplier's current U.S. and International price list or comparable document, then this Contract shall be deemed amended as of the date of such other arrangements to incorporate those more favorable prices, and Supplier shall immediately notify VITA of such change.

## 12. CONFIDENTIALITY

### A. Treatment and Protection

Each Party shall (i) hold in strict confidence all Confidential Information of any other Party, (ii) use the Confidential Information solely to perform or to exercise its rights under this Contract, and (iii) not transfer, display, convey or otherwise disclose or make available all or any part of such Confidential Information to any third-Party. However, an Authorized User may disclose the Confidential Information as delivered by Supplier to subcontractors, contractors or Agents of such Authorized User that are bound by non-disclosure contracts with such Authorized User. Each Party shall take the same measures to protect against the disclosure or use of the Confidential Information as it takes to protect its own proprietary or Confidential Information (but in no event shall such measures be less than reasonable care).

### B. Exclusions

The term "Confidential Information" shall not include information that is:

- i). in the public domain through no fault of the receiving Party or of any other person or entity that is similarly contractually or otherwise obligated;
- ii). obtained independently from a third-Party without an obligation of confidentiality to the disclosing Party and without breach of this Contract;
- iii). developed independently by the receiving Party without reference to the Confidential Information of the other Party; or
- iv). required to be disclosed under The Virginia Freedom of Information Act (§§2.2-3700 et seq. of the Code of Virginia) or similar laws or pursuant to a court order.

### C. Return or Destruction

Upon the termination or expiration of this Contract or upon the earlier request of the disclosing Authorized User, at the Authorized User request, Supplier shall (i) at its own expense, (a) promptly return to the disclosing Authorized User all tangible Confidential Information (and all copies thereof except the record required by law) of the disclosing Authorized User, or (b) upon written request from the disclosing Authorized User, destroy such Confidential Information and provide the disclosing Authorized User with written certification of such destruction, and (ii) cease all further use of the Authorized User's Confidential Information, whether in tangible or intangible form.

Notwithstanding anything to the contrary set forth in this Contract, the parties acknowledge and agree that Supplier shall have no obligation to remove, delete, preserve, maintain or otherwise safeguard any information, images or content retained by or resident in any Products serviced and maintained by Supplier, whether through a digital storage device, hard drive or other electronic medium ("Data Management Services"). If desired, VITA or Authorized User may engage Supplier to perform Data Management Services at then-prevailing rates. VITA or Authorized User acknowledges that VITA or Authorized User is responsible for ensuring its own compliance with legal requirements in connection with data retention and protection and that Supplier does not provide legal advice or represent that the Products and Services will guarantee compliance with such requirements. The selection, use and design of any Data Management Services, and any decisions arising with respect to the deletion or storage of data, as well as the loss of any data resulting therefrom, shall be the sole and exclusive responsibility of VITA or Authorized User.

VITA or the Authorized User shall retain and dispose of Supplier's Confidential Information in accordance with the Commonwealth of Virginia's records retention policies or, if Authorized User is not subject to such policies, in accordance with such Authorized User's own records retention policies.

### D. Confidentiality Statement

All Supplier personnel, contractors, Agents, and subcontractors performing pursuant to this Contract shall be required to sign a confidentiality statement or non-disclosure agreement, **acceptable to both parties**. Any violation of such statement or agreement shall be deemed a breach of this Contract and may result in termination of the Contract or any order or SOW issued hereunder.

## 13. INDEMNIFICATION AND LIABILITY

### A. Indemnification

Supplier agrees to indemnify, defend and hold harmless the Commonwealth, VITA, any Authorized User, their officers, directors, agents and employees (collectively, "Commonwealth's Indemnified Parties") from and against any and all losses, damages, claims, demands, proceedings, suits and actions, including any related liabilities, obligations, losses, damages, assessments, fines, penalties (whether criminal or civil), judgments, settlements,

expenses (including attorneys' and accountants' fees and disbursements) and costs (each, a "Claim" and collectively, "Claims"), incurred by, borne by or asserted against any of Commonwealth's Indemnified Parties to the extent such Claims in any way relate to, arise out of or result from: (i) any intentional or willful conduct or negligence of any employee, agent, or subcontractor of Supplier, (ii) any act or omission of any employee, agent, or subcontractor of Supplier, (iii) breach of any representation, warranty or covenant of Supplier contained herein, (iv) any defect in the Products, Software, or the Services, or (v) any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Products, Software or Services. Selection and approval of counsel and approval of any settlement shall be accomplished in accordance with all applicable laws, rules and regulations. For state agencies the applicable laws include §§ 2.2-510 and 2.2-514 of the Code of Virginia. In all cases the selection and approval of counsel and approval of any settlement shall be satisfactory to the Commonwealth.

In the event that a Claim is commenced against any of Commonwealth's Indemnified Parties alleging that use of the Products, Software, or that the provision of Services under this Contract infringes any third party's intellectual property rights and Supplier is of the opinion that the allegations in such Claim in whole or in part are not covered by this indemnification provision, Supplier shall immediately notify VITA and the affected Authorized User(s) in writing, via certified mail, specifying to what extent Supplier believes it is obligated to defend and indemnify under the terms and conditions of this Contract. Supplier shall in such event protect the interests of the Commonwealth's Indemnified Parties and secure a continuance to permit VITA and the affected Authorized User(s) to appear and defend their interests in cooperation with Supplier as is appropriate, including any jurisdictional defenses VITA or the affected Authorized User(s) may have.

In the event of a Claim pursuant to any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Products, Software or Services, and in addition to all other obligations of Supplier in this Section, Supplier shall at its expense, either (a) procure for all Authorized Users the right to continue use of such infringing Products, Software or Services, or any component thereof; or (b) replace or modify such infringing Products, Software or Services, or any component thereof, with non-infringing Products or services satisfactory to VITA. And in addition, Supplier shall provide any Authorized User with a comparable temporary replacement Products, Software or reimburse VITA or any Authorized User for the reasonable costs incurred by VITA or such Authorized User in obtaining an alternative product in the event such Authorized User cannot use the affected Solution. If Supplier cannot accomplish any of the foregoing within a reasonable time and at commercially reasonable rates, then Supplier shall accept the return of the infringing component of the Products, Software or Services, along with any other components of any products rendered unusable by any Authorized User as a result of the infringing component, and refund the price paid to Supplier for such components.

#### **B. Liability**

Except for liability with respect to (i) any intentional or willful misconduct or negligence of any employee, agent, or subcontractor of Supplier, (ii) any act or omission of any employee, agent, or subcontractor of Supplier, (iii) claims for bodily injury, including death, and real and tangible property damage, (iv) Supplier's indemnification obligations, (v) Supplier's confidentiality obligations, and (vi) Supplier's security compliance obligations, Supplier's liability shall be limited to twice the aggregate value of Products, Software and Services provided under this Contract. Supplier agrees that it is fully responsible for all acts and omissions of its employees, agents, and subcontractors, including their gross negligence or willful misconduct.

**FOR ALL OTHER CONTRACTUAL CLAIMS, IN NO EVENT WILL ANY PARTY BE LIABLE TO ANY OTHER PARTY FOR ANY INDIRECT, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, INCLUDING (WITHOUT LIMITATION) LOSS OF PROFIT, INCOME OR SAVINGS, EVEN IF ADVISED OF THE POSSIBILITY THEREOF, EXCEPT WHEN SUCH DAMAGES ARE CAUSED BY THE GROSS NEGLIGENCE OR WILLFUL MISCONDUCT OF THE PARTY, ITS EMPLOYEES, AGENTS OR SUBCONTRACTORS.**

#### **14. INSURANCE**

[Reserved]

#### **15. SECURITY COMPLIANCE**

Supplier agrees to comply with all provisions of the then-current Commonwealth of Virginia security procedures, published by the Virginia Information Technologies Agency (VITA) and which may be found at (<http://www.vita.virginia.gov/library/default.aspx?id=537#securityPSGs>) or a successor URL(s), as are pertinent to Supplier's operation. Supplier further agrees to comply with all provisions of the relevant Authorized User's then-current security procedures as are pertinent to Supplier's operation and which have been supplied to Supplier by such Authorized User. Supplier shall also comply with all applicable federal, state and local laws and regulations. For any individual Authorized User location, security procedures may include but not be limited to: background checks, records

verification, photographing, and fingerprinting of Supplier's employees or agents. Supplier may, at any time, be required to execute and complete, for each individual Supplier employee or agent, additional forms which may include non-disclosure agreements to be signed by Supplier's employees or agents acknowledging that all Authorized User information with which such employees and agents come into contact while at the Authorized User site is confidential and proprietary. Any unauthorized release of proprietary or Personal information by the Supplier or an employee or agent of Supplier shall constitute a breach of its obligations under this Section and the Contract.

Supplier shall immediately notify VITA and Authorized User, if applicable, of any Breach of Unencrypted and Unredacted Personal Information, as those terms are defined in Virginia Code 18.2-186.6, and other personal identifying information, such as insurance data or date of birth, provided by VITA or Authorized User to Supplier. Supplier shall provide VITA the opportunity to participate in the investigation of the Breach and to exercise control over reporting the unauthorized disclosure, to the extent permitted by law.

Supplier shall indemnify, defend, and hold the Commonwealth, VITA, the Authorized User, their officers, directors, employees and agents harmless from and against any and all fines, penalties (whether criminal or civil), judgments, damages and assessments, including reasonable expenses suffered by, accrued against, or charged to or recoverable from the Commonwealth, VITA, the Authorized User, their officers, directors, agents or employees, on account of the failure of Supplier to perform its obligations pursuant this Section.

## **16. IMPORT/EXPORT**

In addition to compliance by Supplier with all export laws and regulations, VITA requires that any data deemed "restricted" or "sensitive" by either federal or state authorities, must only be collected, developed, analyzed, or otherwise used or obtained by persons or entities working within the boundaries of the United States.

## **17. BANKRUPTCY**

If Supplier becomes insolvent, takes any step leading to its cessation as a going concern, fails to pay its debts as they become due, or ceases business operations continuously for longer than fifteen (15) business days, then VITA may immediately terminate this Contract, and an Authorized User may terminate an order, on notice to Supplier unless Supplier immediately gives VITA or such Authorized User adequate assurance of the future performance of this Contract or the applicable order. If bankruptcy proceedings are commenced with respect to Supplier, and if this Contract has not otherwise terminated, then VITA may suspend all further performance of this Contract until Supplier assumes this Contract and provides adequate assurance of performance thereof or rejects this Contract pursuant to Section 365 of the Bankruptcy Code or any similar or successor provision, it being agreed by VITA and Supplier that this is an executory contract. Any such suspension of further performance by VITA or Authorized User pending Supplier's assumption or rejection shall not be a breach of this Contract, and shall not affect the rights of VITA or any Authorized User to pursue or enforce any of its rights under this Contract or otherwise.

## **18. HARDWARE-SPECIFIC PROVISIONS**

### **A. Delivery, Installation and Acceptance**

#### **1. Delivery Procedure**

Supplier shall deliver all Product(s) F.O.B. Destination with such destination being the "ship to" address specified in the applicable order. If there is any special rigging required for final Product placement, Authorized User shall bear those costs. For orders for which Supplier is to provide installation of the Product(s), Supplier shall bear all risk of loss of or damage to the Product(s) until Receipt by the Authorized User. For orders for which Supplier is not to provide installation of the Product(s), Supplier shall bear all risk of loss or damage to the Product(s) until Receipt. In all cases, Supplier shall arrange and pay for all transportation and insurance sufficient to fully protect the Product(s) while in transit. Each shipment shall include a packing slip indicating this Contract number, the Authorized User's order number, the part number, a description of the Product(s) shipped and the quantity shipped. Each package in any shipment shall be numbered, shall have stenciled on one end and one side a description of the quantity of Product(s) contained therein by part number and description, and shall conspicuously display the number of the package in that shipment which contains the packing slip. If required by the Authorized User, Supplier shall bar code all packages shipped. If any loss to, or damage of, the Product occurs prior to Acceptance by the Authorized User, Supplier shall immediately provide a replacement item. Title to Lease-Purchased Products shall pass to Authorized User in accordance with the Lease-Purchase Agreement. Title to direct purchased Product(s), excluding System Software, shall pass upon Acceptance.

Supplier shall make available all appropriate and/or related user documentation at the time of delivery of the first unit of each different Product type. Product(s) delivered without the appropriate and required documentation shall be considered "shipped short" until the applicable documentation has been received.

## **2. Late Delivery**

In addition, in the event the Supplier fails for any reason to deliver within thirty-five days (35) of the agreed upon delivery date set forth in the order/schedule, the ordering Authorized User, at its own discretion, may give Supplier oral or written notice of breach. Once notice by such Authorized User is sent or given, the Authorized User may immediately procure the undelivered items, or items similar thereto, from another source. Once the Authorized User has effected a purchase from an alternate source (in accordance with the Virginia Public Procurement Act, §§ 2.2-4300 et seq. of the Code of Virginia), the Authorized User may charge-back Supplier, in which case Supplier agrees to reimburse the Authorized User for any difference in cost between the original contract price and the Authorized User's cost to cover from the alternate source. In no event shall any Authorized User be held to pay Supplier any costs incurred by Supplier, including but not limited to ordering, marketing, manufacturing, or delivering the item(s) which are subject of such Authorized User 's notice of breach. Notwithstanding the foregoing, the Authorized User reserves any and all other remedies available at law or in equity.

## **3. Product Trade-in and Upgrade**

(To be proposed by supplier without conflict to subsection 6.G, Orders that Include Trade-in Products)

## **4. Product Installation**

Only if Authorized User's order or SOW includes Supplier's installation services, Supplier is not responsible for initial installation of Product. Installation shall include: unpacking, removal of all shipping/packing materials, positioning, connecting to internal utility services, testing, related necessary services to allow for Acceptance by the Authorized User.

All Product installations shall comply with building and facilities standards established by the ordering Authorized User and Authorized shall provide a proper place for the use of the products, including electric and all other utility service as specified by the manufacturer. If such Authorized User installs the Product, Supplier shall provide all reasonably necessary telephone assistance at no charge.

## **5. Product Acceptance**

Product(s) shall be deemed accepted when the ordering Authorized User determines that such Product(s) successfully operates in accordance with the Requirements and manufacturer specifications. Such Authorized User shall commence Acceptance testing within five (5) days, or within such other period as set forth in the applicable order, after receipt/installation of the Product(s). Acceptance testing will be no longer than five (5) days, or such longer period as may be agreed in writing between Authorized User and Supplier. Supplier agrees to provide to the Authorized User such assistance and advice as the Authorized User may reasonably require, at no additional cost, during such Acceptance testing, other than pre-approved travel expenses incurred which are reimbursable by the Authorized User at the then-current per diem amounts as published by the Virginia Department of Accounts. Any such travel expenses must be pre-approved by the Authorized User and shall be reimbursable by such Authorized User at the then-current per diem amounts as published by the Virginia Department of Accounts (<http://www.doa.virginia.gov>, or a successor URL(s)). Authorized User shall provide to Supplier written notice of Acceptance upon successful Acceptance testing. Should Authorized User fail to provide Supplier written notice of successful or unsuccessful Acceptance testing within five (5) days following the Acceptance testing period, the Product(s) shall be deemed Accepted.

## **6. Cure Period**

Supplier shall correct any non-conformities identified during Acceptance testing and re-submit such previously non-conforming Product(s) for re-testing within fifteen (15) days of written notice of non-conformance, or as otherwise agreed between the Authorized User and Supplier in the applicable order. Should Supplier fail to cure the non-conformity or deliver Product(s) which meets the Requirements or manufacturer's specification, such Authorized User may, in its sole discretion: (i) reject the Product(s) in its entirety and recover amounts previously paid hereunder; (ii) issue a "partial Acceptance" of the Product(s) with an equitable adjustment in the price to account for such deficiency; or (iii) conditionally accept the applicable Product(s) while reserving its right to revoke Acceptance if timely correction is not forthcoming. Failure of a Product(s) to meet, in all material respects, the Requirements after the second set of acceptance tests may constitute a default by Supplier. In the event of such default, the Authorized User may, at its sole discretion, terminate its order, in whole or in part, for the Product(s) and any Services to be provided thereunder by Supplier.

## **7. Product Discontinuation**

During the term of this Contract, if any Product(s) listed on Exhibit D of this Contract is discontinued and Supplier does not offer a substitute acceptable to VITA, Supplier shall, for each Authorized User who purchased the discontinued Product(s), continue to meet such Authorized User's needs for the discontinued Product(s) for not less than twelve (12) months. Additionally, Supplier shall make available to the Authorized

User maintenance parts for discontinued Product(s) for five (5) years from the date of such discontinuation. In every event, Supplier will provide any Authorized User with 120 days advance written notice of its intent to discontinue any Product type previously ordered by such Authorized User.

## **B. Product Support and Additional Services**

### **1. Authorized User or Third Party Support**

#### **a) Documentation and Support Availability**

In the event that VITA terminates this Contract, Supplier shall provide all the necessary user and installation documentation and maintenance and repair training reasonably required to enable any Authorized User to maintain and repair the Product(s) itself or to obtain support and maintenance services from a third-party. Supplier shall also provide the documentation and training necessary to allow any Authorized User to self-maintain to the subcomponent level. In addition, Supplier agrees to provide, for a period of five (5) years from the date of the last purchase, spare parts and components at the cost set forth in Exhibit D of this Contract, including those solely sourced by Supplier, to enable any Authorized User or its designated third-party maintenance provider to provide full maintenance and repair of the Product(s).

#### **b) Timeliness and Price**

Supplier agrees to make the above-referenced documentation, training and spare parts and components available within fifteen (15) business days following receipt of a written request, and at a price set forth in Exhibit D of this Contract, such price not to exceed Supplier's published price list, or the fair market value, but in no event at prices above the lowest price paid by any other customer of Supplier. In addition, Supplier agrees to sell Product(s), as set forth in Exhibit D of this Contract, to any Authorized User's third-party maintenance provider under contract with such Authorized User, at the prices as set forth in Exhibit D of this Contract, for the sole purpose of supporting the Authorized User's installed inventory- Supplier agrees to document and provide to all Authorized Users in a timely manner any and all revisions to information and parts and components lists as they are developed or supplied by Supplier.

### **2. Engineering Changes and Product Modification**

For each Authorized User that purchased Product(s), Supplier agrees to document and provide to such Authorized User any and all planned engineering changes to the Product(s) ninety up to (90) days prior to incorporation. All engineering changes which affect the safety of the Product(s) ("Safety Changes") or the ability of the Product(s) to meet the published specifications ("Performance Changes"), shall be made at no cost to the Authorized User. Supplier shall install all Safety Changes and Performance Changes within thirty (30) days after issuance of the engineering change order by the Product's manufacturer. If such engineering changes affect Product processing or operating capability, they shall be scheduled at the Authorized User's request as to time and at the Authorized User's option. The Authorized User shall have the option to waive all other engineering changes planned by Supplier on the Product(s) delivered or planned for delivery to the Authorized User.

### **3. Training**

Only if Authorized User's order or SOW includes Supplier's training services, Supplier is not responsible for initial training. Pursuant to a mutually agreed upon schedule, Supplier shall provide sufficient personnel experienced and qualified to conduct such training. Available optional training, and applicable pricing and discounts, are described in Exhibit D of this Contract.

### **4. Parts and Maintenance Support**

Supplier agrees to make available new/certifiable as new spare parts and the Maintenance Services identified in the Maintenance Services section herein and Exhibit D of this Contract hereto for each Product type ordered by an Authorized User, for five (5) years from the expiration of the initial Warranty Period of the last unit of any given Product type provided by Supplier to such Authorized User. Thereafter, Supplier shall advise such Authorized User of its intent to discontinue either certain parts or maintenance services for any Product type ordered by the Authorized User.

Supplier shall notify the Authorized User one (1) year prior to the effective date of any such discontinuance, and shall provide to the Authorized User the opportunity to purchase spare parts in a quantity adequate to support its installed base. Should Supplier advise the Authorized User of its intent to discontinue certain parts for any Product type ordered by the Authorized User, the Authorized User has the option to request and Supplier has the obligation to provide, all documentation, including source code, required to ensure ongoing support, including full maintenance and repair by the Authorized User or its designated third-party maintenance provider within thirty (30) days prior to the discontinuance date or to replace the unsupported Product with a supported Product at a cost to the Authorized User of no more than the cost delta between the supported Product and the unsupported Product.

## 5. Inventory Record

Supplier shall maintain, at no additional cost, a record of all units of Product covered under warranty/maintenance by type, quantity and location, including the end date for each unit's Warranty Period or maintenance term ("Inventory Record"). Product quantities and types may vary as Product is added or deleted from coverage, and Authorized User shall notify Supplier in writing of any Product relocated, added, or removed from service. Upon such notification, Supplier shall amend the Inventory Record to reflect such relocation, addition, or deletion of Product(s). Supplier shall provide, at no additional cost, a copy of the most current Inventory Record to any Authorized User upon request.

## 6. Product Service Record

Supplier shall maintain, at no additional cost, a Product Service Record for each unit of Product covered under warranty or maintenance. The Product Service Record shall record the following for such unit of Product: (i) installation/ relocation/ removal/ modifications; (ii) remedial actions; (iii) preventive actions; (iv) any additional services not covered by warranty or maintenance. Upon request by the Authorized User, Supplier shall provide, at no additional cost, a copy of the Product Service Record.

## 7. Additional Services

In addition to any on-site warranty or maintenance service obligations, Supplier shall, upon request of an Authorized User by means of an order issued in accordance with the ordering provisions of this Contract, provide additional on-site services **at the Authorized User's expense** which may include: (i) relocation of previously installed Product(s); (ii) assistance to Authorized User's communications department in mutually acceptable duties related to the warranty or maintenance services provided under this Contract; if applicable. The Authorized User shall compensate Supplier for such additional on-site services in accordance with the prices identified in Exhibit D of this Contract.

Furthermore, Supplier shall, upon request of an Authorized User by means of an order issued in accordance with the ordering provisions of this Contract, provide the following services beyond those identified as warranty or maintenance service offerings: (i) service on equipment not covered by this Contract, (ii) repair of damage or replacement of parts of hardware resulting from changes in the hardware environment, extraordinary use of the hardware, or interconnected devices, or (iii) service outside the applicable hours of service specified in an executed order referencing this Contract. The charge for such services shall be at the hourly rate specified in Exhibit D of this Contract and shall be inclusive of all expenses Warranty or maintenance services requested for a unit of hardware within the forty-eight (48) hour period immediately following Remedial Maintenance performed on the same unit of hardware for the same problem, shall not be considered an additional service and shall be provided at no charge. Requests for additional services shall only be approved for payment by the Authorized User when a Product Service Record is included with the applicable invoice.

## C. Warranty and Remedy

### 1. Supplier

Supplier shall perform its obligations hereunder in accordance with the highest professional duty of care.

### 2. Ownership

Supplier is the owner of the Product(s) or otherwise has the right to grant to the Commonwealth or any Authorized User title to or the right to use the Product(s) provided hereunder without violating or infringing any law, rule, regulation, copyright, patent, trade secret or other proprietary right of any third-party. Upon receipt of payment, the Commonwealth or the ordering Authorized User, as applicable, shall obtain good and clear title to the Product(s), excluding the System Software, free and clear of all liens, claims, security interests and encumbrances.

### 3. Supplier Viability

Supplier warrants that it has the financial capacity to perform and continue to perform its obligations under this Contract, that no legal proceedings have been threatened or brought against Supplier that could materially adversely affect performance of this Contract, and that entering into this Contract is not prohibited by any contract, or order by any court of competent jurisdiction.

### 4. Compatibility

Supplier warrants that each Product provided hereunder is, and shall continue to be, data, program, and upward compatible with any other Product available or to be available from Supplier within the same family of Products so that data files created for each Product can be utilized without adaptation of the other Products, and so that programs written for the Product shall operate on the next generation of Products, and not result in the need for alteration, emulation, or other loss of efficiency for a period of not less than ten (10) years.

## 5. Product(s)

Supplier warrants the following with respect to the Product(s):

- i). Product(s) pursuant to a particular Request for Proposal (RFP), quote, or Request for Quote (RFQ), shall be fit for the particular purposes specified by VITA in the RFP and in this Contract and, if applicable, by the authorized User requesting such quote or issuing such RFQ, and Supplier is possessed of superior knowledge with respect to the Product(s) and is aware that Authorized Users are relying on Supplier's skill and judgment in providing the Product(s);
- ii). The Product(s) shall be free of defects in material, design and workmanship;
- iii). Upon delivery, the Product(s) shall be new and in Operating Condition and shall have all released engineering changes released to date already installed;
- iv). Each Product delivered hereunder shall function in conformance with the Requirements;
- v). No engineering change made to the Product(s) or System Software revisions shall degrade the performance of the Product(s) to a level below that defined in the applicable Request for Proposal, and in the Product manufacturer's published specifications;
- vi). Upon delivery, all System Software shall be at the current release level unless otherwise requested by the ordering Authorized User; and

The System Software shall not contain any embedded device or code (e.g., time bomb) that is intended to obstruct or prevent any Authorized User's use of the System Software, nor shall Supplier disable any Authorized User's use of such System Software through remote access or otherwise. If the System Software contains authorization codes allowing access to a data base or other software, Supplier warrants that such codes shall be perpetual and non-expiring. **THE WARRANTIES EXPRESSED HEREIN ARE EXCLUSIVE AND IN LIEU OF ANY OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. CORRECTION OF NON CONFORMITIES IN THE MANNER PROVIDED ABOVE SHALL CONSTITUTE FULFILLMENT OF ALL OBLIGATIONS OF RICOH WITH RESPECT TO OR ARISING OUT OF THE EQUIPMENT, WHETHER BASED ON CONTRACT, NEGLIGENCE, TORT, STRICT LIABILITY OR OTHERWISE.**

## 6. Performance Standards and Mean Time Between Failure

For a period of five (5) years following acceptance of any Product by an Authorized User, Supplier warrants that the Product's performance standards and Mean Time Between Failure (MTBF) standards, calculated based upon such Authorized User's installed base of Supplier Product, shall be at least as good as the standards set forth in Exhibit E of this Contract. If the Product fails to satisfy (i) the MTBF standards or (ii) the performance standards for that Product type as set forth in this Contract, Supplier shall pay for any and all additional repairs, parts and labor required to bring the Product to the appropriate level set forth in Exhibit E of this Contract, including the cost to retrofit the entire installed Product base. If Supplier fails to so modify or replace the Product so as to achieve the MTBF standards within thirty (30) days, the Authorized User may, at its option, return such Product and receive a full refund during the Product warranty period, or if the warranty has expired, receive a straight line pro-rated-refund, by year thereafter for the five (5) year period following installation of the Product.

## 7. Warranty Services

During the warranty period as described for each category for each segment in Exhibit D, or as specified in the applicable order, Supplier warrants that the Product(s) shall meet or exceed the Requirements. Supplier shall provide warranty services (including unlimited telephonic support and all necessary travel and labor) during the Warranty Period at the prices identified in Exhibit D of this Contract. Supplier shall correct, at no additional cost to any Authorized User, all errors identified during the warranty period that result in a failure of the Product to meet the Requirements.

For Products that are replaced during either the 90 day or one year warranty, the Warranty Period does not restart once the replacement product has been accepted by Authorized User.

Exhibit E of this Contract provides detailed descriptions of the Supplier's warranty and maintenance offerings and responsibilities as well as remedies available to the Authorized User in the event Supplier fails to perform its warranty and maintenance obligations. Any remedies shall be paid to the Authorized User on a quarterly basis. Exhibit E of this Contract defines coverage periods, response times, and restore times.

If multiple warranty levels are available, an Authorized User may elect, at any time, an alternative warranty level offered by Supplier. Such amendment shall take effect within thirty (30) days following Supplier's receipt of Authorized User's written notice, in the form of a modification to an order.

Authorized User's designated control organization shall have the exclusive authority to request warranty services. Supplier shall not respond to calls for service from any other source without prior written approval of Authorized User's agreement administrator designated on the relevant order.

a) Products Covered

Exhibit D of this Contract lists all Product types covered under warranty.

b) Preventive Maintenance

Supplier's Preventive Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

c) Remedial Maintenance

Supplier's Remedial Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

d) Replacement Parts

Supplier's offerings and responsibilities related to Replacement Parts, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

e) Spares

Supplier's offerings and responsibilities related to Spares, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

f) Notification and Correction of Defects

Supplier's offerings and responsibilities related to notification and correction of defects, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

g) 90 Day Next Business Day Exchange/One-year On-Site Warranty

Supplier's depot warranty offerings and responsibilities are described in Exhibit E of this Contract.

h) On-site Warranty

Supplier's on-site warranty offerings and responsibilities are described in Exhibit E of this Contract.

i) System Software Warranty

As part of the standard warranty offering, for a period of not less than twelve (12) months beginning on the date of Acceptance, Supplier shall provide the following warranty services (including unlimited telephonic support and all necessary travel and labor) without additional charge to any Authorized User to maintain the System Software in accordance with the Requirements:

i). New Releases

Supplier's responsibilities related to new releases of System Software and Documentation are described in Exhibit E of this Contract.

ii). Coverage

Supplier's offerings and responsibilities related to coverage for telephonic and written consultation in connection with use, problems, and operation of the System Software are described in Exhibit E of this Contract.

iii). Response and Restore Times

Supplier's response and restore times related to use, problems, and operation of the System Software, and Authorized User's associated remedies, are described in Exhibit E of this Contract.

iv). Software Evolution

Should Supplier or Software Publisher merge or splinter the System Software previously provided to any Authorized User, such action on the part of Supplier or Software Publisher shall not in any way result in any Authorized User being charged additional license or support fees in order to receive enhancements, releases, upgrades or support for the System Software.

If Supplier or Software Publisher reduces or replaces functionality contained in a licensed System Software product and provides the same or substantially similar functionality as or within a separate or renamed System Software product, then the Commonwealth or the Authorized User shall be entitled to license such System Software product at no additional license or maintenance fee, and subject to the terms and conditions herein.

If Supplier or Software Publisher releases an option, future System Software product or other release that has substantially the same functionality as the Software products provided under this Contract, and Software Publisher and/or Supplier ceases to provide maintenance for the older System Software product, then Supplier

shall offer the Commonwealth or the Authorized User the option to exchange licenses for such replacement System Software product or function at no additional charge.

j) Remedies

In addition to any remedies described in Exhibit E of this Contract, if Supplier is unable to make a Product, including System Software, conform, in all material respects to the Requirements, within thirty (30) days following notification by an Authorized User, Supplier shall, at such Authorized User's request, either (i) replace the non-conforming Product or (ii) accept return of the non-conforming Product and return all monies paid by such Authorized User for the returned Product.

Notwithstanding anything to the contrary in this Contract, VITA and any Authorized User retain all rights and remedies available at law or in equity.

k) Product Maintenance Services and Renewal Options

At least sixty (60) days prior to the expiration of the Warranty Period, Supplier shall notify the Authorized User, and the Authorized User, at its sole discretion, may order from Supplier Maintenance Services, including System Software Maintenance for a period of one (1) year (Maintenance Coverage Period) and for the annual fee identified in Exhibit D of this Contract. Supplier warrants that it shall make Maintenance Services available for all the Products, including System Software, listed in Exhibit D of this Contract, or which are components of Products listed in Exhibit D of this Contract, for a period of at least five (5) years from the expiration of the initial Warranty Period of any Product provided to an Authorized User pursuant to this Contract. Termination of this Contract or cancellation of Maintenance Services, including System Software Maintenance Services if provided as a separate offering from Supplier, by an Authorized User shall not affect this Contract or the grant of any license pursuant thereto.

THE OBLIGATIONS OF SUPPLIER UNDER THIS WARRANTY AND REMEDY SECTION ARE MATERIAL. SUPPLIER MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION ANY CONCERNING MERCHANTABILITY OR FITNESS FOR ANY OTHER PARTICULAR PURPOSE.

**8. Maintenance Services**

Supplier shall provide Maintenance Services (including unlimited telephonic support and all necessary travel and labor) during the Maintenance Coverage Period (MCP) at the prices identified in Exhibit D of this Contract without additional charge to maintain the Product in accordance with the Requirements.

Exhibit E of this Contract provides detailed descriptions of the Supplier's warranty and maintenance offerings and responsibilities as well as remedies available to the Authorized User in the event Supplier fails to perform its warranty and maintenance obligations. Any remedies shall be paid to the Authorized User on a quarterly basis. Exhibit E of this Contract defines coverage periods, response times, and restore times.

(a) Authorized User's designated control organization shall have the exclusive authority to request maintenance services. Supplier shall not respond to calls for service from any other source without prior written approval of Authorized User's agreement administrator designated on the relevant order.

**9. Ordering**

An Authorized User may order Maintenance Services for any Product at any time during the term of the Contract, irrespective of whether such Product is covered under warranty or maintenance at the time the order is issued to Supplier. Each order shall identify:

- i). Product and, if applicable, serial number, for which Maintenance Services shall be provided,
- ii). Maintenance Level to be provided, and
- iii). MCP for the Product Maintenance.

Authorized User may elect, at any time, an alternative Maintenance Level offered by Supplier. Such amendment shall take effect within thirty (30) days following Supplier's receipt of Authorized User's written notice, in the form of a modification to an order.

Unless otherwise agreed to by the Authorized User and Supplier, the MCP for a unit of Product shall be one (1) year from the effective date of any executed order for Maintenance on such Product and shall automatically renew on the anniversary date of the executed order unless the Authorized User otherwise notifies Supplier.

**10. Renewal**

At least sixty (60) days prior to the expiration of the MCP for each unit of Product, Supplier shall notify the Authorized User of such expiration, and the Authorized User, at its sole discretion, may issue an order to Supplier to renew Maintenance Services, including System Software Maintenance Services, for an additional

one (1) year period. The annual fee for Maintenance Services shall not exceed the fee charged for the preceding year's Maintenance Services by more than three percent (3%), or the annual change in CPI, as defined in the Purchase Price and Price Protection section, in effect at the time, whichever is less. Termination of this Contract or cancellation of Maintenance Services, including System Software Maintenance Services if provided as a separate offering from Supplier, by an Authorized User shall not affect this Contract or the grant of any license pursuant thereto.

## 11. Services

Maintenance Services shall be as follows:

a) Product Covered

Exhibit D of this Contract lists all Product types for which Supplier offers Maintenance Services. No Authorized User is obligated to continue Maintenance Services on any Product that has been removed from service, provided Supplier has been notified in writing of such removal.

b) Preventive Maintenance

Supplier's Preventive Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

c) Remedial Maintenance

Supplier's Remedial Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

d) Replacement Parts

Supplier's offerings and responsibilities related to Replacement Parts, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

e) Spares

Supplier's offerings and responsibilities related to Spares, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

f) Notification and Correction of Defects

Supplier's offerings and responsibilities related to notification and correction of defects, and the Authorized User's associated remedies, are described in Exhibit E of this Contract.

g) Advanced Replacement Services

Supplier's advanced replacement service offerings and responsibilities are described in Exhibit E of this Contract.

h) On-site Maintenance Services

Supplier's on-site maintenance service offerings and responsibilities are described in Exhibit E of this Contract.

i) System Software Maintenance

During the MCP and as part of the standard Maintenance Services offering, Supplier shall provide the following Maintenance Services (including unlimited telephonic support and all necessary travel and labor) without additional charge to any Authorized User to maintain the System Software in accordance with the Requirements:

i). New Releases

Supplier's responsibilities related to new releases of System Software and Documentation are described in Exhibit E of this Contract.

ii). Coverage

Supplier's offerings and responsibilities related to coverage for telephonic and written consultation in connection with use, problems, and operation of the System Software are described in Exhibit E of this Contract.

iii). Response and Restore Times

Supplier's response and restore times related to use, problems, and operation of the System Software, and any associated remedies, are described in Exhibit E of this Contract.

iv). Software Evolution

Should Supplier merge or splinter the System Software previously provided to any Authorized User, such action on the part of Supplier shall not in any way result in any Authorized User being charged additional license or Maintenance fees in order to receive enhancements, releases, upgrades or support for the System Software.

If Supplier or Software Publisher reduces or replaces functionality contained in a licensed System Software product and provides the same or substantially similar functionality as or within a separate or renamed System Software product, then the Commonwealth or the Authorized User shall be entitled to license such System Software product at no additional license or maintenance fee, and subject to the terms and conditions herein.

If Supplier or Software Publisher releases an option, future System Software product or other release that has substantially the same functionality as the Software products provided under this Contract, and Software Publisher and/or Supplier ceases to provide maintenance for the older System Software product, then Supplier shall offer the Commonwealth or the Authorized User the option to exchange licenses for such replacement System Software product or function at no additional charge.

v). Remedies

In addition to any remedies described in Exhibit E of this Contract, if Supplier is unable to make a Product, including the System Software, conform, in all material respects, to the Requirements within thirty (30) days following notification by an Authorized User, Supplier shall, at such Authorized User's request, either (i) provide a replacement Product at no additional cost to the Authorized User, or (ii) accept return of the Product and return all monies paid by such Authorized User (a) for Maintenance Services for the returned Product, including System Software, pro-rated on a monthly basis as of the date the Authorized User reported the non-conformity and (b) for the Product, including System Software, pro-rated on a monthly basis as of the date the Authorized User reported the non-conformity and based on the average life of the Product.

Notwithstanding anything to the contrary in this Contract or in any Exhibit Gereto, VITA and any Authorized User retain all rights and remedies available at law or in equity.

**D. Scope of Use**

Any Authorized User may use the Product(s), and any software licensed in connection with such Product(s), on a worldwide basis for the benefit of itself and its agents. Supplier further authorizes use of the Product(s) by third parties who are under contract with an Authorized User to provide outsourcing services, including but not limited to providing application development services, data processing or facilities or infrastructure management services for the benefit of such Authorized User. For Products to which the Commonwealth or an Authorized User takes title, and any System Software which is integral to such Products, under the terms of this Contract, there are no restrictions on subsequent resale or distribution thereof by the Commonwealth or such Authorized User.

**E. Software License**

If Authorized User is a state agency, board, commission, or other quasi-political entity of the Commonwealth of Virginia or other body referenced in Title 2.2 of the Code of Virginia, the license shall be held by the Commonwealth. If Authorized User is a locality, municipality, school, school system, college, university, local board, local commission, or local quasi-political entity, the license shall be held by that public body.

VITA will consider Supplier-provided language ONLY when Supplier is a reseller of the Software and the software publisher requires and End User License Agreement (EULA). In such case, Supplier is advised that VITA will require an addendum to such EULA to address terms and conditions in such EULA with which VITA, as a government entity, by law or by policy, cannot agree.

**1. License Grant**

Supplier hereby grants to the Commonwealth and all Authorized Users a fully paid, worldwide, nonexclusive, non-transferable, license to use, and to permit any agent of the Commonwealth or such Authorized User to use, System Software for each Product. Each license granted under this Contract authorizes the Commonwealth or such Authorized User and any agent of the Commonwealth or such Authorized User to use Supplier-licensed programs in machine readable form on any system without limitation. It is expressly understood that "perpetual" license rights shall commence upon delivery of the System Software to the Authorized User and shall exist in perpetuity unless otherwise terminated in accordance with the applicable provisions of this Contract. The System Software is the property of Supplier, and no title or ownership of the System Software or any of its parts, including documentation, is transferred to the Commonwealth or the Authorized User.

**2. Limitations on Copying and Disclosure**

The Commonwealth, an Authorized User, or any agent of the Commonwealth or such Authorized User may make a reasonable number of backup, archival, and disaster recovery copies of the System Software. Any copies of the software or documentation made by the Commonwealth or an Authorized User pursuant to this Contract shall bear all copyright, trademark and other proprietary notices included therein by Supplier and, except as expressly authorized, neither the Commonwealth nor the Authorized User shall distribute same to any third-party without Supplier's prior written consent. The Commonwealth may distribute the System Software and documentation if such distribution is incidental to transfer of Product to which it has taken title. Neither the

Commonwealth nor any Authorized User may resell the System Software except if such resale is incidental to the resale of Product(s) to which the Commonwealth or such Authorized User has taken title.

**3. Business Continuity and Recovery**

Authorized User or its Agent may run the System Software concurrently at a back-up site. In the event that all of an Authorized User's copies of the System Software, including all backup copies, are destroyed, irreparably damaged or otherwise lost due to fire, explosion, sabotage, flood or other natural disaster not occasioned by the fault of such Authorized User, Supplier shall provide to the Authorized User, at no additional cost, a replacement copy of the System Software and documentation; provided however, that nothing contained in this Section shall obligate Supplier to replace or assist in the recovery of data lost concurrent with the loss of the System Software.

Supplier shall provide System Software for Product. Such System Software is licensed directly from the Software Publisher through the end user licensing agreement (EULA), as amended, attached hereto as Exhibit C of this Contract.

**4. Authorized User Compliance**

Compliance with the terms and conditions of any license granted pursuant to this Contract is solely the responsibility of the Authorized User which purchased such license and not the responsibility of VITA, unless VITA purchased such license on its own behalf.

**5. No Subsequent, Unilateral Modification of Terms by Supplier ("Shrink Wrap")**

Notwithstanding any other provision or other unilateral license terms which may be issued by Supplier after the Effective Date of this Contract, and irrespective of whether any such provisions have been proposed prior to or after the issuance of an order for System Software licensed under this Contract, or the fact that such other agreement may be affixed to or accompany System Software upon delivery ("shrink wrap"), the terms and conditions set forth herein shall supersede and govern licensing and delivery of all products and services hereunder.

**F. Supplier-Sponsored Product Promotions**

The Supplier, at its discretion, may sponsor Product and Service promotions during the Contract term or any extensions thereof. Should Supplier choose to sponsor such a promotion, Supplier shall provide in writing to VITA or Authorized User, at least five (5) days prior to the promotion, the following information: (i) the dates of the promotion or the duration of the promotion to include the commencement date and the ending date; (ii) the exact Products or Services covered in the promotion; and (iii) the pricing or percentage discount offered during the promotion. VITA shall communicate to Supplier in writing its agreement to the promotion.

The Supplier shall be in breach of the Contract in the absence of a written agreement regarding the promotion. In any event wherein the Supplier proposes prices that are different than the Contract prices to any Authorized User without first obtaining VITA's agreement, the Supplier shall be in breach of the Contract, and VITA shall have all remedies available under Contract and law and in equity.

All Supplier-sponsored Product or Service promotions shall be available to all Authorized Users. Should the Supplier request a promotion that would be limiting, either through product configuration or quantities of Products and Services, VITA, at its sole discretion, may not provide a written agreement. VITA and Supplier agree that promotions shall not target any one Authorized User, or a few Authorized Users.

VITA and Authorized Users, at their discretion, may assist in advertising the promotion. This assistance may consist of advertising space on Authorized User web sites, or other assistance at an Authorized User's discretion.

**G. Removal of Hardware**

If following the expiration of a Lease, Supplier fails to remove off-lease Hardware within 30 days following the Lease expiration, the Authorized User shall send written notice (as provided in the notice provisions of this Contract) to the Supplier requesting removal of the equipment within 30 days of its receipt of the notice. If after a second such notice by Authorized User and subsequent 30 day period, the Hardware has not been removed by the Supplier, the Authorized User may deem the Hardware to have been abandoned by the Supplier and Authorized User may dispose of the Hardware at its sole discretion without further liability to the Supplier.

**19. SOFTWARE LICENSE (NON-HARDWARE RELATED)-SPECIFIC PROVISIONS**

**A. Software License**

If Authorized User is a state agency, board, commission, or other quasi-political entity of the Commonwealth of Virginia or other body referenced in Title 2.2 of the Code of Virginia, the license shall be held by the

Commonwealth. If Authorized User is a locality, municipality, school, school system, college, university, local board, local commission, or local quasi-political entity, the license shall be held by that public body.

## 1. License Grant

Software licensed by Supplier

- i). Supplier grants to the Commonwealth and all Authorized Users a fully paid, perpetual, worldwide, nonexclusive, **non-transferable**, irrevocable object code license to use, copy, modify, transmit and distribute the Software and Documentation including any subsequent revisions, in accordance with the terms and conditions set forth herein and subject only to the limitations and/or restrictions explicitly set forth in scope of the license this Contract. It is expressly understood that “perpetual” license rights shall commence upon delivery of the Software to the Authorized User and shall exist in perpetuity unless otherwise terminated in accordance with the applicable provisions of this Contract. The Software is the property of Supplier and/or its licensors, and no title or ownership of the Software or any of its parts, including Documentation, shall transfer to the Commonwealth or any Authorized User.
- ii). The Commonwealth and all Authorized Users shall have the right to use, copy within the scope of the applicable license (including, reproducing the Software for backup and archival purposes). All copies of the Software shall reproduce any copyright or other proprietary notices contained on the originals.
- iii). Reserved.
- iv). The Commonwealth and any Authorized User may allow access to the Software by third party vendors who are under contract with an Authorized User to provide services to or on behalf of such Authorized User, or by other entities as required for conducting the business of government as set forth in the EULA. Access includes loading or executing the Software on behalf of such Authorized User or its Agents.
- v). The license fee includes a test system copy, which consists of the right to use the Software for non-production test purposes, including but not limited to, problem/defect identification, remediation, and resolution, debugging, new version evaluation, Software interface testing, and disaster recovery technique analysis and implementation.
- vi). In the event that all of an Authorized User’s copies of the Software, including all backup copies, are destroyed, irreparably damaged or otherwise lost due to fire, explosion, sabotage, flood or other disaster, Supplier shall provide to such Authorized User, at no additional cost, replacement copies of the Software and Documentation. Nothing contained in this Section shall obligate Supplier to replace or assist in the recovery of data lost concurrent with the loss of the Software.
- vii). An Authorized User may make a reasonable number of copies of the Software and Documentation for use in training, support, demonstrations, backup, archiving, disaster recovery and development and may run the Software concurrently at a back-up site for no additional license fees or costs. Such Authorized User agrees that any copies of the Software or Documentation that it makes under this Contract shall bear all copyright, trademark and other proprietary notices included therein by Supplier.
- viii). Except as expressly authorized **in the license**, an Authorized User shall not distribute the Software to any third party without Supplier’s prior written consent.
- ix). Except as provided or allowed by law, no Party shall reverse engineer, decompile, disassemble, or otherwise attempt to derive source code or other trade secrets from any software or other intellectual property of any other Party.

Software licensed by Software Publisher

Supplier shall provide Software which is licensed directly from the Software Publisher through the end user licensing agreement (EULA). If the EULA provides for a “perpetual” license, it is expressly understood that “perpetual” license rights shall commence upon delivery of the Software and shall exist in perpetuity unless otherwise terminated in accordance with the applicable provisions of this Contract.

Nothing contained herein shall be construed to restrict or limit an Authorized User’s rights to use any technical data which such Authorized User may already possess or acquire under proper authorization from other sources.

Compliance with the terms and conditions of any license granted pursuant to this Contract is solely the responsibility of the Authorized User which purchased such license and not the responsibility of VITA, unless VITA purchased such license on its own behalf.

## 2. License Type

All licenses granted, regardless of the type, include all uses set forth above. License type may vary by Software product and shall be set forth in the applicable the EULA and identified on any order issued pursuant to this Contract.

### Designated CPU License

The license(s) granted under this Section authorizes use of the Software only on the number of CPU(s) listed on the order. An Authorized User may transfer the Software to a different machine to the extent that the license price for such new CPU(s) is equivalent to the CPU(s) initially licensed **and to the extent set forth in the EULA**. If the licensed CPU is inoperative because of (i) malfunction, (ii) performance of maintenance, or (iii) modification to the licensed CPU, or (iv) because the Software is being transferred to another CPU, such Authorized User may use the Software on a replacement CPU as long as required by the mentioned conditions.

### Concurrent Use license

The license(s) granted under this Section authorizes use of the Software on any system based on the total number of Concurrent Users. The number of "Concurrent Users" is defined as the maximum number of concurrent Sessions connected at a given point in time. A "Session" is defined as an active user executing the Software. The Authorized User shall specify an initial number of Concurrent User licenses in its initial order pursuant to this Contract. An Authorized User may increase the number of Concurrent User licenses upon issuing an order for additional Concurrent User licenses. The license fee for additional Concurrent User licenses and payment of the license fee is set forth in the order.

### Site License

The license(s) granted under this Section authorizes use of the Software on any system located at the "Site" as such term is defined in the applicable order.

### Project Specific License

The Project Specific License authorizes use of the Software on any CPU, on any system, and by any user, without limitation as to quantity or location for Project \_\_\_\_\_.

### Enterprise Wide License

The Enterprise Wide License authorizes use of the Software on any CPU, on any system, and by any user within the "Enterprise", as such term is defined in the applicable order, without limitation as to the quantity or location or project.

## 3. No Subsequent, Unilateral Modification of Terms by Supplier ("Shrink Wrap")

Notwithstanding any other provision or other unilateral license terms which may be issued by Supplier after the Effective Date of this Contract, and irrespective of whether any such provisions have been proposed prior to or after the issuance of an order for System Software licensed under this Contract, or the fact that such other agreement may be affixed to or accompany System Software upon delivery ("shrink wrap"), the terms and conditions set forth herein shall supersede and govern licensing and delivery of all products and services hereunder.

## B. Delivery and Installation

### 1. Scheduling

Supplier shall deliver Software and perform the Services according to the delivery dates set forth on the appropriate order or SOW.

### 2. Installation of Software

#### a) Supplier Installation of Software

**If agreed to in the order** Supplier is required to install the Software in accordance with the installation schedule set forth on the order. Supplier shall conduct its standard appropriate diagnostic evaluation at the Authorized User's user site to determine that the Software is properly installed and fully ready for productive use, and shall supply the Authorized User with a copy of the results of the diagnostic evaluation promptly after completion of installation.

Supplier agrees that failure to install the Software in accordance with the delivery schedule in the applicable order shall constitute a material breach of this Contract resulting in damages to the Authorized User. As an estimate of the damages such Authorized User shall suffer, Supplier agrees to credit such Authorized User an amount equal to two percent (2%) of the total license fee, for each day of undelivered or delivered but non-operational Software for a period of thirty (30) days following the agreed upon delivery date. If the delay lasts longer than thirty (30) days, such Authorized User may immediately cancel the order and collect the damages

for that period of late delivery. Such Authorized User reserves any and all other remedies available at law or in equity for delays lasting longer than thirty (30) days or for non-delivery.

b) **Authorized User Installation of Software**

If an Authorized User elects to install the Software itself or to contract with a third party to perform installation services, the Software shall be deemed to be installed when all programs, program libraries and user interfaces are copied to and initialized on the appropriate equipment as executable by having the ordering Authorized User, its Agent, or its third party installer invoke the primary function of each major component of the Software or when Acceptance criteria have been met. Authorized User shall provide to Supplier written notice of Acceptance upon completion of installation and successful Acceptance testing.

**3. Documentation of Software Configuration**

If the Services include configuration of Software by Supplier, Supplier shall provide to the appropriate Authorized User documentation containing a description of the configuration. Such documentation shall be sufficiently detailed such that any appropriately trained employee or Agent of any Authorized User may reconstruct the configuration of the Software.

**C. Acceptance and Cure Period**

**1. Acceptance**

Software shall be deemed accepted when the Authorized User determines that such Software successfully operates in accordance with the Requirements. Such Authorized User agrees to commence Acceptance testing within five (5) business days after receipt of the Software, or within such other period as set forth in the applicable order, after receipt of the Software. Acceptance testing will be no longer than ten (10) business days, or such longer period as may be agreed in writing between Authorized User and Supplier, for the first instance of each product type set forth in Exhibit D of this Contract. Supplier agrees to provide to such Authorized User such assistance and advice as such Authorized User may reasonably require, at no additional cost, during such Acceptance testing, other than travel expenses pre-approved by the Authorized User which will be reimbursable by such Authorized User at the then-current per diem amounts as published by the Virginia Department of Accounts (<http://www.doa.virginia.gov/>, or a successor URL(s)). Authorized User shall provide to Supplier written notice of Acceptance upon completion of successful Acceptance testing. Should Authorized User fail to provide Supplier written notice of successful or unsuccessful Acceptance testing within five (5) days following the Acceptance testing period, the Software shall be deemed Accepted.

**2. Cure Period**

Supplier shall correct any non-conformities identified during Acceptance testing and re-submit such non-conforming Software for re-testing within seven (7) days of the appropriate Authorized User's written notice of non-conformance, or as otherwise agreed between such Authorized User and Supplier in the applicable order. Should Supplier fail to cure the non-conformity or deliver Software which meets the Requirements, such Authorized User may, in its sole discretion: (i) reject the Software in its entirety and recover amounts previously paid hereunder; (ii) issue a "partial Acceptance" of the Software with an equitable adjustment in the price to account for such deficiency; or (iii) conditionally accept the applicable Software while reserving its right to revoke Acceptance if timely correction is not forthcoming. Failure of the Software to meet, in all material respects, the Requirements after the second set of acceptance tests may constitute a default by Supplier. In the event of such default, the Authorized User may, at its sole discretion, terminate its order, in whole or in part, for the Software and Services to be provided thereunder by Supplier.

**D. Warranty Services**

At any time during the Warranty Period of twelve (12) months after Acceptance, Supplier shall provide the following warranty services (including unlimited telephonic support and all necessary travel and labor) without additional charge to any Authorized User to maintain the Software in accordance with the Requirements: The warranty Period shall be as set forth in the applicable EULA>

**1. Known Defects**

Promptly notify all Authorized Users of any defects or malfunctions in the Software or Documentation of which it learns from any source other than an Authorized User and provide to all Authorized Users a correction of any such defects or malfunctions, or a work around until a correction is available, within sixty (60) days of Supplier's knowledge of such defect or malfunction.

## 2. Coverage

24 hours per day, 7 days per week and 365 days per year (24x7x365), including Commonwealth Holidays, Supplier will provide to any Authorized Users all reasonably necessary telephone or written consultation requested by such Authorized Users in connection with use, problems and operation of the Software.

## 3. Service Levels

Respond to problems with the Software identified by an Authorized User in no more than one (1) hour after notification. Resolve all problems according to the following:

- i). Priority 1 (Software inoperable) within six (6) hours
- ii). Priority 2 (certain processing interrupted or malfunctioning but Software able to process) within twenty four (24) hours
- iii). Priority 3 (minor intermittent malfunctioning, Software able to process data) within three (3) days.

The level of severity (e.g., 1, 2, 3), shall be defined by such Authorized User.

## 4. Remedies

If Supplier is unable to make the Software conform, in all material respects, to the Requirements within thirty (30) days following written notification by an Authorized User, Supplier shall, at such Authorized User's request, cancel the license to such Software, accept return of such Software and Documentation, if applicable, rendered unusable, and return all monies paid by such Authorized User for the non-conforming Software and Documentation and such other related Service(s) rendered unusable.

Supplier agrees that failure to make the Software conform, in all material respects, to the Requirements within ten (10) days following notification by an Authorized User shall constitute a material breach of this Contract resulting in damages to the Authorized User. As an estimate of the damages such Authorized User shall suffer, Supplier agrees to credit such Authorized User an amount equal to two percent (2%) of the total license fee, for each day that the Software is non-conforming, for a period of up to thirty (30) days. If after such thirty (30) day period Supplier is unable to make the Software conform, Supplier shall, at such Authorized User's request, cancel the license to such Software, accept return of the Software and Documentation, if applicable, and return all monies paid for the non-conforming Software and Documentation. Such Authorized User reserves any and all other remedies available at law or in equity for delays lasting longer than thirty (30) days.

## E. Maintenance Services

Supplier shall provide Maintenance Services during the Maintenance Period at the prices identified in Exhibit D of this Contract without additional charge to maintain the Software in accordance with the Requirements and to provide upgrades, updates, and new releases as they are made generally available.

The prices identified in Exhibit D of this Contract are inclusive of all necessary labor and, unless otherwise provided therein, all necessary travel. Should travel not be included in the prices identified in Exhibit D of this Contract, any travel expense must be pre-approved by the Authorized User and shall be reimbursed in accordance with the then-current per diem rates established by the Virginia Department of Accounts at (<http://www.doa.virginia.gov> or a successor URL(s)).

In addition to the minimum Maintenance Services described in this Section, Exhibit E of this Contract provides detailed descriptions of Supplier's additional maintenance offerings, if any, and Supplier's associated responsibilities as well as remedies available to the Authorized User in the event Supplier fails to perform its maintenance obligations. Any monetary remedies shall be paid to the Authorized User on a quarterly basis. Exhibit E of this Contract defines coverage periods, response times, and restore times.

### 1. Ordering

An Authorized User may order Maintenance Services for any Software at any time during the term of this Contract, irrespective of whether such Software is covered under warranty or maintenance at the time the order is issued to Supplier. Each order shall identify:

- i). Software product and number of units for which Maintenance Services shall be provided,
- ii). Maintenance Level to be provided, and
- iii). Maintenance Period for Software Maintenance.

Authorized User may elect, at any time, an alternate Maintenance Level offered by Supplier. Such amendment shall take effect within thirty (30) days following Supplier's receipt of Authorized User's written notice, in the form of a modification to an order.

Unless otherwise agreed by the Authorized User and Supplier, the Maintenance Period for a unit of Software shall be one (1) year from the effective date of any executed order for Maintenance on such Software product. Co-termination of Maintenance Periods, TBD based on Supplier proposal.]

## **2. Renewal**

Not less than sixty (60) days prior to the expiration of the Maintenance Period for each unit of Software, Supplier shall notify the Authorized User of such expiration, and the Authorized User, at its sole discretion, may issue an order to Supplier to renew Maintenance Services for an additional one (1) year period. The annual fee for Maintenance Services shall not exceed the fee charged for the preceding year's Maintenance Services by more than three percent (3%), or the annual change in CPI, as defined in the Fees and Charges section, in effect at the time, whichever is less. Termination of this Contract or cancellation of Maintenance Services by an Authorized User shall not affect this Contract or the grant of any license.

## **3. Services**

At a minimum, Maintenance Services shall include the following:

### a) Known Defects

Supplier's offerings and responsibilities related to known defects in the Software are described in Exhibit A.

### b) New Releases

Supplier's offerings and responsibilities related to new releases of the Software are described in Exhibit A.

### c) Coverage

Supplier's offerings and responsibilities related to coverage for telephonic and written consultation in connection with use, problems, and operation of the Software are described in Exhibit A.

### d) Service Levels

Supplier's offerings and responsibilities related to response and restore times for any problems with the Software identified by an Authorized User, and any associated remedies are described in Exhibit E.

### e) Additional Maintenance Services

Supplier's additional Maintenance Service offerings are described in Exhibit E of this Contract.

## **4. Software Evolution**

Should Supplier or Software Publisher merge or splinter the Software previously provided to any Authorized User, such action on the part of Supplier or Software Publisher shall not in any way result in any Authorized User being charged additional license or support fees in order to receive enhancements, releases, upgrade or support for the Software.

If Supplier or Software Publisher reduces or replaces functionality contained in a licensed Software product and provides the same or substantially similar functionality as or within a separate or renamed Software product, then the Commonwealth or the Authorized User shall be entitled to license such Software product at no additional license or maintenance fee, and subject to the terms and conditions herein.

If Supplier or Software Publisher releases an option, future Software product or other release that has substantially the same functionality as the Software products provided under this Contract, and Software Publisher and/or Supplier ceases to provide maintenance for the older Software product, then Supplier shall offer the Commonwealth or the Authorized User the option to exchange licenses for such replacement Software product or function at no additional charge.

## **5. Maintenance Services Remedies**

In addition to any remedies described elsewhere in this Contract, if Supplier is unable to make the Software conform, in all material respects, to the Requirements within thirty (30) days following notification by an Authorized User, Supplier shall, at such Authorized User's request, accept cancellation of the license to such non-conforming software and (i) return all monies paid by such Authorized User for the cancelled license, prorated using the straight-line method for an estimated software life cycle of five (5) years, or, if a term license, shall return the prorated license fee for the remainder of the license term; and (ii) return the prorated maintenance charge for the remainder of the maintenance term. The prorated amount due an Authorized User shall be calculated from the date on which the Software ceased operating in accordance with the Requirements.

## **F. General Warranty**

Supplier warrants and represents to VITA the Software described in Exhibit D of this Contract as follows:

**1. Ownership**

Supplier is the owner of the Software or otherwise has the right to grant the license to use the Software granted hereunder without violating or infringing any law, rule, regulation, copyright, patent, trade secret or other proprietary right of any third party.

**2. Software and Documentation**

Supplier warrants the following with respect to the Software:

- i). The Software is pursuant to a particular Request for Proposal ("RFP"), and therefore, such Software shall be fit for the particular purposes specified by VITA, and Supplier is possessed of superior knowledge with respect to the Software and is aware that all Authorized Users are relying on Supplier's skill and judgment in providing the Software;
- ii). If the RFP specified or Exhibit D of this Contract specifies the hardware equipment an Authorized User shall use to run the Software, then Supplier warrants the Software, and any subsequent release, is compatible with and shall perform as stated with such hardware for a period of ten (10) years of the Effective Date. However Supplier will in no event be liable for the failure of Software if such failure is due to changes in the hardware or use of third party software by an Authorized User.
- iii). If an order issued by an Authorized User pursuant to this Contract specified the hardware equipment such Authorized User shall use to run the Software, then Supplier warrants the Software, and any subsequent release, is compatible with and shall perform as stated with such hardware for a period of ten (10) years of the date of such order. However Supplier will in no event be liable for the failure of Software if such failure is due to changes in the hardware or use of third party software by such Authorized User.
- iv). The Software provided hereunder is at the current release level unless an Authorized User specifies an older version in its order, in which case item (iii) shall not apply and the older version of the Software, and any subsequent release, is compatible with and shall perform as stated with any hardware specified in the applicable order for a period of ten (10) years of the date of such order;
- v). No corrections, workarounds or future Software releases provided by Supplier under the warranty provisions or under maintenance or support services shall degrade the Software, cause any other warranty to be breached, or require an Authorized User to acquire additional hardware equipment or software;
- vi). Supplier warrants that the Documentation and all modifications or amendments thereto which Supplier is required to provide under this Contract shall be sufficient in detail and content to allow an Authorized User to operate the Software without reference to any other materials or information.

**3. Limited Warranty**

During the warranty period of twelve (12) months, or as specified in the applicable order, Supplier warrants that the Software shall meet or exceed the Requirements. Supplier shall correct, at no additional cost to any Authorized User, all errors identified during the warranty period that result in a failure of the Software to meet the Requirements.

**4. Malicious Code**

Supplier has used its best efforts through quality assurance procedures to ensure that there are no Computer Viruses or undocumented features in the Software at the time of delivery to an Authorized User. Supplier warrants that the Software does not contain any embedded device or code (e.g., time bomb) that is intended to obstruct or prevent any Authorized User's use of the Software. Notwithstanding any rights granted under this Contract or at law, Supplier hereby waives under any and all circumstances any right it may have or may hereafter have to exercise Electronic Self-Help. Supplier agrees an Authorized User may pursue all remedies provided under law in the event of a breach or threatened breach of this Section, including injunctive or other equitable relief.

**5. Open Source**

Supplier will notify all Authorized Users if the Software contains any Open Source code and identify the specific Open Source License that applies to any embedded code dependent on Open Source code, provided by Supplier under this Contract.

**6. Supplier's Viability**

Supplier warrants that it has the financial capacity to perform and continue to perform its obligations under this Contract; that Supplier has no constructive or actual knowledge of a potential legal proceeding being brought against Supplier that could materially adversely affect performance of this Contract and that entering into this Contract is not prohibited by any contract, or order by any court of competent jurisdiction.

## **7. Supplier's Past Experience**

Supplier warrants that the Software has been installed and is operating in a production environment in a non-related third party's facility without significant problems due to the Software or Supplier.

THE OBLIGATIONS OF SUPPLIER UNDER THIS GENERAL WARRANTY SECTION ARE MATERIAL. SUPPLIER MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION ANY CONCERNING MERCHANTABILITY OR FITNESS FOR ANY OTHER PARTICULAR PURPOSE.

## **G. Training and Documentation**

The license fee includes all costs for the training of one Authorized User trainer at such Authorized User's designated location on the use and operation of the Software, including instruction in any necessary conversion of Authorized User's data for such use. Pursuant to a mutually agreed upon schedule, Supplier shall provide personnel sufficiently experienced and qualified to conduct such training. Available optional training, and applicable pricing and discounts, are described in Exhibit D of this Contract.

Supplier shall deliver to the Authorized User, one (1) complete hard copy or electronic media of Documentation, as requested by such Authorized User. Authorized User shall have the right, as part of the license granted herein, to make as many additional copies of the Documentation, in whole or in part, for its own use as required. This Documentation shall include, but not be limited to, overview descriptions of all major functions, detailed step-by-step installation and operating procedures for each screen and activity, and technical reference manuals. Authorized User shall have the right, as part of the license granted herein, at its own discretion, to take all or portions of the Documentation, modify or completely customize it in support of the authorized use of the Software and may duplicate such Documentation and include it in an Authorized User document or platform. Authorized User shall continue to include Supplier's copyright notice.

## **H. Reproduction Rights**

At an Authorized User's request, Supplier shall provide the Authorized User with a reproducible diskette or CD. Such Authorized User shall be responsible for making copies and distributing the Software as required. Within thirty (30) days of the end of each calendar quarter, such Authorized User shall provide to Supplier a report of the net number of additional copies of the Software deployed during the quarter. Supplier shall invoice such Authorized User for the net number of new licenses reported as deployed.

## **I. Evaluation Copy of Software**

Supplier shall make available to any Authorized User Software for evaluation purposes at no charge. The evaluation period will be determined by the complexity of testing but will be a period not less than thirty (30) days. Each new project is entitled to an evaluation copy regardless of whether an Authorized User has previously purchased the Software.

## **J. Alternate Channel Participation (Resellers/Distributors)**

[Reserved]

## **20. SERVICES (NON-MAINTENANCE)-SPECIFIC PROVISIONS**

### **A. Services**

#### **1. Nature of Services and Engagement**

This Contract is optional use and non-exclusive and all Authorized Users may, at their sole discretion, receive benefits from third party suppliers of services similar to, or in competition with, services provided by Supplier.

By operation of this Contract, any order or SOW resulting in a commitment of any individual employee or contractor of Supplier, whether employed by Supplier or a contractor or subcontractor of Supplier, for more than one thousand (1,000) hours of work during any six (6) month period or of any such individual employee or contractor for more than eight (8) months in any twelve (12) month period shall be voidable by VITA, in its sole discretion. If an SOW is voided by VITA, such SOW shall no longer be binding on either Party and all obligations with respect to such SOW shall expire.

#### **2. Acceptance**

Service(s) shall be deemed accepted when the Authorized User determines that such Service(s) meets the Requirements set forth in the applicable SOW. If applicable, Supplier shall be responsible for ensuring that any individual Deliverable functions properly with any other Deliverable provided pursuant to the SOW. Should a previously Accepted Deliverable require further modification in order to work properly with any other Deliverable, Supplier shall be responsible for all costs associated with such modification.

Authorized User shall commence Acceptance testing within five (5) business days, or within such other period as set forth in the applicable SOW, after receipt of the Service. Acceptance testing will be no longer than ten (10) business days, or such longer period as may be agreed in writing between Authorized User and Supplier, for each Deliverable or for the first instance of each Service type set forth in Exhibit D of this Contract. Supplier agrees to provide to the Authorized User such assistance and advice as the Authorized User may reasonably require, at no additional cost, during such Acceptance testing. Authorized User shall provide to Supplier written notice of Acceptance upon completion of installation and successful Acceptance testing. Should Authorized User fail to provide Supplier written notice of successful or unsuccessful Acceptance testing within five (5) days following the Acceptance testing period, the Service shall be deemed Accepted.

### **3. Cure Period**

Supplier shall correct any non-conformities identified during Acceptance testing and re-submit such non-conforming Service for re-testing within seven (7) days of the appropriate Authorized User's written notice of non-conformance, or as otherwise agreed between such Authorized User and Supplier in the applicable SOW. Should Supplier fail to cure the non-conformity or deliver a Service which meets the Requirements, the Authorized User may, in its sole discretion: (i) reject the Service in its entirety, and any Service rendered unusable due to the non-conforming Service, and recover amounts previously paid hereunder for all such Services; (ii) issue a "partial Acceptance" of the Service with an equitable adjustment in the price to account for such deficiency; or (iii) conditionally accept the applicable Service while reserving its right to revoke Acceptance if timely correction is not forthcoming. Failure of a Service to meet, in all material respects, the Requirements after the second set of acceptance tests may constitute a default by Supplier. In the event of such default, the Authorized User may, at its sole discretion, terminate its order or SOW, in whole or in part, for the Services to be provided thereunder by Supplier.

## **B. General Warranty**

With respect to the Services provided by Supplier, Supplier represents and warrants the following:

### **1. Ownership**

Supplier has the right to provide the Services, including Deliverables, without violating or infringing any law, rule, regulation, copyright, patent, trade secret or other proprietary right of any third party.

### **2. Supplier's Viability**

Supplier warrants that it has the financial capacity to perform and continue to perform its obligations under this Contract; that Supplier has no constructive or actual knowledge of an actual or potential legal proceeding being brought against Supplier that could materially adversely affect performance of this Contract; and that entering into this Contract is not prohibited by any contract, or order by any court of competent jurisdiction.

### **3. Supplier's Past Experience**

Supplier warrants that the Services have been successfully performed for a non-related third-party without significant problems due to the Services or Supplier.

### **4. Performance**

- i). All Services shall be performed with care, skill and diligence, consistent with or above applicable professional standards currently recognized in its profession, and Supplier shall be responsible for the professional quality, technical accuracy, completeness and coordination of all plans, information, specifications, Deliverables and Services furnished under this Contract;
- ii). Services pursuant to a particular Request for Proposal ("RFP"), quote, or Request for Quote (RFQ), and any associated Deliverables shall be fit for the particular purposes specified by VITA in the RFP and in this Contract and, if applicable, by the Authorized User requesting such quote or issuing such RFQ, and Supplier is possessed of superior knowledge with respect to the Services and Deliverables and is aware that all Authorized Users are relying on Supplier's skill and judgment in providing the Services and Deliverables;
- iii). The documentation which Supplier is required to provide under this Contract shall be sufficient in detail and content to allow a user to understand and fully utilize the Deliverables without reference to any other materials or information.

### **5. Malicious Code**

Supplier has used its best efforts through quality assurance procedures to ensure that there are no computer viruses or undocumented features in any of the media or means used to deliver the Services. Supplier has used the best available means to scan any media on which Deliverables are provided to the Authorized User.

**6. Limited Warranty Period and Remedy**

During the warranty period of ninety (90) days, twelve (12) months, or as specified in the applicable SOW, Supplier warrants that the Services shall meet or exceed the Requirements. Supplier shall correct, at no additional cost to any Authorized User, all errors identified during the warranty period that result in a failure of the Services to meet the Requirements. If Supplier is unable to make the Service/Deliverable conform, in all material respects, to the Requirements within ten (10) days following written notification by an Authorized User, Supplier shall, at such Authorized User's request, accept return of such Deliverable and any other related Deliverable(s) rendered unusable, and return all monies paid by such Authorized User for the non-conforming Services and Deliverable and such other related Deliverable(s) rendered unusable.

THE OBLIGATIONS OF SUPPLIER UNDER THIS GENERAL WARRANTY SECTION ARE MATERIAL. SUPPLIER MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION ANY CONCERNING MERCHANTABILITY OR FITNESS FOR ANY OTHER PARTICULAR PURPOSE.

**C. Training and Documentation**

Any training or documentation necessary for an Authorized User to have full benefit of the Service shall be deemed included in the scope of the applicable SOW unless expressly excluded.

**21. GENERAL PROVISIONS**

**A. Relationship Between VITA and Authorized User and Supplier**

Supplier has no authority to contract for VITA or any Authorized User or in any way to bind, to commit VITA or any Authorized User to any agreement of any kind, or to assume any liabilities of any nature in the name of or on behalf of VITA or any Authorized User. Under no circumstances shall Supplier, or any of its employees, hold itself out as or be considered an Agent or an employee of VITA or any Authorized User, and neither VITA nor any Authorized User shall have any duty to provide or maintain any insurance or other employee benefits on behalf of Supplier or its employees. Supplier represents and warrants that it is an independent contractor for purposes of federal, state and local employment taxes and agrees that neither VITA nor any Authorized User is responsible to collect or withhold any federal, state or local employment taxes, including, but not limited to, income tax withholding and social security contributions, for Supplier. Any and all taxes, interest or penalties, including, but not limited to, any federal, state or local withholding or employment taxes, imposed, assessed or levied as a result of this Contract shall be paid or withheld by Supplier or, if assessed against and paid by VITA or any Authorized User, shall be reimbursed by Supplier upon demand by VITA or such Authorized User.

**B. Incorporated Contractual Provisions**

The then-current contractual provisions at the following URL are mandatory contractual provisions, required by law or by VITA, and that are hereby incorporated by reference:

<http://www.vita.virginia.gov/uploadedFiles/SCM/StatutorilyMandatedTsandCs.pdf>

The contractual claims provision §2.2-4363 of the Code of Virginia and the required eVA provisions at <http://www.vita.virginia.gov/uploadedFiles/SCM/eVATsandCs.pdf> are also incorporated by reference.

The then-current contractual provisions at the following URL are required contractual provisions, required by law or by VITA, that apply to all orders placed under this Contract that are partially or wholly funded by the American Recovery and Reinvestment Act of 2009 (ARRA) and are hereby incorporated by reference:

[http://www.vita.virginia.gov/uploadedFiles/SCM/ARRA\\_Ts\\_and\\_Cs.pdf](http://www.vita.virginia.gov/uploadedFiles/SCM/ARRA_Ts_and_Cs.pdf)

The then-current terms and conditions in documents posted to the aforementioned URLs are subject to change pursuant to action by the legislature of the Commonwealth of Virginia, change in VITA policy, or the adoption of revised eVA business Requirements. If a change is made to the terms and conditions, a new effective date will be noted in the document title. Supplier is advised to check the URLs periodically.

**C. Compliance with the Federal Lobbying Act**

Supplier's signed certification of compliance with 31 USC 1352 (entitled "Limitation on use of appropriated funds to influence certain Federal Contracting and financial transactions") or by the regulations issued from time to time thereunder (together, the "Lobbying Act") is incorporated as Exhibit F hereto.

**D. Governing Law**

This Contract shall be governed by and construed in accordance with the laws of the Commonwealth of Virginia without regard to that body of law controlling choice of law. Any and all litigation shall be brought in the circuit courts of the Commonwealth of Virginia. The English language version of this Contract prevails when interpreting this Contract. The United Nations Convention on Contracts for the International Sale of Goods and all other laws

and international treaties or conventions relating to the sale of goods are expressly disclaimed. UCITA shall apply to this Contract only to the extent required by §59.1-501.15 of the Code of Virginia.

**E. Dispute Resolution**

In accordance with §2.2-4363 of the Code of Virginia, Contractual claims, whether for money or other relief, shall be submitted in writing to the public body from whom the relief is sought no later than sixty (60) days after final payment; however, written notice of the Supplier's intention to file such claim must be given to such public body at the time of the occurrence or beginning of the work upon which the claim is based. Pendency of claims shall not delay payment of amounts agreed due in the final payment. The relevant public body shall render a final decision in writing within thirty (30) days after its receipt of the Supplier's written claim.

The Supplier may not invoke any available administrative procedure under §2.2-4365 of the Code of Virginia nor institute legal action prior to receipt of the decision of the relevant public body on the claim, unless that public body fails to render its decision within thirty (30) days. The decision of the relevant public body shall be final and conclusive unless the Supplier, within six (6) months of the date of the final decision on the claim, invokes appropriate action under §2.2-4364, Code of Virginia or the administrative procedure authorized by §2.2-4365, Code of Virginia.

Upon request from the public body from whom the relief is sought, Supplier agrees to submit any and all contractual disputes arising from this Contract to such public body's alternative dispute resolution (ADR) procedures, if any. Supplier may invoke such public body's ADR procedures, if any, at any time and concurrently with any other statutory remedies prescribed by the Code of Virginia.

In the event of any breach by a public body, Supplier's remedies shall be limited to claims for damages and Prompt Payment Act interest and, if available and warranted, equitable relief, all such claims to be processed pursuant to this Section. In no event shall Supplier's remedies include the right to terminate any license or support Services hereunder.

**F. Advertising and Use of Proprietary Marks**

Supplier shall not use the name of VITA or any Authorized User or refer to VITA or any Authorized User, directly or indirectly, in any press release or formal advertisement without receiving prior written consent of VITA or such Authorized User. In no event may Supplier use a proprietary mark of VITA or an Authorized User without receiving the prior written consent of VITA or the Authorized User.

**G. Notices**

Any notice required or permitted to be given under this Contract shall be in writing and shall be deemed to have been sufficiently given if delivered in person, or if deposited in the U.S. mails, postage prepaid, for mailing by registered, certified mail, or overnight courier Services addressed to the addresses shown on the signature page. VITA or Supplier may change its address for notice purposes by giving the other notice of such change in accordance with this Section.

**H. No Waiver**

Any failure to enforce any terms of this Contract shall not constitute a waiver.

**I. Assignment**

This Contract shall be binding upon and shall inure to the benefit of the permitted successors and assigns of VITA and Supplier. Supplier may not assign, subcontract, delegate or otherwise convey this Contract, or any of its rights and obligations hereunder, to any entity without the prior written consent of VITA, and any such attempted assignment or subcontracting without consent shall be void. VITA may assign this Contract to any entity, so long as the assignee agrees in writing to be bound by the all the terms and conditions of this Contract.

If any law limits the right of VITA or Supplier to prohibit assignment or nonconsensual assignments, the effective date of the assignment shall be thirty (30) days after the Supplier gives VITA prompt written notice of the assignment, signed by authorized representatives of both the Supplier and the assignee. Any payments made prior to receipt of such notification shall not be covered by this assignment.

**J. Captions**

The captions are for convenience and in no way define, limit or enlarge the scope of this Contract or any of its Sections.

**K. Severability**

Invalidity of any term of this Contract, in whole or in part, shall not affect the validity of any other term. VITA and Supplier further agree that in the event such provision is an essential part of this Contract, they shall immediately begin negotiations for a suitable replacement provision.

**L. Survival**

The applicable provisions of this Contract regarding Software License, Rights to Work Product, Warranties, Maintenance Services, Escrow, Confidentiality, and Liability and Indemnification, and the General Provisions shall survive the expiration or termination of this Contract.

**M. Force Majeure**

No Party shall be responsible for failure to meet its obligations under this Contract if the failure arises from causes beyond the control and without the fault or negligence of the non-performing Party. If any performance date under this Contract is postponed or extended pursuant to this section for longer than thirty (30) calendar days, VITA, by written notice given during the postponement or extension, may terminate Supplier's right to render further performance after the effective date of termination without liability for that termination, and in addition an Authorized User may terminate any order affected by such postponement or delay.

**N. Remedies**

The remedies set forth in this Contract are intended to be cumulative. In addition to any specific remedy, VITA and all Authorized Users reserve any and all other remedies that may be available at law or in equity.

**O. Right to Audit**

VITA reserves the right to audit those Supplier records that relate to any Deliverables or Services rendered or the amounts due Supplier for such Deliverables or Services under this Contract. VITA's right to audit shall be limited as follows:

- i). Three (3) years from Acceptance or Service performance date;
- ii). Performed at Supplier's premises, during normal business hours at mutually agreed upon times; and
- iii). Excludes access to Supplier cost information.

In no event shall Supplier have the right to audit, or require to have audited, VITA or any Authorized User.

**P. Contract Administration**

Supplier agrees that at all times during the term of this Contract an account executive shall be assigned and available to VITA. Supplier reserves the right to change such account executive upon reasonable advance written notice to VITA.

**Q. Entire Contract**

The following Exhibits, including all subparts thereof, are attached to this Contract and are made a part of this Contract for all purposes:

- i). Exhibit A Request for Proposal
- ii). Exhibit B reserved
- iii). Exhibit C EULA Agreement Attach any applicable EULA from third party software
- iv). Exhibit D Product Price List
- v). Exhibit E Warranty, Maintenance and Support Service Level Agreements (SLAs)
- vi). Exhibit F Certification Regarding Lobbying

This Contract, its Exhibits, and any prior non-disclosure agreement constitute the entire agreement between VITA and Supplier and supersede any and all previous representations, understandings, discussions or agreements between VITA and Supplier as to the subject matter hereof. Any and all terms and conditions contained in, incorporated into, or referenced by the Supplier's Proposal shall be deemed invalid. The provisions of the Virginia Department of General Services, Division of Purchases and Supply Vendor's Manual shall not apply to this Contract or any order issued hereunder. This Contract may only be amended by an instrument in writing signed by VITA and Supplier. In the event of a conflict, the following order of precedence shall apply: this Contract document, Exhibit A, Exhibit D, Exhibit E, any individual SOW.

An Authorized User and Supplier may enter into an ordering agreement pursuant to this Contract. To the extent that such ordering agreement, or any order or SOW issued hereunder, include any terms and conditions inconsistent with the terms and conditions of this Contract, such terms and conditions shall be of no force and effect.

VITA and Supplier each acknowledge that it has had the opportunity to review this Contract and to obtain appropriate legal review if it so chose.

Executed as of the last date set forth below by the undersigned authorized representatives of VITA and Supplier.

**Supplier**

By:   
(Signature)

Name: Vince Roma  
(Print)

Title: VP, Business Development

Date: October 21, 2010

**VITA**

By:   
(Signature)

Name: Samuel Nixon, Jr  
(Print)

Title: CIO

Date: 11/2/10

Address for Notice:

Ricoh Americas Corporation  
5 Dedrick Place  
West Caldwell, NJ 07006  
Attention: Steve Nordheim  
Email: steve.nordheim@ricoh-usa.com

Address for Notice:

11751 MEADOWVILLE LN  
CHESTER VA 23836  
Attention: Contract Administrator

### EXHIBIT A

#### CD-ROM #1 - Section 5: FUNCTIONAL AND TECHNICAL REQUIREMENTS

##### Detailed description of proposed Solution(s)

Suppliers are to indicate their capability of fulfilling each specific requirement below. Each Supplier's responses will be reviewed and compared across Suppliers within each service type in order to determine the best solution for the Commonwealth.

Detailed requirements are presented in questionnaire format to facilitate direct responses and establish accountability regarding delivery of Solution by the Supplier. To respond to each requirement, Supplier is asked to enter, in the space provided in Column A, a code that best corresponds to its intended response for the requirement listed.

The acceptable codes for Column A are as follows:

Y - "Yes" - Supplier can fully meet the requirement as documented with its current application or proposed solution. If applicable, Supplier should provide in Column B an explanation of how it will fulfill the requirement. This may include use of alliances with other suppliers. Supplier may also use Column B to cross-reference a detailed explanation included in an attachment of its proposal.

F - "Yes, Future" - Supplier will be able to fully meet this requirement in the near future (not longer than six months). Supplier should provide a proposed start date and cross-reference any attached documentation in Column B.

N - "No" - Supplier cannot meet the requirement and has no firm plans to be in the position to meet this need within six months.

VITA has posed some open-ended questions. In those instances, Supplier is to provide adequate information to allow VITA to properly evaluate its proposal.

## 2 Ricoh Response to the RFP \_\_\_\_\_

### General

|    | Requirements  | A                     | B   |
|----|---|-----------------------|---|
| 1. | As stated in section 2N (Evaluation Factors) you agreed that your company can sell/service the entire Commonwealth of Virginia. Please describe the details on how this will be accomplished. | Y (filled in by VITA) | Through its direct sales subsidiaries and its authorized independent dealer partners, Ricoh can sell/service all city and county poly subs in the entire Commonwealth of Virginia. In most locations, Ricoh has more than one potential selling / servicing entity. In these cases, the selling / servicing entity closest to the customer will usually provide service. The local sales / service entity interfaces with the customer and orders equipment from Ricoh. Ricoh sends the equipment to a Customer Configuration Center, where it is pre-configured, loaded with appropriate accessories and software, and shipped to the customer site. The local sales/service entity schedules its technicians to coordinate installation with the date the equipment arrives on site. See Response to Section 6, Question 4 for a table matching 134 Virginia counties and cities with Ricoh service provider locations. |

## 2 Ricoh Response to the RFP

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| 2. | As stated in section 2N (Evaluation Factors) you agreed that your company can sell/service the entire Commonwealth of Virginia. Will you be incorporating subcontractors or alliances? If yes, please describe. | <p>The Ricoh Major Accounts Program (RMAP) approach is a structured program designed to capitalize on the combined strengths of Ricoh (the manufacturer), direct sales subsidiaries (Ricoh Business Solutions and IKON Business Solutions) along with Authorized Sales and Service Partners located throughout the State of Virginia. Through the utilization of RMAP, Ricoh will deliver Complete Customer Satisfaction to all State of Virginia agencies and political subdivisions.</p> <p>Ricoh maintains tight contractual and quality controls over all the subsidiaries and dealers that service its Ricoh Major and Global Accounts. Ricoh Authorized Sales and Service Locations are staffed by Ricoh factory-trained technicians, which ensures not only rapid service response, but also technical expertise in preventive, remedial and emergency service of all Ricoh products.</p> <p>Ricoh has chosen to offer KODAK, as well as Ricoh, products in this proposal. Service on the KODAK products may be provided under contract with KODAK, which has coverage throughout the Commonwealth.</p> <p>Please see "Attachment 5-2 Distribution Flow Chart" which provided as an attachment to this table..</p> <p>"</p> |
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## 2 Ricoh Response to the RFP

| <p>3.</p>   | <p>Does your proposed equipment meet the current U.S. Environmental Protection Agency's and Department of Energy's Energy Star guidelines?<br/>If no, please explain.</p> | <table border="0"> <thead> <tr> <th>RAC Model Number</th> <th>Status</th> </tr> </thead> <tbody> <tr> <td colspan="2"><i>(Energy Star Program Requirements for Imaging Equipment version 1.1)</i></td> </tr> <tr> <td>Ricoh MP 9001</td> <td>Qualified</td> </tr> <tr> <td>Ricoh MP 9001 SP</td> <td>Qualified</td> </tr> <tr> <td>Ricoh Pro 1107EX</td> <td>Qualified</td> </tr> <tr> <td>Ricoh Pro 1357EX</td> <td>Qualified</td> </tr> <tr> <td colspan="2"><br/><u>Digital Full Color</u></td> </tr> <tr> <td>Ricoh MP C5000</td> <td>Qualified</td> </tr> <tr> <td>Ricoh MP C5000SPF</td> <td>Qualified</td> </tr> <tr> <td>Ricoh MP C6501</td> <td>Qualified</td> </tr> <tr> <td>Ricoh MP C7501</td> <td>Qualified</td> </tr> <tr> <td>Ricoh Pro C550EX</td> <td>Not Qualified</td> </tr> <tr> <td>Ricoh Pro C700Ex</td> <td>Not Qualified</td> </tr> <tr> <td colspan="2"><br/><u>Production</u></td> </tr> <tr> <td>Pro C720s</td> <td>Not Qualified</td> </tr> <tr> <td>Pro C900s</td> <td>Not Qualified</td> </tr> <tr> <td>Pro C900s<br/>w/ E80 Controller</td> <td>Not Qualified</td> </tr> <tr> <td>KODAK Nexpress</td> <td>Not Qualified</td> </tr> <tr> <td>KODAK Digimaster</td> <td>Not Qualified</td> </tr> </tbody> </table> <p>For industrial products, the models noted as "Not Qualified" do not qualify for the reason that they specifically fall outside the definition of models that can be qualified:<br/> <b>"The ES specification is intended to cover personal, business and commercial imaging equipment products but not industrial products (e.g. products directly connected to three phase power). Units must be capable of being powered from a wall outlet or from a data or network connection and operate off of the international standard nominal voltage supplies listed in the document 'Test Conditions and Equipment for ENERGY STAR imaging Equipment products'".</b></p> | RAC Model Number | Status | <i>(Energy Star Program Requirements for Imaging Equipment version 1.1)</i> |  | Ricoh MP 9001 | Qualified | Ricoh MP 9001 SP | Qualified | Ricoh Pro 1107EX | Qualified | Ricoh Pro 1357EX | Qualified | <br><u>Digital Full Color</u> |  | Ricoh MP C5000 | Qualified | Ricoh MP C5000SPF | Qualified | Ricoh MP C6501 | Qualified | Ricoh MP C7501 | Qualified | Ricoh Pro C550EX | Not Qualified | Ricoh Pro C700Ex | Not Qualified | <br><u>Production</u> |  | Pro C720s | Not Qualified | Pro C900s | Not Qualified | Pro C900s<br>w/ E80 Controller | Not Qualified | KODAK Nexpress | Not Qualified | KODAK Digimaster | Not Qualified |
|---|---|--|------------------|--------|---|--|---------------|-----------|------------------|-----------|------------------|-----------|------------------|-----------|-------------------------------|--|----------------|-----------|-------------------|-----------|----------------|-----------|----------------|-----------|------------------|---------------|------------------|---------------|-----------------------|--|-----------|---------------|-----------|---------------|--------------------------------|---------------|----------------|---------------|------------------|---------------|
| RAC Model Number  | Status  |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| <i>(Energy Star Program Requirements for Imaging Equipment version 1.1)</i> |   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh MP 9001   | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh MP 9001 SP  | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh Pro 1107EX  | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh Pro 1357EX  | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| <br><u>Digital Full Color</u>   |   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh MP C5000  | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh MP C5000SPF   | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh MP C6501  | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh MP C7501  | Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh Pro C550EX  | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Ricoh Pro C700Ex  | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| <br><u>Production</u>   |   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Pro C720s   | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Pro C900s   | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| Pro C900s<br>w/ E80 Controller  | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| KODAK Nexpress  | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |
| KODAK Digimaster  | Not Qualified   |  |                  |        |   |  |               |           |                  |           |                  |           |                  |           |                               |  |                |           |                   |           |                |           |                |           |                  |               |                  |               |                       |  |           |               |           |               |                                |               |                |               |                  |               |

## 2 Ricoh Response to the RFP

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| 4. | Does your proposed solution offer anything else that addresses Green issues (i.e. toner recycle, disposal of machines that have come to end of life). If so, please describe. | <p><b>Yes. Ricoh is a Worldwide Leader in Sustainability</b></p> <p>In February, 2009, Ricoh Company Ltd., was named to the "Global 100 Most Sustainable Corporations in the World." While the rigorous selection process caused more than one third of the Global 100 corporations to be replaced between 2007 and 2008, Ricoh has the honor of making the list five consecutive years.</p> <p>Ricoh prides itself in going above and beyond what is considered standard with:</p> <ul style="list-style-type: none"><li>• Ambitious greenhouse gas reduction goals</li><li>• Exemplary environmental management systems</li><li>• Innovative green technologies</li><li>• ISO 14001 certified plants and facilities</li><li>• Zero waste-to-landfill manufacturing plants</li><li>• Minimization of resource consumption in product lifecycles</li></ul> <p><b>Ricoh Products have the Highest Standards of Energy Efficiency</b></p> <p>Many Ricoh products qualify for the strictest standards of energy efficiency under the Energy Star label, including Ricoh's entire line of multifunction products (MFPs) digital duplicators and wide format products, and most of our printers and faxes. Energy efficiency compliance has been integrated in nearly all of Ricoh's printers, production printers and facsimile products.</p> |
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|  |  | <p>These devices power down to energy-saving mode while not in operational use, duplex print to reduce paper waste, and ultimately help you realize significant savings on your energy bill. Less energy consumed means less emissions of CO<sub>2</sub> and other greenhouse gases.</p> <p><b>Conserve Energy &amp; Reduce Costs without Affecting Productivity</b></p> <p>Ricoh offers energy-efficient document management systems that minimize power and resource consumption without sacrificing productivity or convenience. These systems offer many of the following features:</p> <ul style="list-style-type: none"><li>• <b>Ultra-Low Power Sleep Mode</b> – After a short period of idling, systems enter a low-power sleep mode during which they consume just six to eight watts of electricity—significantly less than during normal operation.</li><li>• <b>Quick Start Up</b> – Warm-up time is nearly 66% faster than competitive systems – within 10 to 15 seconds or less. This makes the sleep feature invisible to users, so the low-power mode does not get disabled. Spending a large portion of time in low-power mode not only saves energy, but helps copy equipment run cooler and last longer. (In B/W MFPs)</li></ul> |
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## 2 Ricoh Response to the RFP

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|  |  | <ul style="list-style-type: none"><li>• <b>High Speed Duplexing</b> – All systems operate in duplex mode at 95% to 100% of their rated speed, so users can quickly and easily complete copying jobs using half the paper. Using less paper also saves energy because it takes 10 times more energy to manufacture a piece of paper than it does to copy an image onto it.</li><li>• <b>Toner Recirculating</b>– This internal process helps improve toner yields, reduce wasted toner and decrease the frequency of cartridge replacements. (In B/W MFPs)</li><li>• <b>Sample Mode</b> – This feature prevents paper waste by allowing users to print one sample copy to check settings prior to printing the entire job.</li></ul> <p><b>Restriction of Hazardous Substances</b></p> <p>Ricoh has established a strict management system to ensure air quality while our products are in operation, maintaining the health, safety and comfort level of working environments. Under the RoHS directive (Restriction of Hazardous Substances), and our own internal regulations, Ricoh devices are monitored for the reduction and elimination of environmentally sensitive substances.</p> |
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## 2 Ricoh Response to the RFP

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|  |  | <p><b>Recyclable by Design</b></p> <p>Our goal is to avoid sending material waste to landfill. That is why many Ricoh consumables can be returned to us for environmentally friendly recycling via our Toner Cartridge Return Program. Returned cartridges (along with packaging and shipping materials) are disassembled, and then sorted for reuse and material recovery. Typically, between 95% and 100% of the total weight is recovered. This keeps used cartridges out of our landfills and conserves the energy and resources required to manufacture new ones.</p> <p>Plastics and parts in our equipment and supplies are standardized at the manufacturing stage for efficient recycling of end-of-life material content.</p> <p>Many of our equipment and supplies contain a percentage of recycled plastics and post-consumer content.</p> |
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|           |  |  |
|-----------|--|--|
|           |  | <p><b>Workflow Optimization to Cut Energy Consumption</b></p> <ul style="list-style-type: none"> <li>• Consolidating standalone faxes, printers, copiers and scanners into multifunctional products saves money and energy.</li> <li>• Leveraging software based solutions can streamline device and resource utilization</li> <li>• Upgrading older models can also save thousands in energy costs per year</li> <li>• Storage Management and Scanning solutions reduce paper waste and environmental impact of traditional transportation methods</li> </ul> <p><b>Ricoh Digital Duplicators are 'environmentally engineered'</b></p> <ul style="list-style-type: none"> <li>• Instant start-up technology requires no warm-up time</li> <li>▪ Automatic shut off function</li> <li>▪ Complies with RoHS and WEEE directive to conserve the environment</li> </ul> |
| <p>5.</p> | <p>Does your proposed solution offer 8:00 am – 5:00 pm EST Hardware and Software support? Please provide details</p> | <p><b>Requested Support:</b><br/>         Ricoh provides technicians offering on-site service and support eight (8) business hours, Monday through Friday except for holidays observed by the Customer or Ricoh.</p> <p><b>Exceeding the requirement:</b><br/>         Ricoh also recognizes that issues arise outside of 8-5 business hours. Ricoh's Technological Service Center is staffed and available to handle customer calls <b><u>24/7/365</u></b>.</p>   |

## 2 Ricoh Response to the RFP

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| 6. | <p>Does your proposed solution have the ability to process P-Cards from Authorized Users that may have multiple agreements and assign the payment to the correct agreement?<br/>If so, please describe.</p>         |  | <p>Ricoh has the ability to process P-Cards from Authorized users that may have multiple agreements and to assign payment to the correct agreement. Ricoh's internal order processing is handled through a centralized system that operates through Oracle.</p>   |
| 7. | <p>Does your proposed solution include a system that maintains data for each agreement such as starting date of agreement, ending date, payment dates, equipment pickup date, etc.?<br/>If so, please describe.</p> |  | <p>Yes. Ricoh operates its business on an Oracle System. By using an integrated Management Information System, Ricoh is able to maintain data about contracts, customers, and their systems down to the individual model, machine, and serial number.</p>   |
| 8. | <p>Does your proposed solution provide leasing as an option? If so, please provide your leasing documents in Microsoft Word format and place files on CD #3.</p>  |  | <p>Please see Ricoh Attachment 5-15 Ricoh Master Lease Agreement.</p>   |
| 9. | <p>Does your proposed solution have a process for notifying Authorized Users when their lease agreements are complete?<br/>If so, please describe</p>   |  | <p>Yes. A smooth transition at end-of-lease is beneficial to both Ricoh and the customer, as it prevents issues with billing and inventory management.</p> <p>Tracking machine lease expiration and/or projected end-of-service-life dates is a responsibility of the Fleet Manager on any installation in which Ricoh provides fleet management.</p> |

## 2 Ricoh Response to the RFP

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| 10. | <p>Does your proposed solution have a process once an Authorized User informs you that they do not wish to keep the equipment once they have fulfilled their leasing agreement? (Scheduling of pickup, etc.)<br/>If so, please describe.</p> | <p>At the end of an IFS lease, the customer notifies IFS that they wish to return the equipment at the end of lease. Based on the contract requirements, Ricoh will be responsible for the physical removal. (Ricoh's lease pricing is includes all costs associated with removal include disconnecting, packaging and shipping, plus hard drive erasing upon customer request.</p> <p>It is Ricoh's responsibility to ensure the equipment is de-installed prior to the removal date. Ricoh will in turn coordinate the removal and ensure all maintenance contracts are cancelled in the system.</p> <p>Monthly billing ceases once the equipment has been physically accounted for at the leasing partner's warehouse.</p> |
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## 2 Ricoh Response to the RFP

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| 11. | Does your proposed solution provide the ability for Authorized Users to trade-in devices for credit against new purchase/lease agreements? If so, please describe. | <p>Customers desiring to obtain printers access the Ricoh Trade-in web page, and select the product(s) they want to trade-in. Customers trading 50 units or less can obtain instant quotes. Customers trading more than 50 units obtain custom quotes. Ricoh then provides shipping labels for returning the product, and Ricoh provides a check for the trade-in value. Trade-in customers benefit by obtaining the highest value for trade-ins (minus shipping and handling costs).</p> <p>For equipment without a trade-in value, Ricoh offers recycling or donation options:</p> <ul style="list-style-type: none"><li>• Ricoh is an industry leader in creating innovative products and management processes that promote sustainability. As the Total Green Office Solution provider, Ricoh offers products, services and document management solutions that promote energy efficiency, pollution prevention, waste reduction and resource recycling. Ricoh supports its commitment to the environment by providing recycling/de-manufacturing from zero-waste-to-landfill facilities. These facilities are regional, which further reduces overall energy consumption for the program.</li><li>• As a part of its commitment to community service, Ricoh also participates in a program to encourage customers to donate equipment, giving it a second life as a tool for developing human potential. Commercial customers benefit from the tax receipts they receive for these donations. Ricoh works with the National Cristina Foundation to find productive homes for the pre-owned equipment.</li></ul> |
|-----|--|---|

**Business Capabilities**

|    | Requirements  | A | B   |
|----|---|---|---|
| 1. | <p>Does your proposed solution outline the type of sales process you will be using to ensure that the right production product is being proposed to the Commonwealth of Virginia? If so, please describe.</p> |   | <p>The Sales Process Ricoh will use to ensure the right production product is being proposed is part of a multi-phase process that includes:</p> <ul style="list-style-type: none"> <li>• Discovery</li> <li>• Needs Analysis</li> <li>• Solution Development</li> <li>• Transition and Implementation</li> <li>• Support</li> </ul> <p><b>Discovery</b></p> <p>Discovery, which takes place early in the sales cycle, includes detailed meetings, interviews and structured data-gathering techniques to identify customer-specific business objectives. Through this in-depth review, we develop a thorough understanding of the factors that shape the need for new products and services.</p> <p>The Discovery stage has two primary objectives, as follows:</p> <ul style="list-style-type: none"> <li>• The first objective is to understand and document an agency’s primary functions. We work to gain an in-depth understanding of factors driving the need for change and the criteria for measuring the success of the solution.</li> <li>• The second objective is to gather and document information to develop an accurate and scalable solution that addresses identified business objectives.</li> </ul> <p><b>Needs Analysis</b></p> <p>A successful partnership between</p> |

## 2 Ricoh Response to the RFP

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|  | Requirements | A | B   |
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|  |              |   | <p>Ricoh and VA agencies depends on an open exchange of information. The first step is to complete a utilization study of the existing environments. Our professionals work in conjunction with VA to gather appropriate information and provide insights and observations from this research. The Ricoh team uses a variety of tools, including user surveys, focus group interviews and data collection tools to compile relevant information.</p> <p>The depth of products offered by Ricoh ensures that VA has access to the most recent technologies for high speed printing.. The compilation of this data allows us to recommend a customized strategy that optimizes VA's current investments and capitalizes on new technologies to manage document output costs.</p> <p style="text-align: center;"><b>Solution Development</b></p> <p>The development of a recommended solution begins by assigning a tenured project team that consists of account management personnel, operations specialists, systems integration specialists and business analysts. The team remains in place during the sales and analysis process and continues through contract execution. After contract award, key members of this group join the account team responsible for transition and implementation, post-implementation and support.</p> <p>During the Solution Development stage, our team analyzes information gathered during the Discovery phase and formulates a detailed document management</p> |

## 2 Ricoh Response to the RFP

|    | Requirements  | A | B  |
|----|---|---|--|
|    |   |   | <p>and print strategy. We use these findings to develop, document and validate a customized solution that meets the VA's objectives and identifies product and technology requirements.</p> <p>The Solution Development phase identifies all relevant project tasks, task interrelationships and resources needed to complete the transition according to plan and ensure ongoing support throughout the process.</p>  |
| 2. | <p>Has your company won any awards or recognition in the high speed production area? If so, please describe.</p>  |   | <p>Yes. Ricoh's Aficio MP C5000 series received</p> <ul style="list-style-type: none"> <li>• the 2009 Bertl's Best Award for "Bet Departmental Color A3 MFP Range with outstanding Copy Feature Set,</li> <li>• a BERTL Exceptional Certified 5-star rating, and</li> <li>• a 2009 BLI "Highly Recommended" Certificate.</li> </ul> <p>The Pro C900 received</p> <ul style="list-style-type: none"> <li>• a BERTL Exceptional Certified 5-star rating.</li> </ul> <p>The HQ9000 Digital Duplicator received</p> <ul style="list-style-type: none"> <li>• a 2006 BLI Pick of the Year Certificate, and</li> <li>• a BLI "Highly Recommended" Certificate</li> </ul> <p>The DX4640PD received</p> <ul style="list-style-type: none"> <li>• a BLI 2007 Pick of the Year certificate.</li> </ul> |
| 3. | <p>Does your proposed solution include how many service technicians are trained to support high speed devices for this contract? If so, please describe and furnish certifications as applicable.</p> |   | <p><b>Technicians – IKON</b><br/> <b>90 ppm = 30</b><br/> <b>Color 50 ppm = 27</b></p> <p><b>Technicians – Ricoh</b></p>   |

## 2 Ricoh Response to the RFP \_\_\_\_\_

|    | Requirements   | A | B  |
|----|--|---|--|
|    |  |   | <p><b>C900, C720 = 31</b><br/> <b>All other products = 95</b></p>  |
| 4. | <p>Has your company implemented any high speed production projects that meet or exceed the requirements of this RFP within the last six months</p>         |   | <p>Yes. Ricoh can cite the following projects within the last six months. Fox Valley Technical College recently ordred a NexPress and 2 DigiMasters from Ricoh for a solution for their print shop, along with other production equipment/software and professional services, along with 7 bodies.</p> <p>HOT Graphics, a commercial print company in Toledo installed a NexPres SE 3000.</p>  |
| 5. | <p>In your proposed solution, does your company maintain a specific amount of supplies/parts at your locations?<br/>           If so, please describe.</p> |   | <p>RICOH has implemented a number of supply chain initiatives to improve customer service. Centralized supply chain initiatives address parts inventory management and parts storage and distribution. Seamless to our customers, the implementation of these initiatives was concurrent with implementation of the Oracle e Business Suite as our new technology platform. Through this project, RICOH redesigned its business processes for enhanced efficiency and improved customer service. We replaced existing legacy systems with a common, Web-based platform, from which we can work and communicate with each other, our customers and our suppliers.</p> <p><b>Parts Inventory Management</b><br/>           RICOH uses Servigistics, Inc., supply chain inventory planning and forecasting software for service parts management. We have integrated the Servigistics application with the Customer Relationship Management (CRM)</p> |

## 2 Ricoh Response to the RFP

|    | Requirements  | A | B   |
|----|---|---|---|
|    |   |   | <p>module of the Oracle e-Business Suite to support our service parts planning process throughout North America.</p> <p>PartsPlan provides RICOH with the flexible capabilities required by field service and supply chain operations, to plan and forecast inventories without overstocking service parts. Using PartsPlan in conjunction with the Oracle system helps improve our ability to plan for the right part, at the right time and place, to meet customer needs.</p> <p><b>Parts Storage and Distribution</b></p> <p>As part of its centralized supply chain initiatives, RICOH outsourced the storage and distribution of its parts inventory to UPS Supply Chain Solutions, a business unit of United Parcel Service, Inc. UPS Supply Chain Solutions provides supply chain management services through a global network of over 750 facilities in 120 countries. We have linked distribution operations managed by UPS Supply Chain Solutions with our Oracle system, to provide real-time views of inventory and delivery status.</p> <p>UPS Logistics provides inventory and order management for parts and supplies from its central distribution centers and network of field stocking locations, and direct delivery of parts and supplies to RICOH's CSTs and customers.</p> |
| 6. | Does your proposed solution have an in-house order tracking system that can be accessed 24x7 by a user? Please provide details. |   | Ricoh has an in-house order system, Oracle, which is accessible to Oracle users 24x7. Customer access to the Oracle system is   |

## 2 Ricoh Response to the RFP \_\_\_\_\_

|    | Requirements  | A | B  |
|----|---|---|--|
|    |   |   | <p>handled via contact with a Customer Relationship Manager or dealer administrator. Customers desiring 24 x 7 access to track service orders may do so through software solutions like @Remote and TRAC.</p>  |
| 7. | <p>Is your firm willing to commit to service level agreements? If so, please refer to Appendix A and fill in the yellow shaded areas.</p>   |   | <p>See Section 8: Appendix A – Ricoh Proposed SLA</p>  |
| 8. | <p>Does your proposed solution include any marketing abilities and resources to promote this contract to schools, universities, local and non-Executive Branch state agencies? Please provide marketing plan and examples of marketing tools.</p> |   | <p>Ricoh’s strategy for marketing the contract includes both a statewide and a local strategy:</p> <p><b>Statewide</b> - Statewide marketing efforts to promote this contract will be designed and directed by Ricoh’s Virginia Government Account Rep, Steve Nordheim.</p> <p>Steve’s marketing plan for Virginia requires, first, meeting with VA and agency representatives to determine issues and priorities, and then to design a marketing plan that will highlight how Ricoh’s solution in the categories and segments awarded specifically address the issues and priorities expressed. His plan will select from tools like hard copy (customized brochures and literature), soft copy (email) and internet (vertical marketing web pages) to distribute both specifics on this contract, and reasons to use it.</p> <p>With the information already gathered (pre-award), Steve has already determined to use a tool known as ‘Success Stories’. These are documents distributed through any of the above means that highlight the benefits other schools and government agencies have achieved by implementing a similar Ricoh solution.</p> <p><b>Local</b> - Ricoh has 12 direct sales</p> |

## 2 Ricoh Response to the RFP \_\_\_\_\_

|    | Requirements   | A | B  |
|----|--|---|--|
|    |  |   | offices in VA (6 RBS and 6 IKON). In addition, Ricoh is affiliated with more than two dozen authorized dealers servicing Virginia localities. Within individual areas these entities will be competing with each other for business under this contract. In this way, Ricoh incents these entities to devote their resources to marketing this contract to schools, universities, local and non-executive branch state agencies.   |
| 9. | Does your proposed solution provide an inventory management system that tracks items such as beginning/end lease date, dates payments received, location of device, serial number, etc.? If so, please describe. |   | <p>Ricoh intends to fund the VA VITA leases through IKON Financial Services. IFS maintains detailed databases which enables Ricoh to provide virtually any asset-level detail the VA Vita or VA agencies may desire.</p> <p>The report-request options in the IFS order management system are so flexible that that the field in which report parameters are entered is not multiple-choice, but a field in which the requester simply types free text of what they want to see.</p> |

### Security

| C. | Requirements  | A | B  |
|----|---|---|--|
| 1. | If the unit has a hard drive, will Supplier comply with section "Statement of ITRM Requirements for the Removal of Commonwealth Data from Electronic Media" from VITA's Security Policy located at ( <a href="http://www.vita.virginia.gov/uploadedFiles/Library/PSGs/Data_Removal_Standard_514_03%2010_07_2008_r3.pdf">http://www.vita.virginia.gov/uploadedFiles/Library/PSGs/Data_Removal_Standard_514_03%2010_07_2008_r3.pdf</a> ). If so, please describe. |   | If the end user is requiring that the hard drive be replaced at the time of lease return, then the hard drive can be replaced for a \$350 fee. The old hard drive will be removed and given to the end user, and the new one will be installed. The Wide Format units that Ricoh is offering to the Commonwealth either use RAM only, or provide an option for the client to order a DOS Overwrite Option which will meet the requirement cited in the |

## 2 Ricoh Response to the RFP \_\_\_\_\_

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|    |   |  | Removal of Commonwealth Data from Electronic Media Standard Guide.   |
| 2. | If the unit uses non-volatile memory to store data, will those systems automatically erase the data after each job is complete or does the user have to perform a specific task? Again, please refer to VITA's Security Policy regarding non-volatile memory. |  | The printers being offered to the Commonwealth come standard with non-volatile memory that erases information after each job. In any case where the customer wished to add a hard drive (if offered), then the Commonwealth will own those pieces of equipment and can remove the hard drive prior to being sent to surplus. |

### Reports

| D. | Requirements   | A | B  |
|----|--|---|--|
| 1. | Will your proposed solution include an electronic service log that is available to customers on specific copiers/printers? (provide examples)      |   | <p>Ricoh maintains an electronic service log of all service calls placed to its toll-free service number, and automatically generates service reports both monthly, and for a rolling-90 day period. These reports include summary, trend, and machine-level detail.</p> <p>Please see Ricoh Attachmt 5-B2 Sample Reliability Report.</p> <p>Steve will get customer names from RBS and we will pull report.</p>                   |
| 2. | Will your proposed solution include any additional reports that would be an added value to the Commonwealth? Please describe and provide examples. |   | <p>Yes-Ricoh can offer extensive reporting capabilities through a variety of tools and options which generally require the purchase and installation of additional software.</p> <p>Web based solutions like Digital Storefront and Micropress offer options for real time reporting on data elements like volume, per-copy-cost, usage trends, and copy counts</p> <p>@Remote and TRAC are enterprise management systems that</p> |

## 2 Ricoh Response to the RFP

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|  |  | <p>automate the tracking, monitoring and management of assets, enabling increased efficiency, enhanced communication, cost optimization, and ultimately better business results. They are flexible and scalable solutions with modules for reporting data to the device level.</p> <p>@Remote also permits the automation of service calls and supply ordering, while TRAC provides automated decision support for fleet optimization.</p> <p>Print Director (also known as PCS Director) permits administrators to evaluate whether equipment is being used efficiently, and allows fleet administrators to set rules that advise – or force – users to comply with cost-saving measures (i.e. promoting duplex printing or restricting color usage).</p> <p>In addition, KODAK products have the ability to generate reports that calculate the actual per-sheet page cost for consumables, toner, etc under their Advantage Service Plan, a plan that allows customers to manage their printing costs on the digital presses to a lower number than conventional fixed click plans.</p> <p>Please see Ricoh Attachmt 5-B3 Print Director 5 Star Report and Ricoh Attachmt 5-B3 Addtl Report Samples.</p> |
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**Exhibit D RFP 2010-22**

| <b>SUPPLIER ITEM<br/>NUMBER</b> | <b>PRODUCT DESCRIPTION</b>                               | <b>LIST PRICE</b> | <b>CURRENT GSA<br/>DISCOUNT<br/>(Percentage<br/>Amount)</b> | <b>VITA DISCOUNT<br/>(Percentage Amount,<br/>should be equal to or<br/>greater than GSA<br/>Discount)</b> |
|---------------------------------|--|-------------------|---|---|
| 414793                          | Ricoh MP 9001/Savin 9090/Lanier LD390                    | 33,000            | 61%   | 66%   |
| 414794                          | Ricoh MP 9001SP/Savin 9090sp/Lanier LD390sp              | 36,500            | 60%   | 66%   |
| 404186                          | Ricoh Pro 907EX/Savin Pro 907EX/Lanier Pro 907EX         | 40,000            | 56%   | 63%   |
| 404189                          | Ricoh Pro 1107EX/Savin Pro 1107EX/Lanier Pro 1107EX      | 51,000            | 51%   | 60%   |
| 404192                          | Ricoh Pro 1357EX/Savin Pro 1357EX/Lanier Pro 1357EX      | 62,000            | 47%   | 55%   |
| 414837                          | Ricoh MP C5000**/Savin C5050**/Lanier LD550C**           | 18,100            | N/A   | 60%   |
| 414838                          | Ricoh MP C5000 SPF**/Savin C5050SPF**/Lanier LD550CSPF** | 19,300            | N/A   | 60%   |
| 415182                          | Ricoh MP C6501/Savin C9065/Lanier LD365C                 | 35,100            | 51%   | 58%   |
| 415183                          | Ricoh MP C7501/Savin C9075/Lanier LD375C                 | 44,800            | 51%   | 63%   |
| 404259                          | Ricoh Pro C550EX/Savin Pro C550EX/Lanier Pro C550EX      | 54,290            | 45%   | 52%   |
| 404260                          | Ricoh Pro C700EX/Savin Pro C700EX/Lanier Pro C700EX      | 62,690            | 46%   | 52%   |
| 404345                          | PRO C720s  | 121,098           | 46%   | 51%   |
| 404159                          | Pro C900s  | 143,325           | 33%   | 53%   |
| 404320                          | Pro C900S with E80 Controller                            | 158,000           | 30%   | 50%   |
| 243185                          | Ricoh DX 3343**/Savin 3183DNP**/Lanier LDD130**          | 4,700             | N/A   | 58%   |
| 243152                          | Ricoh DX4545/Savin 3275DNP/Lanier DD345                  | 7,620             | 48%   | 52%   |
| 243014                          | Ricoh HQ7000/Savin 3580DNP /Lanier DD250                 | 15,750            | 53%   | 62%   |
| 243113                          | Ricoh DX 4640PD/Savin 3585DNP2 /Lanier DD350D            | 18,375            | 43%   | 51%   |
| 243002                          | Ricoh HQ9000 /Savin 3590DNP /Lanier DD280                | 18,605            | 45%   | 52%   |

**FIXED SPREAD  
RATE (In decimal  
form)**

|                |                      |
|----------------|----------------------|
| <b>0.03500</b> | <b>36 Month Rate</b> |
| <b>0.02800</b> | <b>48 Month Rate</b> |
| <b>0.02360</b> | <b>60 Month Rate</b> |
| <b>0.02100</b> | <b>72 Month Rate</b> |
| <b>0.02000</b> | <b>84 Month Rate</b> |



Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance  
Schedule B to

Ricoh Master Pricing Agreement  
Terms & Conditions to reference Ricoh Master Pricing Agreement.  
Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                    | FMV                    | FMV                    | FMV                    | FMV                    | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |
| DIGITAL  |   |   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
| 90   | 70,000                                      | Ricoh MP 9001/Savin 9090/Lanier LD390                                 | 414793                     | 414793                     | 414793                      | \$33,000                               | 66%                     | \$11,220                                   | \$410.63               | \$328.50               | \$276.88               | \$246.38               | \$234.64               | \$0.0045   |
| 90   | 70,000                                      | Ricoh MP 9001SP/Savin 9090sp/Lanier LD390sp                           | 414794                     | 414794                     | 414794                      | \$36,500                               | 66%                     | \$12,410                                   | \$452.69               | \$362.15               | \$305.24               | \$271.62               | \$258.68               | \$0.0045   |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |
|  |   | RT43 LCT  | 414517                     | 414517                     | 414517                      | 2,100                                  | 35%                     | 1,365                                      | 48.25                  | 38.60                  | 32.54                  | 28.95                  | 27.57                  |  |
|  |   | SR4030 Finisher(3,000 sheet finisher—50-sheet staple)**               | 414957                     | 414957                     | 414957                      | 3,200                                  | 35%                     | 2,080                                      | 73.53                  | 58.82                  | 49.58                  | 44.12                  | 42.02                  |  |
|  |   | SR4040 Finisher (2,000 sheet finisher—saddle stitch)**                | 414950                     | 414950                     | 414950                      | 5,500                                  | 35%                     | 3,575                                      | 126.38                 | 101.10                 | 85.21                  | 75.83                  | 72.22                  | \$260 Annual Plan                                  |
|  |   | SR4050 Finisher (3,000 sheet finisher—100-sheet staple)               | 414944                     | 414944                     | 414944                      | 5,500                                  | 35%                     | 3,575                                      | 126.38                 | 101.10                 | 85.21                  | 75.83                  | 72.22                  |  |
|  |   | Punch Unit Type 3260  | 412209                     | 412209                     | 412209                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |
|  |   | Type 1075 Hole Punch  | 415282                     | 415282                     | 415282                      | 902                                    | 35%                     | 587  | 20.75                  | 16.60                  | 13.99                  | 12.45                  | 11.86                  |  |
|  |   | Cover Interposer Tray Type 3260                                       | 412213                     | 412213                     | 412213                      | 1,160                                  | 35%                     | 754  | 26.65                  | 21.32                  | 17.97                  | 15.99                  | 15.23                  |  |
|  |   | Copy Tray Type 2075   | 412190                     | 412190                     | 412190                      | 150                                    | 35%                     | 98   | 3.46                   | 2.77                   | 2.34                   | 2.08                   | 1.98                   |  |
|  |   | 8 1/2"x14" Tray Type 1075   | 411187                     | 411187                     | 411187                      | 850                                    | 35%                     | 553  | 19.55                  | 15.64                  | 13.18                  | 11.73                  | 11.17                  |  |
|  |   | Type 1027 Key Counter Bracket   | 412537                     | 412537                     | 412537                      | 100                                    | 35%                     | 65   | 2.30                   | 1.84                   | 1.55                   | 1.38                   | 1.31                   |  |
|  |   | Tab sheet Holder Type 3260  | 412203                     | 412203                     | 412203                      | 47                                     | 34%                     | 31   | 1.10                   | 0.88                   | 0.74                   | 0.66                   | 0.63                   |  |
|  |   | 11" x 17" Tray Unit Type 9001   | 415017                     | 415017                     | 415017                      | 1,500                                  | 35%                     | 975  | 34.47                  | 27.57                  | 23.24                  | 20.68                  | 19.70                  |  |
|  |   | Card Rdr Bracket Type 1075  | 411203                     | 411203                     | 411203                      | 125                                    | 34%                     | 82   | 2.90                   | 2.32                   | 1.95                   | 1.74                   | 1.66                   |  |
|  |   | Output Jogger Unit Type 3260  | 412212                     | 412212                     | 412212                      | 368                                    | 35%                     | 240  | 8.48                   | 6.79                   | 5.72                   | 5.09                   | 4.85                   |  |
|  |   | Jogger Unit Type 1075   | 411206                     | 411206                     | 411206                      | 368                                    | 35%                     | 240  | 8.48                   | 6.79                   | 5.72                   | 5.09                   | 4.85                   |  |
|  |   | Copy Connector Type 3260  | 412415                     | 412415                     | 412415                      | 1,490                                  | 35%                     | 969  | 34.25                  | 27.40                  | 23.10                  | 20.55                  | 19.57                  |  |
|  |   | Multi Folding Unit Type FD5000  | 404183                     | 404183                     | 404183                      | 9,150                                  | 35%                     | 5,948                                      | 210.26                 | 168.21                 | 141.78                 | 126.16                 | 120.15                 |  |
|  |   | Data Overwrite Security Unit Type H                                   | 414002                     | 414002                     | 414002                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |
|  |   | VM Card Type J  | 404230                     | 404230                     | 404230                      | 140                                    | 35%                     | 91   | 3.22                   | 2.57                   | 2.17                   | 1.93                   | 1.84                   |  |
|  |   | Type 9001 Removable Hard Drive  | 005639MIU                  | 005639MIU                  | 005639MIU                   | 1,500                                  | 35%                     | 975  | 34.47                  | 27.57                  | 23.24                  | 20.68                  | 19.70                  |  |
|  |   | Type 9001 Additional Removable Hard Drive                             | 005640MIU                  | 005640MIU                  | 005640MIU                   | 833                                    | 35%                     | 542  | 19.16                  | 15.33                  | 12.92                  | 11.50                  | 10.95                  |  |
|  |   | <b>Enablers</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Booklet Maker BK5010e   | 404305                     | 404305                     | 404305                      | 12,150                                 | 35%                     | 7,898                                      | 279.19                 | 223.36                 | 188.26                 | 167.52                 | 159.54                 |  |
|  |   | CF5010 Cover Feeder   | 413102                     | 413102                     | 413102                      | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |
|  |   | Trimmer TR5010e   | 404299                     | 404299                     | 404299                      | 8,300                                  | 33%                     | 5,565                                      | 196.72                 | 157.38                 | 132.65                 | 118.03                 | 112.41                 |  |
|  |   | Book Folder BF5010e   | 404300                     | 404300                     | 404300                      | 8,300                                  | 34%                     | 5,504                                      | 194.57                 | 155.65                 | 131.19                 | 116.74                 | 111.18                 |  |
|  |   | BK5010 Rail Unit  | 413105                     | 413105                     | 413105                      | 320                                    | 35%                     | 208  | 7.35                   | 5.88                   | 4.96                   | 4.41                   | 4.20                   |  |
|  |   | <b>GBC StreamPunch</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | GBC Stream Punch III**  | 414387                     | 414387                     | 414387                      | 8,995                                  | 35%                     | 5,847                                      | 206.69                 | 165.35                 | 139.37                 | 124.01                 | 118.11                 |  |
|  |   | GBC Die Set 3 Hole (Ring Binder)                                      | 001450MIU                  | 001450MIU                  | 001450MIU                   | 400                                    | 23%                     | 309  | 10.92                  | 8.74                   | 7.37                   | 6.55                   | 6.24                   |  |
|  |   | GBC Die Set 11 Hole (Velobind)  | 001451MIU                  | 001451MIU                  | 001451MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 19 Hole (Cerlox)  | 001452MIU                  | 001452MIU                  | 001452MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 21 Hole (Twin Loop Wire 2:1)                              | 001453MIU                  | 001453MIU                  | 001453MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 32 Hole (Twin Loop Wire 3:1)                              | 001454MIU                  | 001454MIU                  | 001454MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 44 Hole (Color Coil)                                      | 001455MIU                  | 001455MIU                  | 001455MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC 32 Hole Pro Click Die Set   | 002493MIU                  | 002493MIU                  | 002493MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | <b>Fax Options:</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Fax Option Type 9001  | 414945                     | 414945                     | 414945                      | 1,150                                  | 35%                     | 748  | 26.44                  | 21.15                  | 17.83                  | 15.87                  | 15.11                  |  |
|  |   | G3 Interface Unit Type 9001   | 414958                     | 414958                     | 414958                      | 680                                    | 35%                     | 442  | 15.62                  | 12.50                  | 10.54                  | 9.37                   | 8.93                   |  |
|  |   | 32MB Memory 400dpi/SAF  | 001342MIU                  | 001342MIU                  | 001342MIU                   | 195                                    | 35%                     | 127  | 4.49                   | 3.59                   | 3.03                   | 2.69                   | 2.57                   |  |
|  |   | <b>Printer/Scanner Options</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Printer/Scanner Unit Type 9001  | 414954                     | 414954                     | 414954                      | 3,500                                  | 35%                     | 2,275                                      | 80.42                  | 64.34                  | 54.23                  | 48.25                  | 45.96                  |  |
|  |   | PostScript3 Type 9001   | 415050                     | 415050                     | 415050                      | 2,200                                  | 35%                     | 1,430                                      | 50.55                  | 40.44                  | 34.09                  | 30.33                  | 28.89                  |  |
|  |   | Copy Data Security Unit Type F  | 413985                     | 413985                     | 413985                      | 710                                    | 35%                     | 462  | 16.33                  | 13.07                  | 11.01                  | 9.80                   | 9.33                   |  |
|  |   | HDD Encryption Unit Type A  | 414021                     | 414021                     | 414021                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |
|  |   | 9 Bin Mail Box CS391  | 412191                     | 412191                     | 412191                      | 2,100                                  | 35%                     | 1,365                                      | 48.25                  | 38.60                  | 32.54                  | 28.95                  | 27.57                  |  |
|  |   | IEEE 1284 Interface Type A  | 411699                     | 411699                     | 411699                      | 105                                    | 34%                     | 69   | 2.44                   | 1.95                   | 1.64                   | 1.46                   | 1.39                   |  |
|  |   | IEEE802.11a/g Wireless Type J   | 414008                     | 414008                     | 414008                      | 565                                    | 35%                     | 368  | 13.01                  | 10.41                  | 8.77                   | 7.81                   | 7.43                   |  |
|  |   | Bluetooth Interface Type 3245   | 412866                     | 412866                     | 412866                      | 378                                    | 35%                     | 246  | 8.70                   | 6.96                   | 5.86                   | 5.22                   | 4.97                   |  |
|  |   | Gigabit Ethernet Type B   | 414204                     | 414204                     | 414204                      | 460                                    | 35%                     | 299  | 10.57                  | 8.46                   | 7.13                   | 6.34                   | 6.04                   |  |
|  |   | USB 2.0/SD Slot Type C  | 414949                     | 414949                     | 414949                      | 300                                    | 35%                     | 195  | 6.89                   | 5.51                   | 4.65                   | 4.14                   | 3.94                   |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                    | FMV                    | FMV                    | FMV                    | FMV                    | Ricoh<br>Service and Supplies<br>Maintenance Plans |  |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |  |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |  |
| 90   | 120,000                                     | Ricoh Pro 907EX/Savin Pro 907EX/Lanier Pro 907EX                      | 404186                     | 404186                     | 404186                      | \$40,000                               | 63%                     | \$14,800                                   | \$540.68               | \$432.54               | \$364.57               | \$324.41               | \$308.96               | \$0.0040   |  |
| 110  | 190,000                                     | Ricoh Pro 1107EX/Savin Pro 1107EX/Lanier Pro 1107EX                   | 404189                     | 404189                     | 404189                      | \$51,000                               | 60%                     | \$20,400                                   | \$738.64               | \$590.91               | \$498.05               | \$443.18               | \$422.08               | \$0.0035   |  |
| 135  | 300,000                                     | Ricoh Pro 1357EX/Savin Pro 1357EX/Lanier Pro 1357EX                   | 404192                     | 404192                     | 404192                      | \$62,000                               | 55%                     | \$27,900                                   | \$1,003.77             | \$803.01               | \$676.82               | \$602.26               | \$573.58               | \$0.0035   |  |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |  |
|  |   | Ring Binder RB5000  | 404112                     | 404112                     | 404112                      | 24,825                                 | 35%                     | 16,137                                     | 570.44                 | 456.35                 | 384.64                 | 342.27                 | 325.97                 |  |  |
|  |   | Ring Opener Type A  | 404114                     | 404114                     | 404114                      | 60                                     | 35%                     | 39   | 1.38                   | 1.10                   | 0.93                   | 0.83                   | 0.79                   |  |  |
|  |   | Ring Cartridge LT Type RB5000   | 404115                     | 404115                     | 404115                      | 325                                    | 35%                     | 212  | 7.49                   | 6.00                   | 5.05                   | 4.50                   | 4.28                   |  |  |
|  |   | TK5010 11"x17" Tray Unit  | 404195                     | 404195                     | 404195                      | 1,500                                  | 35%                     | 975  | 34.47                  | 27.57                  | 23.24                  | 20.68                  | 19.70                  |  |  |
|  |   | LCIT RT5030   | 404220                     | 404220                     | 404220                      | 4,850                                  | 35%                     | 3,153                                      | 111.46                 | 89.17                  | 75.15                  | 66.88                  | 63.69                  |  |  |
|  |   | LCIT/DLT RT5040   | 404223                     | 404223                     | 404223                      | 9,100                                  | 35%                     | 5,915                                      | 209.10                 | 167.28                 | 140.99                 | 125.46                 | 119.48                 |  |  |
|  |   | BY5000 Multi Bypass Tray  | 412974                     | 412974                     | 412974                      | 1,400                                  | 35%                     | 910  | 32.17                  | 25.73                  | 21.69                  | 19.30                  | 18.38                  |  |  |
|  |   | New Cover Interposer Tray CI5010                                      | 404087                     | 404087                     | 404087                      | 3,500                                  | 35%                     | 2,275                                      | 80.42                  | 64.34                  | 54.23                  | 48.25                  | 45.96                  |  |  |
|  |   | Multi Folding Unit Type FD5000  | 404183                     | 404183                     | 404183                      | 9,150                                  | 35%                     | 5,948                                      | 210.26                 | 168.21                 | 141.78                 | 126.16                 | 120.15                 |  |  |
|  |   | SK5010 High Capacity Stacker  | 404215                     | 404215                     | 404215                      | 15,750                                 | 35%                     | 10,238                                     | 361.91                 | 289.53                 | 244.03                 | 217.15                 | 206.81                 |  |  |
|  |   | Roll-Away Cart Type 5010  | 404218                     | 404218                     | 404218                      | 675                                    | 35%                     | 439  | 15.52                  | 12.41                  | 10.46                  | 9.31                   | 8.87                   |  |  |
|  |   | DU5000 Decurl Unit  | 404226                     | 404226                     | 404226                      | 3,000                                  | 35%                     | 1,950                                      | 68.93                  | 55.15                  | 46.48                  | 41.36                  | 39.39                  |  |  |
|  |   | SR5000 Finisher   | 412981                     | 412981                     | 412981                      | 5,830                                  | 35%                     | 3,790                                      | 133.98                 | 107.18                 | 90.34                  | 80.39                  | 76.56                  |  |  |
|  |   | PU5000 Punch Unit   | 412983                     | 412983                     | 412983                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |  |
|  |   | SR5020 Booklet Finisher   | 404174                     | 404174                     | 404174                      | 11,800                                 | 35%                     | 7,670                                      | 271.13                 | 216.91                 | 182.82                 | 162.68                 | 154.93                 | \$260 Annual Plan                                  |  |
|  |   | PU5020 Punch Unit   | 404177                     | 404177                     | 404177                      | 1,000                                  | 35%                     | 650  | 22.98                  | 18.38                  | 15.49                  | 13.79                  | 13.13                  |  |  |
|  |   | TR5020 Trimmer Unit   | 404180                     | 404180                     | 404180                      | 12,400                                 | 35%                     | 8,060                                      | 284.92                 | 227.94                 | 192.12                 | 170.95                 | 162.81                 |  |  |
|  |   | <b>Network Connectivity Options</b>                                   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |  |
|  |   | EB-1357 Print Controller  | 404263                     | 404263                     | 404263                      | 10,750                                 | 35%                     | 6,988                                      | 247.03                 | 197.62                 | 166.57                 | 148.22                 | 141.16                 |  |  |
|  |   | Print/Scanner Unit Type 1357  | 404196                     | 404196                     | 404196                      | 3,300                                  | 35%                     | 2,145                                      | 75.83                  | 60.66                  | 51.13                  | 45.50                  | 43.33                  |  |  |
|  |   | PostScript3 Unit Type 1357  | 404200                     | 404200                     | 404200                      | 1,900                                  | 35%                     | 1,235                                      | 43.66                  | 34.93                  | 29.44                  | 26.19                  | 24.95                  |  |  |
|  |   | File Format Converter Type E  | 414007                     | 414007                     | 414007                      | 605                                    | 35%                     | 394  | 13.93                  | 11.14                  | 9.39                   | 8.36                   | 7.96                   |  |  |
|  |   | Copy Data Security Unit Type F  | 413985                     | 413985                     | 413985                      | 710                                    | 35%                     | 462  | 16.33                  | 13.07                  | 11.01                  | 9.80                   | 9.33                   |  |  |
|  |   | Data Overwrite Security Unit Type H                                   | 414002                     | 414002                     | 414002                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |  |
|  |   | IEEE802.11a/g Wireless Type J   | 414008                     | 414008                     | 414008                      | 565                                    | 35%                     | 368  | 13.01                  | 10.41                  | 8.77                   | 7.81                   | 7.43                   |  |  |
|  |   | IEEE 1284 Interface Type A  | 411699                     | 411699                     | 411699                      | 105                                    | 34%                     | 69   | 2.44                   | 1.95                   | 1.64                   | 1.46                   | 1.39                   |  |  |
|  |   | Gigabit Ethernet Type B   | 414204                     | 414204                     | 414204                      | 460                                    | 35%                     | 299  | 10.57                  | 8.46                   | 7.13                   | 6.34                   | 6.04                   |  |  |
|  |   | Bluetooth Interface Type 3245   | 412866                     | 412866                     | 412866                      | 378                                    | 35%                     | 246  | 8.70                   | 6.96                   | 5.86                   | 5.22                   | 4.97                   |  |  |
|  |   | Copy Connector Type 3260  | 412415                     | 412415                     | 412415                      | 1,490                                  | 35%                     | 969  | 34.25                  | 27.40                  | 23.10                  | 20.55                  | 19.57                  |  |  |
|  |   | VM Card Type J  | 404230                     | 404230                     | 404230                      | 140                                    | 35%                     | 91   | 3.22                   | 2.57                   | 2.17                   | 1.93                   | 1.84                   |  |  |
|  |   | HDD Encryption Unit Type A  | 414021                     | 414021                     | 414021                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |  |
|  |   | Perfect Binder GB5000   | 404099                     | 404099                     | 404099                      | 44,830                                 | 35%                     | 29,140                                     | 1,030.10               | 824.08                 | 694.58                 | 618.06                 | 588.63                 |  |  |
|  |   | Cover Interposer Tray Type GB5000                                     | 404102                     | 404102                     | 404102                      | 2,125                                  | 35%                     | 1,382                                      | 48.85                  | 39.08                  | 32.94                  | 29.31                  | 27.92                  |  |  |
|  |   | Transit Pass Unit Type GB5000   | 404101                     | 404101                     | 404101                      | 2,385                                  | 35%                     | 1,551                                      | 54.83                  | 43.86                  | 36.97                  | 32.90                  | 31.33                  |  |  |
|  |   | TCRU Type 907/1107  | 404271                     | 404271                     | 404271                      | 3,000                                  | 35%                     | 1,950                                      | 68.93                  | 55.15                  | 46.48                  | 41.36                  | 39.39                  |  |  |
|  |   | TCRU Type 1357  | 404273                     | 404273                     | 404273                      | 3,000                                  | 35%                     | 1,950                                      | 68.93                  | 55.15                  | 46.48                  | 41.36                  | 39.39                  |  |  |
|  |   | <b>Enablers</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |  |
|  |   | Booklet Maker BK5010e   | 404305                     | 404305                     | 404305                      | 12,150                                 | 35%                     | 7,898                                      | 279.19                 | 223.36                 | 188.26                 | 167.52                 | 159.54                 |  |  |
|  |   | CF5010 Cover Feeder   | 413102                     | 413102                     | 413102                      | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |  |
|  |   | Trimmer TR5010e   | 404299                     | 404299                     | 404299                      | 8,300                                  | 33%                     | 5,565                                      | 196.72                 | 157.38                 | 132.65                 | 118.03                 | 112.41                 |  |  |
|  |   | Book Folder BF5010e   | 404300                     | 404300                     | 404300                      | 8,300                                  | 34%                     | 5,504                                      | 194.57                 | 155.65                 | 131.19                 | 116.74                 | 111.18                 |  |  |
|  |   | BK5010 Rail Unit  | 413105                     | 413105                     | 413105                      | 320                                    | 35%                     | 208  | 7.35                   | 5.88                   | 4.96                   | 4.41                   | 4.20                   |  |  |
|  |   | <b>GBC StreamPunch</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |  |
|  |   | GBC Stream Punch III**  | 414387                     | 414387                     | 414387                      | 8,995                                  | 35%                     | 5,847                                      | 206.69                 | 165.35                 | 139.37                 | 124.01                 | 118.11                 |  |  |
|  |   | GBC Die Set 3 Hole (Ring Binder)                                      | 001450MIU                  | 001450MIU                  | 001450MIU                   | 400                                    | 23%                     | 309  | 10.92                  | 8.74                   | 7.37                   | 6.55                   | 6.24                   |  |  |
|  |   | GBC Die Set 11 Hole (Velobind)  | 001451MIU                  | 001451MIU                  | 001451MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |  |
|  |   | GBC Die Set 19 Hole (Cerlox)  | 001452MIU                  | 001452MIU                  | 001452MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |  |
|  |   | GBC Die Set 21 Hole (Twin Loop Wire 2:1)                              | 001453MIU                  | 001453MIU                  | 001453MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |  |
|  |   | GBC Die Set 32 Hole (Twin Loop Wire 3:1)                              | 001454MIU                  | 001454MIU                  | 001454MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |  |
|  |   | GBC Die Set 44 Hole (Color Coil)                                      | 001455MIU                  | 001455MIU                  | 001455MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |  |
|  |   | GBC 32 Hole Pro Click Die Set   | 002493MIU                  | 002493MIU                  | 002493MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |  |
|  |   | <EFI Compose  | 404168                     | 404168                     | 404168                      | 1,199                                  | 35%                     | 780  | 27.57                  | 22.06                  | 18.59                  | 16.54                  | 15.76                  |  |  |
|  |   | EFI Server FACI Furniture Bundle Type 1357**                          | 404332                     | 404332                     | 404332                      | 3,300                                  | 35%                     | 2,145                                      | 75.83                  | 60.66                  | 51.13                  | 45.50                  | 43.33                  |  |  |
|  |   | EFI Server FACI Enabler Type 1357                                     | 404333                     | 404333                     | 404333                      | 2,100                                  | 35%                     | 1,365                                      | 48.25                  | 38.60                  | 32.54                  | 28.95                  | 27.57                  |  |  |
|  |   | External HDD Security Kit Type 1357                                   | 404334                     | 404334                     | 404334                      | 2,499                                  | 35%                     | 1,625                                      | 57.44                  | 45.96                  | 38.73                  | 34.47                  | 32.83                  |  |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

| Copies Prints Developments Per Minute | Target Monthly Volume / Duty Cycle | Ricoh / Savin / Lanier Equipment and Options Prices Per Unit | Ricoh Reorder Number | Savin Reorder Number | Lanier Reorder Number | Jan-10 Suggested Retail Price | Discount From SRP | Customer Purchase Price Effective | FMV Lease           | Ricoh Service and Supplies Maintenance Plans |
|---------------------------------------|------------------------------------|--|----------------------|----------------------|-----------------------|-------------------------------|-------------------|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--|
|                                       |                                    |  |                      |                      |                       |                               |                   |                                   | 36 Monthly Payments | 48 Monthly Payments | 60 Monthly Payments | 72 Monthly Payments | 84 Monthly Payments |  |
| <b>DIGITAL FULL COLOR</b>             |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
| 50 Color / 50 B&W                     | 4,500 / 10,500                     | Ricoh MP C5000**/Savin C5050**/Lanier LD550C**               | 414837               | 414837               | 414837                | \$18,100                      | 60%               | \$7,240                           | \$269.93            | \$215.95            | \$182.01            | \$161.96            | \$154.25            | 30 Black / \$0.0600 Color                    |
| 50 Color / 50 B&W                     | 4,500 / 10,500                     | Ricoh MP C5000 SPF**/Savin C5050SPF**/Lanier LD550CSPF**     | 414838               | 414838               | 414838                | \$19,300                      | 60%               | \$7,720                           | \$286.90            | \$229.52            | \$193.45            | \$172.14            | \$163.94            | 30 Black / \$0.0600 Color                    |
|                                       |                                    | Network Connection Fee                                       | NWSC                 | NWSC                 | NWSC                  | 250                           |                   | -                                 |                     |                     |                     |                     |                     |  |
|                                       |                                    | 2-Tray Paper Bank (PB3040)**                                 | 415002               | 415002               | 415002                | 1,520                         | 35%               | 988                               | 34.93               | 27.94               | 23.55               | 20.96               | 19.96               |  |
|                                       |                                    | LCIT PB3050 (2,000 Sheets)**                                 | 415003               | 415003               | 415003                | 1,570                         | 35%               | 1,021                             | 36.09               | 28.87               | 24.34               | 21.66               | 20.62               |  |
|                                       |                                    | >FAC33 Cabinet   | 413762               | 413762               | 413762                | 205                           | 35%               | 134                               | 4.74                | 3.79                | 3.19                | 2.84                | 2.71                |  |
|                                       |                                    | Inner 1-Bin Tray (BN3070)**                                  | 414718               | 414718               | 414718                | 470                           | 35%               | 306                               | 10.82               | 8.65                | 7.29                | 6.49                | 6.18                |  |
|                                       |                                    | SR790 1,000 Sheet Finisher**                                 | 412730               | 412730               | 412730                | 1,480                         | 35%               | 962                               | 34.01               | 27.21               | 22.93               | 20.40               | 19.43               |  |
|                                       |                                    | SR3020 2000-Sheet Booklet Finisher**                         | 413323               | 413323               | 413323                | 4,110                         | 35%               | 2,672                             | 65.72               | 52.57               | 44.31               | 39.43               | 37.55               | \$260 Annual Plan                            |
|                                       |                                    | SR3030 3000-Sheet Finisher**                                 | 413325               | 413325               | 413325                | 2,860                         | 35%               | 1,859                             | 66.72               | 52.57               | 44.31               | 39.43               | 37.55               |  |
|                                       |                                    | Bridge Unit BU3030**   | 414175               | 414175               | 414175                | 230                           | 35%               | 150                               | 5.30                | 4.24                | 3.58                | 3.18                | 3.03                |  |
|                                       |                                    | Punch Unit Type 3260   | 412209               | 412209               | 412209                | 920                           | 35%               | 598                               | 21.14               | 16.91               | 14.25               | 12.68               | 12.08               |  |
|                                       |                                    | Key Counter Bracket Type H                                   | 412552               | 412552               | 412552                | 100                           | 35%               | 65                                | 2.30                | 1.84                | 1.55                | 1.38                | 1.31                |  |
|                                       |                                    | File Format Converter Type E                                 | 414007               | 414007               | 414007                | 605                           | 35%               | 394                               | 13.93               | 11.14               | 9.39                | 8.36                | 7.96                |  |
|                                       |                                    | Copy Data Security Unit Type F                               | 413985               | 413985               | 413985                | 710                           | 35%               | 462                               | 16.33               | 13.07               | 11.01               | 9.80                | 9.33                |  |
|                                       |                                    | Data Overwrite Security Unit Type H                          | 414002               | 414002               | 414002                | 390                           | 35%               | 254                               | 8.98                | 7.18                | 6.05                | 5.39                | 5.13                |  |
|                                       |                                    | Optional Counter Interface Unit Type A                       | 413012               | 413012               | 413012                | 62                            | 34%               | 41                                | 1.45                | 1.16                | 0.98                | 0.87                | 0.83                |  |
|                                       |                                    | VM Card Type 1   | 414710               | 414710               | 414710                | 139                           | 35%               | 91                                | 3.22                | 2.57                | 2.17                | 1.93                | 1.84                |  |
|                                       |                                    | Scanner Accessibility Option Type C5000                      | 414676               | 414676               | 414676                | 1,670                         | 35%               | 1,086                             | 38.39               | 30.71               | 25.89               | 23.03               | 21.94               |  |
|                                       |                                    | Side LCT (RT3000)  | 415005               | 415005               | 415005                | 1,570                         | 35%               | 1,021                             | 36.09               | 28.87               | 24.34               | 21.66               | 20.62               |  |
|                                       |                                    | Internal Shift Sort Tray (SH3040)**                          | 414719               | 414719               | 414719                | 338                           | 35%               | 220                               | 7.78                | 6.22                | 5.24                | 4.67                | 4.44                |  |
|                                       |                                    | HDD Encryption Unit Type A                                   | 414021               | 414021               | 414021                | 390                           | 35%               | 254                               | 8.98                | 7.18                | 6.05                | 5.39                | 5.13                |  |
|                                       |                                    | <b>Fax Options:</b>  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | Fax Option Type C5000  | 414830               | 414830               | 414830                | 1,180                         | 35%               | 767                               | 27.11               | 21.69               | 18.28               | 16.27               | 15.49               |  |
|                                       |                                    | G3 Interface Unit Type C5000                                 | 414706               | 414706               | 414706                | 700                           | 35%               | 455                               | 16.08               | 12.87               | 10.85               | 9.65                | 9.19                |  |
|                                       |                                    | 32MB Memory 400dpi/SAF                                       | 001342MIU            | 001342MIU            | 001342MIU             | 195                           | 35%               | 127                               | 4.49                | 3.59                | 3.03                | 2.69                | 2.57                |  |
|                                       |                                    | Handset Type 1018**  | 410781               | 410781               | 410781                | 68                            | 34%               | 45                                | 1.59                | 1.27                | 1.07                | 0.95                | 0.91                |  |
|                                       |                                    | <b>Connectivity Options:</b>                                 |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | IEEE 1284 Interface Type A                                   | 411699               | 411699               | 411699                | 105                           | 34%               | 69                                | 2.44                | 1.95                | 1.64                | 1.46                | 1.39                |  |
|                                       |                                    | IEEE802.11a/g Wireless Type J                                | 414008               | 414008               | 414008                | 565                           | 35%               | 368                               | 13.01               | 10.41               | 8.77                | 7.81                | 7.43                |  |
|                                       |                                    | Bluetooth Interface Type 3245                                | 412866               | 412866               | 412866                | 378                           | 35%               | 246                               | 8.70                | 6.96                | 5.86                | 5.22                | 4.97                |  |
|                                       |                                    | PostScript3 Unit Type C5000                                  | 414555               | 414555               | 414555                | 1,610                         | 35%               | 1,047                             | 37.01               | 29.61               | 24.96               | 22.21               | 21.15               |  |
|                                       |                                    | Camera Direct Print Card Type G                              | 414708               | 414708               | 414708                | 230                           | 35%               | 150                               | 5.30                | 4.24                | 3.58                | 3.18                | 3.03                |  |
|                                       |                                    | USB 2.0/SD Slot Type A                                       | 414678               | 414678               | 414678                | 300                           | 35%               | 195                               | 6.89                | 5.51                | 4.65                | 4.14                | 3.94                |  |
|                                       |                                    | Gigabit Ethernet Type B                                      | 414204               | 414204               | 414204                | 460                           | 35%               | 299                               | 10.57               | 8.46                | 7.13                | 6.34                | 6.04                |  |
|                                       |                                    | <b>Fiery Options:</b>  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | E5100 Fiery Controller                                       | 415014               | 415014               | 415014                | 5,000                         | 35%               | 3,250                             | 114.89              | 91.91               | 77.47               | 68.93               | 65.65               | \$550 Annual Plan                            |
|                                       |                                    | EFI Impose v2.7  | 414498               | 414498               | 414498                | 2,825                         | 35%               | 1,837                             | 64.94               | 51.95               | 43.79               | 38.96               | 37.11               |  |
|                                       |                                    | Color Profiler Suite v2 w/ES-1000                            | 003115MIU            | 003115MIU            | 003115MIU             | 2,700                         | 35%               | 1,755                             | 62.04               | 49.63               | 41.83               | 37.22               | 35.45               |  |
|                                       |                                    | Color Profiler Software v2 Upgrade                           | 003117MIU            | 003117MIU            | 003117MIU             | 995                           | 35%               | 647                               | 18.30               | 15.42               | 13.72               | 13.07               | 13.07               |  |
|                                       |                                    | ES-1000 Color Spectrophotometer                              | 003116MIU            | 003116MIU            | 003116MIU             | 1,248                         | 35%               | 812                               | 28.70               | 22.96               | 19.35               | 17.22               | 16.40               |  |
|                                       |                                    | EFI Hot Folders  | 413315               | 413315               | 413315                | 1,260                         | 35%               | 819                               | 28.95               | 23.16               | 19.52               | 17.37               | 16.54               |  |
|                                       |                                    | Auto Trapping  | 413316               | 413316               | 413316                | 1,200                         | 35%               | 780                               | 27.57               | 22.06               | 18.59               | 16.54               | 15.76               |  |
|                                       |                                    | Spot-On  | 413317               | 413317               | 413317                | 1,200                         | 35%               | 780                               | 27.57               | 22.06               | 18.59               | 16.54               | 15.76               |  |

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|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |                   |
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| 60 Color / 65 B&W ##### /                      | 15,000                                      | Ricoh MP C6501/Savin C9065/Lanier LD365C                              | 415182                     | 415182                     | 415182                      | \$35,100                               | 58%                     | \$14,742                                   | \$538.63               | \$430.90               | \$363.19               | \$323.18               | \$307.79               | 70 Black / \$0.0550 Color                          |                   |
| 70 Color / 75 B&W ##### /                      | 25,000                                      | Ricoh MP C7501/Savin C9075/Lanier LD375C                              | 415183                     | 415183                     | 415183                      | \$44,800                               | 63%                     | \$16,576                                   | \$603.46               | \$482.77               | \$406.91               | \$362.08               | \$344.84               | 70 Black / \$0.0550 Color                          |                   |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |                   |
|  |   | Copy Tray Type 2075   | 412190                     | 412190                     | 412190                      | 150                                    | 35%                     | 98   | 3.46                   | 2.77                   | 2.34                   | 2.08                   | 1.98                   |  |                   |
|  |   | RT43 LCT Bundle   | 002450MIU                  | 002450MIU                  | 002450MIU                   | 2,310                                  | 35%                     | 1,502                                      | 53.10                  | 42.48                  | 35.80                  | 31.86                  | 30.34                  |  |                   |
|  |   | SR4030 Finisher(3,000 sheet finisher—50-sheet staple)**               | 414957                     | 414957                     | 414957                      | 3,200                                  | 35%                     | 2,080                                      | 73.53                  | 58.82                  | 49.58                  | 44.12                  | 42.02                  |  |                   |
|  |   | SR4040 Finisher (2,000 sheet finisher—saddle stitch)**                | 414950                     | 414950                     | 414950                      | 5,500                                  | 35%                     | 3,575                                      | 126.38                 | 101.10                 | 85.21                  | 75.83                  | 72.22                  |  |                   |
|  |   | SR5000 Finisher   | 412981                     | 412981                     | 412981                      | 5,830                                  | 35%                     | 3,790                                      | 133.98                 | 107.18                 | 90.34                  | 80.39                  | 76.56                  |  | \$260 Annual Plan |
|  |   | Finisher Adapter Type C   | 413973                     | 413973                     | 413973                      | 400                                    | 35%                     | 260  | 9.19                   | 7.35                   | 6.20                   | 5.51                   | 5.25                   |  |                   |
|  |   | "11"x17" Tray Unit Type 2105  | 411398                     | 411398                     | 411398                      | 1,520                                  | 35%                     | 988  | 34.93                  | 27.94                  | 23.55                  | 20.96                  | 19.96                  |  |                   |
|  |   | LCIT RT4000   | 413965                     | 413965                     | 413965                      | 4,780                                  | 35%                     | 3,107                                      | 109.83                 | 87.87                  | 74.06                  | 65.90                  | 62.76                  |  |                   |
|  |   | Punch Unit Type 3260  | 412209                     | 412209                     | 412209                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |                   |
|  |   | PU5000 Punch Unit   | 412983                     | 412983                     | 412983                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |                   |
|  |   | Cover Interposer Tray Type 3260                                       | 412213                     | 412213                     | 412213                      | 1,160                                  | 35%                     | 754  | 26.65                  | 21.32                  | 17.97                  | 15.99                  | 15.23                  |  |                   |
|  |   | Tab sheet Holder Type 3260  | 412203                     | 412203                     | 412203                      | 47                                     | 34%                     | 31   | 1.10                   | 0.88                   | 0.74                   | 0.66                   | 0.63                   |  |                   |
|  |   | 8 1/2"x14" Tray Type 1075   | 411187                     | 411187                     | 411187                      | 850                                    | 35%                     | 553  | 19.55                  | 15.64                  | 13.18                  | 11.73                  | 11.17                  |  |                   |
|  |   | Output Jogger Unit Type 3260  | 412212                     | 412212                     | 412212                      | 368                                    | 35%                     | 240  | 8.48                   | 6.79                   | 5.72                   | 5.09                   | 4.85                   |  |                   |
|  |   | CI5000 Cover Interposer   | 412976                     | 412976                     | 412976                      | 3,680                                  | 35%                     | 2,392                                      | 84.56                  | 67.65                  | 57.02                  | 50.73                  | 48.32                  |  |                   |
|  |   | Multi Folding Unit Type FD5000  | 404183                     | 404183                     | 404183                      | 9,150                                  | 35%                     | 5,948                                      | 210.26                 | 168.21                 | 141.78                 | 126.16                 | 120.15                 |  |                   |
|  |   | 9 Bin Mail Box CS391  | 412191                     | 412191                     | 412191                      | 2,100                                  | 35%                     | 1,365                                      | 48.25                  | 38.60                  | 32.54                  | 28.95                  | 27.57                  |  |                   |
|  |   | File Format Converter Type E  | 414007                     | 414007                     | 414007                      | 605                                    | 35%                     | 394  | 13.93                  | 11.14                  | 9.39                   | 8.36                   | 7.96                   |  |                   |
|  |   | Data Overwrite Security Unit Type H                                   | 414002                     | 414002                     | 414002                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |                   |
|  |   | HDD Encryption Unit Type A  | 414021                     | 414021                     | 414021                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |                   |
|  |   | Copy Data Security Unit Type F  | 413985                     | 413985                     | 413985                      | 710                                    | 35%                     | 462  | 16.33                  | 13.07                  | 11.01                  | 9.80                   | 9.33                   |  |                   |
|  |   | Ring Binder RB5000  | 404112                     | 404112                     | 404112                      | 24,825                                 | 35%                     | 16,137                                     | 570.44                 | 456.35                 | 384.64                 | 342.27                 | 325.97                 |  |                   |
|  |   | Copy Connector Type 3260  | 412415                     | 412415                     | 412415                      | 1,490                                  | 35%                     | 969  | 34.25                  | 27.40                  | 23.10                  | 20.55                  | 19.57                  |  |                   |
|  |   | Type 1027 Key Counter Bracket   | 412537                     | 412537                     | 412537                      | 100                                    | 35%                     | 65   | 2.30                   | 1.84                   | 1.55                   | 1.38                   | 1.31                   |  |                   |
|  |   | Optional Counter Interface Unit Type A                                | 413012                     | 413012                     | 413012                      | 62                                     | 34%                     | 41   | 1.45                   | 1.16                   | 0.98                   | 0.87                   | 0.83                   |  |                   |
|  |   | Card Reader Bracket Type B  | 412279                     | 412279                     | 412279                      | 125                                    | 34%                     | 82   | 2.90                   | 2.32                   | 1.95                   | 1.74                   | 1.66                   |  |                   |
|  |   | <b>Enablers</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                   |
|  |   | Booklet Maker BK5010e   | 404305                     | 404305                     | 404305                      | 12,150                                 | 35%                     | 7,898                                      | 279.19                 | 223.36                 | 188.26                 | 167.52                 | 159.54                 |  |                   |
|  |   | CF5010 Cover Feeder   | 413102                     | 413102                     | 413102                      | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |                   |
|  |   | Trimmer TR5010e   | 404299                     | 404299                     | 404299                      | 8,300                                  | 33%                     | 5,565                                      | 196.72                 | 157.38                 | 132.65                 | 118.03                 | 112.41                 |  |                   |
|  |   | Book Folder BF5010e   | 404300                     | 404300                     | 404300                      | 8,300                                  | 34%                     | 5,504                                      | 194.57                 | 155.65                 | 131.19                 | 116.74                 | 111.18                 |  |                   |
|  |   | BK5010 Rail Unit  | 413105                     | 413105                     | 413105                      | 320                                    | 35%                     | 208  | 7.35                   | 5.88                   | 4.96                   | 4.41                   | 4.20                   |  |                   |
|  |   | <b>Fax Options:</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                   |
|  |   | Fax Option Type C7501   | 415192                     | 415192                     | 415192                      | 1,050                                  | 35%                     | 683  | 24.14                  | 19.32                  | 16.28                  | 14.49                  | 13.80                  |  |                   |
|  |   | G3 Interface Unit Type C7500  | 413971                     | 413971                     | 413971                      | 655                                    | 35%                     | 426  | 15.06                  | 12.05                  | 10.15                  | 9.04                   | 8.61                   |  |                   |
|  |   | 32MB Memory 400dpi/SAF  | 001342MIU                  | 001342MIU                  | 001342MIU                   | 195                                    | 35%                     | 127  | 4.49                   | 3.59                   | 3.03                   | 2.69                   | 2.57                   |  |                   |
|  |   | <b>Printer/Scanner Options:</b>                                       |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                   |
|  |   | PostScript3 Unit Type C7501   | 415195                     | 415195                     | 415195                      | 2,310                                  | 35%                     | 1,502                                      | 53.10                  | 42.48                  | 35.80                  | 31.86                  | 30.34                  |  |                   |
|  |   | Gigabit Ethernet Type B   | 414204                     | 414204                     | 414204                      | 460                                    | 35%                     | 299  | 10.57                  | 8.46                   | 7.13                   | 6.34                   | 6.04                   |  |                   |
|  |   | IEEE802.11a/g Wireless Type J   | 414008                     | 414008                     | 414008                      | 565                                    | 35%                     | 368  | 13.01                  | 10.41                  | 8.77                   | 7.81                   | 7.43                   |  |                   |
|  |   | IEEE 1284 Interface Type A  | 411699                     | 411699                     | 411699                      | 105                                    | 34%                     | 69   | 2.44                   | 1.95                   | 1.64                   | 1.46                   | 1.39                   |  |                   |
|  |   | Bluetooth Interface Type 3245   | 412866                     | 412866                     | 412866                      | 378                                    | 35%                     | 246  | 8.70                   | 6.96                   | 5.86                   | 5.22                   | 4.97                   |  |                   |
|  |   | USB2.0/SD Slot Type D   | 415208                     | 415208                     | 415208                      | 300                                    | 35%                     | 195  | 6.89                   | 5.51                   | 4.65                   | 4.14                   | 3.94                   |  |                   |
|  |   | <b>Fiery Options:</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                   |
|  |   | Fiery E-7200 Color Controller   | 415275                     | 415275                     | 415275                      | 7,385                                  | 35%                     | 4,801                                      | 169.72                 | 135.77                 | 114.44                 | 101.83                 | 96.98                  |  |                   |
|  |   | EFI SeeQuence Impose  | 404336                     | 404336                     | 404336                      | 2,500                                  | 35%                     | 1,625                                      | 57.44                  | 45.96                  | 38.73                  | 34.47                  | 32.83                  |  |                   |
|  |   | EFI Impose v2.7   | 414498                     | 414498                     | 414498                      | 2,825                                  | 35%                     | 1,837                                      | 64.94                  | 51.95                  | 43.79                  | 38.96                  | 37.11                  |  |                   |
|  |   | Color Profiler Suite v2 w/ES-1000                                     | 003115MIU                  | 003115MIU                  | 003115MIU                   | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |                   |
|  |   | Color Profiler Software v2 Upgrade                                    | 003117MIU                  | 003117MIU                  | 003117MIU                   | 995                                    | 35%                     | 647  | 22.87                  | 18.30                  | 15.42                  | 13.72                  | 13.07                  |  |                   |
|  |   | ES-1000 Color Spectrophotometer                                       | 003116MIU                  | 003116MIU                  | 003116MIU                   | 1,248                                  | 35%                     | 812  | 28.70                  | 22.96                  | 19.35                  | 17.22                  | 16.40                  |  |                   |
|  |   | EFI Hot Folders   | 413315                     | 413315                     | 413315                      | 1,260                                  | 35%                     | 819  | 23.15                  | 28.95                  | 19.52                  | 17.37                  | 16.54                  |  |                   |
|  |   | Auto Trapping   | 413316                     | 413316                     | 413316                      | 1,200                                  | 35%                     | 780  | 27.57                  | 22.06                  | 18.59                  | 16.54                  | 15.76                  |  |                   |
|  |   | Spot-On   | 413317                     | 413317                     | 413317                      | 1,200                                  | 35%                     | 780  | 27.57                  | 22.06                  | 18.59                  | 16.54                  | 15.76                  |  |                   |
|  |   | <b>GBC StreamPunch</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                   |
|  |   | GBC Stream Punch III**  | 414387                     | 414387                     | 414387                      | 8,995                                  | 35%                     | 5,847                                      | 206.69                 | 165.35                 | 139.37                 | 124.01                 | 118.11                 |  |                   |
|  |   | GBC Die Set 3 Hole (Ring Binder)                                      | 001450MIU                  | 001450MIU                  | 001450MIU                   | 400                                    | 23%                     | 309  | 10.92                  | 8.74                   | 7.37                   | 6.55                   | 6.24                   |  |                   |
|  |   | GBC Die Set 11 Hole (Velobind)  | 001451MIU                  | 001451MIU                  | 001451MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |                   |
|  |   | GBC Die Set 19 Hole (Cerlox)  | 001452MIU                  | 001452MIU                  | 001452MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |                   |
|  |   | GBC Die Set 21 Hole (Twin Loop Wire 2:1)                              | 001453MIU                  | 001453MIU                  | 001453MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |                   |
|  |   | GBC Die Set 32 Hole (Twin Loop Wire 3:1)                              | 001454MIU                  | 001454MIU                  | 001454MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |                   |

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |
|  |   | GBC Die Set 44 Hole (Color Coil)                                      | 001455MIU                  | 001455MIU                  | 001455MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC 32 Hole Pro Click Die Set   | 002493MIU                  | 002493MIU                  | 002493MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                    | FMV                    | FMV                    | FMV                    | FMV                    | Ricoh<br>Service and Supplies<br>Maintenance Plans   |  |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |  |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |  |
| 55 Color / 60 B&W ##### /                      | 6,000                                       | Ricoh Pro C550EX/Savin Pro C550EX/Lanier Pro C550EX                   | 404259                     | 404259                     | 404259                      | \$54,290                               | 52%                     | \$26,060                                   | \$938.72               | \$750.98               | \$632.97               | \$563.23               | \$536.41               | 70 Black / \$0.0550 Color                            |  |
| 70 Color / 75 B&W ##### /                      | 10,000                                      | Ricoh Pro C700EX/Savin Pro C700EX/Lanier Pro C700EX                   | 404260                     | 404260                     | 404260                      | \$62,690                               | 52%                     | \$30,092                                   | \$1,081.25             | \$865.00               | \$729.07               | \$648.75               | \$617.86               | 70 Black / \$0.0550 Color                            |  |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |  |
|  |   | LCIT RT4000   | 413965                     | 413965                     | 413965                      | 4,780                                  | 35%                     | 3,107                                      | 109.83                 | 87.87                  | 74.06                  | 65.90                  | 62.76                  |  |  |
|  |   | Copy Tray Type 2075   | 412190                     | 412190                     | 412190                      | 150                                    | 35%                     | 98   | 3.46                   | 2.77                   | 2.34                   | 2.08                   | 1.98                   |  |  |
|  |   | SR4010 Finisher**   | 413974                     | 413974                     | 413974                      | 3,150                                  | 35%                     | 2,048                                      | 72.40                  | 57.92                  | 48.82                  | 43.44                  | 41.37                  |  |  |
|  |   | SR4020 Finisher**   | 413976                     | 413976                     | 413976                      | 5,460                                  | 35%                     | 3,549                                      | 125.46                 | 100.37                 | 84.59                  | 75.27                  | 71.69                  |  |  |
|  |   | SR5000 Finisher   | 412981                     | 412981                     | 412981                      | 5,830                                  | 35%                     | 3,790                                      | 133.98                 | 107.18                 | 90.34                  | 80.39                  | 76.56                  | \$260 Annual Plan                                    |  |
|  |   | Finisher Adapter Type C   | 413973                     | 413973                     | 413973                      | 400                                    | 35%                     | 260  | 9.19                   | 7.35                   | 6.20                   | 5.51                   | 5.25                   |  |  |
|  |   | 11"x17" Tray Unit Type 2105   | 411398                     | 411398                     | 411398                      | 1,520                                  | 35%                     | 988  | 34.93                  | 27.94                  | 23.55                  | 20.96                  | 19.96                  |  |  |
|  |   | Punch Unit Type 3260  | 412209                     | 412209                     | 412209                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |  |
|  |   | PU5000 Punch Unit   | 412983                     | 412983                     | 412983                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |  |
|  |   | Cover Interposer Tray Type 3260                                       | 412213                     | 412213                     | 412213                      | 1,160                                  | 35%                     | 754  | 26.65                  | 21.32                  | 17.97                  | 15.99                  | 15.23                  |  |  |
|  |   | Tab sheet Holder Type 3260  | 412203                     | 412203                     | 412203                      | 47                                     | 34%                     | 31   | 1.10                   | 0.88                   | 0.74                   | 0.66                   | 0.63                   |  |  |
|  |   | Output Jogger Unit Type 3260  | 412212                     | 412212                     | 412212                      | 368                                    | 35%                     | 240  | 8.48                   | 6.79                   | 5.72                   | 5.09                   | 4.85                   |  |  |
|  |   | CI5000 Cover Interposer   | 412976                     | 412976                     | 412976                      | 3,680                                  | 35%                     | 2,392                                      | 84.56                  | 67.65                  | 57.02                  | 50.73                  | 48.32                  |  |  |
|  |   | ZF4000 Z-Folding Unit   | 412805                     | 412805                     | 412805                      | 7,350                                  | 35%                     | 4,778                                      | 168.90                 | 135.12                 | 113.89                 | 101.34                 | 96.52                  |  |  |
|  |   | 9 Bin Mail Box CS391  | 412191                     | 412191                     | 412191                      | 2,100                                  | 35%                     | 1,365                                      | 48.25                  | 38.60                  | 32.54                  | 28.95                  | 27.57                  |  |  |
|  |   | Data Overwrite Security Unit Type H                                   | 414002                     | 414002                     | 414002                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |  |
|  |   | HDD Encryption Unit Type A  | 414021                     | 414021                     | 414021                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |  |
|  |   | File Format Converter Type E  | 414007                     | 414007                     | 414007                      | 605                                    | 35%                     | 394  | 13.93                  | 11.14                  | 9.39                   | 8.36                   | 7.96                   |  |  |
|  |   | Java VM Card Type F   | 414004                     | 414004                     | 414004                      | 140                                    | 35%                     | 91   | 3.22                   | 2.57                   | 2.17                   | 1.93                   | 1.84                   |  |  |
|  |   | Copy Connector Type 3260  | 412415                     | 412415                     | 412415                      | 1,490                                  | 35%                     | 969  | 34.25                  | 27.40                  | 23.10                  | 20.55                  | 19.57                  |  |  |
|  |   | Type 1027 Key Counter Bracket   | 412537                     | 412537                     | 412537                      | 100                                    | 35%                     | 65   | 2.30                   | 1.84                   | 1.55                   | 1.38                   | 1.31                   |  |  |
|  |   | Optional Counter Interface Unit Type A                                | 413012                     | 413012                     | 413012                      | 62                                     | 34%                     | 41   | 1.45                   | 1.16                   | 0.98                   | 0.87                   | 0.83                   |  |  |
|  |   | <EFI Compose  | 404168                     | 404168                     | 404168                      | 1,199                                  | 35%                     | 780  | 27.57                  | 22.06                  | 18.59                  | 16.54                  | 15.76                  |  |  |
|  |   | EFI Impose v2.7   | 414824                     | 414824                     | 414824                      | 2,825                                  | 35%                     | 1,837                                      | 64.94                  | 51.95                  | 43.79                  | 38.96                  | 37.11                  |  |  |
|  |   | EFI Graphic Arts Package Premium                                      | 404167                     | 404167                     | 404167                      | 7,000                                  | 32%                     | 4,771                                      | 168.65                 | 134.92                 | 113.72                 | 101.19                 | 96.37                  |  |  |
|  |   | FACI Enabler  | 414938                     | 414938                     | 414938                      | 1,150                                  | 35%                     | 748  | 26.44                  | 21.15                  | 17.83                  | 15.87                  | 15.11                  |  |  |
|  |   | FACI Furniture Bundle   | 414937                     | 414937                     | 414937                      | 3,000                                  | 35%                     | 1,950                                      | 68.93                  | 55.15                  | 46.48                  | 41.36                  | 39.39                  |  |  |
|  |   | HDD Security  | 414939                     | 414939                     | 414939                      | 1,350                                  | 35%                     | 878  | 31.04                  | 24.83                  | 20.93                  | 18.62                  | 17.74                  |  |  |
|  |   | Fiery Option Suite  | 415047                     | 415047                     | 415047                      | 12,000                                 | 35%                     | 7,800                                      | 275.73                 | 220.58                 | 185.92                 | 165.44                 | 157.56                 |  |  |
|  |   | Color Profiler Suite v2 w/ES-1000                                     | 003115MIU                  | 003115MIU                  | 003115MIU                   | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |  |
|  |   | ES-1000 Color Spectrophotometer                                       | 003116MIU                  | 003116MIU                  | 003116MIU                   | 1,248                                  | 35%                     | 812  | 28.70                  | 22.96                  | 19.35                  | 17.22                  | 16.40                  |  |  |
|  |   | Color Profiler Software v2 Upgrade                                    | 003117MIU                  | 003117MIU                  | 003117MIU                   | 995                                    | 35%                     | 647  | 22.67                  | 18.30                  | 15.42                  | 13.72                  | 13.07                  |  |  |
|  |   | Color Profiler v2 Software Only                                       | 003925MIU                  | 003925MIU                  | 003925MIU                   | 1,800                                  | 35%                     | 1,170                                      | 41.36                  | 33.09                  | 27.89                  | 24.82                  | 23.63                  |  |  |
| <b>PRODUCTION</b>                              |   |   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |  |
|  |   | <b>PRO C720s/PRO C720s/PRO C720s</b>                                  | 404345                     | 404345                     | 404345                      | \$121,098                              | 51%                     | \$59,339                                   | \$2,132.63             | \$1,706.11             | \$1,438.00             | \$1,279.58             | \$1,218.65             | 80 Black / \$0.0400 Color<br>are 11x17 Double Click) |  |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |  |
|  |   | LCIT RT5020   | 404110                     | 404110                     | 404110                      | 9,999                                  | 35%                     | 6,500                                      | 229.78                 | 183.82                 | 154.93                 | 137.87                 | 131.30                 |  |  |
|  |   | Bridge Unit Type 5000   | 404111                     | 404111                     | 404111                      | 1,074                                  | 35%                     | 699  | 24.71                  | 19.77                  | 16.66                  | 14.83                  | 14.12                  |  |  |
|  |   | >High Capacity Stacker SK5000   | 404163                     | 404163                     | 404163                      | 19,799                                 | 35%                     | 12,870                                     | 454.95                 | 363.96                 | 306.77                 | 272.97                 | 259.97                 |  |  |
|  |   | Roll Away Cart Type 5000  | 404165                     | 404165                     | 404165                      | 800                                    | 24%                     | 607  | 21.46                  | 17.17                  | 14.47                  | 12.87                  | 12.26                  |  |  |
|  |   | Buffer Pass Unit Type 5000  | 404283                     | 404283                     | 404283                      | 4,000                                  | 22%                     | 3,110                                      | 109.94                 | 87.95                  | 74.13                  | 65.96                  | 62.82                  |  |  |
|  |   | Cooling Fan Unit Type 5000  | 404170                     | 404170                     | 404170                      | 399                                    | 35%                     | 260  | 9.19                   | 7.35                   | 6.20                   | 5.51                   | 5.25                   |  |  |
|  |   | TCRU Kit  | 404234                     | 404234                     | 404234                      | 5,000                                  | 35%                     | 3,250                                      | 114.89                 | 91.91                  | 77.47                  | 68.93                  | 65.65                  |  |  |
|  |   | <EFI Compose  | 404168                     | 404168                     | 404168                      | 1,199                                  | 35%                     | 780  | 27.57                  | 22.06                  | 18.59                  | 16.54                  | 15.76                  |  |  |
|  |   | EFI Graphic Arts Premium  | 404227                     | 404227                     | 404227                      | 5,599                                  | 35%                     | 3,640                                      | 128.67                 | 102.94                 | 86.76                  | 77.20                  | 73.53                  |  |  |
|  |   | EFI Impose v2.7   | 414824                     | 414824                     | 414824                      | 2,825                                  | 35%                     | 1,837                                      | 64.94                  | 51.95                  | 43.79                  | 38.96                  | 37.11                  |  |  |
|  |   | TK5000 11"x17" Tray Kit   | 412967                     | 412967                     | 412967                      | 1,450                                  | 35%                     | 943  | 33.34                  | 26.67                  | 22.48                  | 20.00                  | 19.05                  |  |  |
|  |   | LCIT RT5000 LT/LCT  | 412968                     | 412968                     | 412968                      | 4,300                                  | 35%                     | 2,795                                      | 98.80                  | 79.04                  | 66.62                  | 59.28                  | 56.46                  |  |  |
|  |   | Tab sheet Holder Type 3260  | 412203                     | 412203                     | 412203                      | 47                                     | 34%                     | 31   | 1.10                   | 0.88                   | 0.74                   | 0.66                   | 0.63                   |  |  |
|  |   | BY5000 Multi Bypass Tray  | 412974                     | 412974                     | 412974                      | 1,400                                  | 35%                     | 910  | 32.17                  | 25.73                  | 21.69                  | 19.30                  | 18.38                  |  |  |
|  |   | ZF4000 Z-Folding Unit   | 412805                     | 412805                     | 412805                      | 7,350                                  | 35%                     | 4,778                                      | 168.90                 | 135.12                 | 113.89                 | 101.34                 | 96.52                  |  |  |
|  |   | SR5000 Finisher   | 412981                     | 412981                     | 412981                      | 5,830                                  | 35%                     | 3,790                                      | 133.98                 | 107.18                 | 90.34                  | 80.39                  | 76.56                  |  |  |
|  |   | PU5000 Punch Unit   | 412983                     | 412983                     | 412983                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |  |
|  |   | New Cover Interposer Tray CI5010                                      | 404087                     | 404087                     | 404087                      | 3,500                                  | 35%                     | 2,275                                      | 80.42                  | 64.34                  | 54.23                  | 48.25                  | 45.96                  |  |  |
|  |   | BK5000 Saddle Stitch Unit   | 412978                     | 412978                     | 412978                      | 7,360                                  | 35%                     | 4,784                                      | 169.11                 | 135.29                 | 114.03                 | 101.47                 | 96.64                  |  |  |
|  |   | Data Overwrite Security Unit Type H                                   | 414002                     | 414002                     | 414002                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |  |
|  |   | GBC Stream Punch III**  | 414387                     | 414387                     | 414387                      | 8,995                                  | 35%                     | 5,847                                      | 206.69                 | 165.35                 | 139.37                 | 124.01                 | 118.11                 |  |  |
|  |   | GBC Die Set 3 Hole (Ring Binder)                                      | 001450MIU                  | 001450MIU                  | 001450MIU                   | 400                                    | 23%                     | 309  | 10.92                  | 8.74                   | 7.37                   | 6.55                   | 6.24                   |  |  |

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |
|  |   | GBC Die Set 11 Hole (Velobind)  | 001451MIU                  | 001451MIU                  | 001451MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 19 Hole (Cerlox)  | 001452MIU                  | 001452MIU                  | 001452MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 21 Hole (Twin Loop Wire 2:1)                              | 001453MIU                  | 001453MIU                  | 001453MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 32 Hole (Twin Loop Wire 3:1)                              | 001454MIU                  | 001454MIU                  | 001454MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC Die Set 44 Hole (Color Coil)                                      | 001455MIU                  | 001455MIU                  | 001455MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC 32 Hole Pro Click Die Set   | 002493MIU                  | 002493MIU                  | 002493MIU                   | 475                                    | 23%                     | 366  | 12.94                  | 10.35                  | 8.72                   | 7.76                   | 7.39                   |  |
|  |   | GBC SP/III Cover Kit**  | 404282                     | 404282                     | 404282                      | 55                                     |                         | 55   | 1.94                   | 1.56                   | 1.31                   | 1.17                   | 1.11                   |  |
|  |   | Java VM Card Type F   | 414004                     | 414004                     | 414004                      | 140                                    | 35%                     | 91   | 3.22                   | 2.57                   | 2.17                   | 1.93                   | 1.84                   |  |
|  |   | Color Profiler Suite v2 w/ES-1000                                     | 003115MIU                  | 003115MIU                  | 003115MIU                   | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |
|  |   | Color Profiler Software v2 Upgrade                                    | 003117MIU                  | 003117MIU                  | 003117MIU                   | 995                                    | 35%                     | 647  | 22.87                  | 18.30                  | 15.42                  | 13.72                  | 13.07                  |  |
|  |   | Color Profiler v2 Software Only                                       | 003925MIU                  | 003925MIU                  | 003925MIU                   | 1,800                                  | 35%                     | 1,170                                      | 41.36                  | 33.09                  | 27.89                  | 24.82                  | 23.63                  |  |
|  |   | ES-1000 Color Spectrophotometer                                       | 003116MIU                  | 003116MIU                  | 003116MIU                   | 1,248                                  | 35%                     | 812  | 28.70                  | 22.96                  | 19.35                  | 17.22                  | 16.40                  |  |
|  |   | Booklet Maker BK5010e   | 404305                     | 404305                     | 404305                      | 12,150                                 | 35%                     | 7,898                                      | 279.19                 | 223.36                 | 188.26                 | 167.52                 | 159.54                 |  |
|  |   | CF5010 Cover Feeder   | 413102                     | 413102                     | 413102                      | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |
|  |   | Trimmer TR5010e   | 404299                     | 404299                     | 404299                      | 8,300                                  | 33%                     | 5,565                                      | 196.72                 | 157.38                 | 132.65                 | 118.03                 | 112.41                 |  |
|  |   | Book Folder BF5010e   | 404300                     | 404300                     | 404300                      | 8,300                                  | 34%                     | 5,504                                      | 194.57                 | 155.65                 | 131.19                 | 116.74                 | 111.18                 |  |
|  |   | BK5010 Rail Unit  | 413105                     | 413105                     | 413105                      | 320                                    | 35%                     | 208  | 7.35                   | 5.88                   | 4.96                   | 4.41                   | 4.20                   |  |

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |  |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |  |
|  |   | Pro C900s/Pro C900s/Pro C900s   | 404159                     | 404159                     | 404159                      | \$143,325                              | 53%                     | \$67,363                                   | \$2,416.28             | \$1,933.03             | \$1,629.26             | \$1,449.77             | \$1,380.73             | \$0 Black / \$0.0400 Color   |  |
|  |   | Pro C900S with E80 Controller/Pro C900S with E80 Controller/Pro C900S with E80 Controller | 404320                     | 404320                     | 404320                      | \$158,000                              | 50%                     | \$79,000                                   | \$2,827.65             | \$2,262.12             | \$1,906.64             | \$1,696.59             | \$1,615.80             | \$0 Black / \$0.0400 Color<br>(are 11x17 Double Click)             |  |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |  |
|  |   | LCIT RT5020   | 404110                     | 404110                     | 404110                      | 9,999                                  | 35%                     | 6,500                                      | 229.78                 | 183.82                 | 154.93                 | 137.87                 | 131.30                 |  |  |
|  |   | Bridge Unit Type 5000   | 404111                     | 404111                     | 404111                      | 1,074                                  | 35%                     | 699  | 24.71                  | 19.77                  | 16.66                  | 14.83                  | 14.12                  |  |  |
|  |   | TCRU Kit  | 404234                     | 404234                     | 404234                      | 5,000                                  | 35%                     | 3,250                                      | 114.89                 | 91.91                  | 77.47                  | 68.93                  | 65.65                  |  |  |
|  |   | <EFI Compose  | 404168                     | 404168                     | 404168                      | 1,199                                  | 35%                     | 780  | 27.57                  | 22.06                  | 18.59                  | 16.54                  | 15.76                  |  |  |
|  |   | EFI Graphic Arts Premium  | 404227                     | 404227                     | 404227                      | 5,599                                  | 35%                     | 3,640                                      | 128.67                 | 102.94                 | 86.76                  | 77.20                  | 73.53                  |  |  |
|  |   | FACI Kit and Furniture  | 404316                     | 404316                     | 404316                      | 100                                    |                         | 100  | 3.54                   | 2.83                   | 2.38                   | 2.12                   | 2.02                   |  |  |
|  |   | EFI Server HHD Security Type E80  | 404317                     | 404317                     | 404317                      | 2,199                                  | 27%                     | 1,612                                      | 56.98                  | 45.59                  | 38.42                  | 34.19                  | 32.56                  |  |  |
|  |   | Fiery E80 Controller  | 404301                     | 404301                     | 404301                      | 60,000                                 | 35%                     | 39,000                                     | 1,378.65               | 1,102.92               | 929.60                 | 827.19                 | 787.80                 |  |  |
|  |   | Creo Universal Stand  | 404313                     | 404313                     | 404313                      | 100                                    |                         | 100  | 2.83                   | 2.38                   | 2.02                   | 2.12                   | 2.02                   |  |  |
|  |   | Creo Process Power Pack   | 404315                     | 404315                     | 404315                      | 9,000                                  | 35%                     | 5,850                                      | 206.80                 | 165.44                 | 139.44                 | 124.08                 | 118.17                 |  |  |
|  |   | Creo C80 Controller   | 404303                     | 404303                     | 404303                      | 53,000                                 | 35%                     | 34,450                                     | 1,217.81               | 974.25                 | 821.15                 | 730.68                 | 695.89                 |  |  |
|  |   | TK5000 11"x17" Tray Kit   | 412967                     | 412967                     | 412967                      | 1,450                                  | 35%                     | 943  | 33.34                  | 26.67                  | 22.48                  | 20.00                  | 19.05                  |  |  |
|  |   | LCIT RT5000 LT/LCT  | 412968                     | 412968                     | 412968                      | 4,300                                  | 35%                     | 2,795                                      | 98.80                  | 79.04                  | 66.62                  | 59.28                  | 56.46                  |  |  |
|  |   | Tab sheet Holder Type 3260  | 412203                     | 412203                     | 412203                      | 47                                     | 34%                     | 31   | 1.10                   | 0.88                   | 0.74                   | 0.66                   | 0.63                   |  |  |
|  |   | BY5000 Multi Bypass Tray  | 412974                     | 412974                     | 412974                      | 1,400                                  | 35%                     | 910  | 32.17                  | 25.73                  | 21.69                  | 19.30                  | 18.38                  |  |  |
|  |   | ZF4000 Z-Folding Unit   | 412805                     | 412805                     | 412805                      | 7,350                                  | 35%                     | 4,778                                      | 168.90                 | 135.12                 | 113.89                 | 101.34                 | 96.52                  |  |  |
|  |   | SR5000 Finisher   | 412981                     | 412981                     | 412981                      | 5,830                                  | 35%                     | 3,790                                      | 133.98                 | 107.18                 | 90.34                  | 80.39                  | 76.56                  |  |  |
|  |   | PU5000 Punch Unit   | 412983                     | 412983                     | 412983                      | 920                                    | 35%                     | 598  | 21.14                  | 16.91                  | 14.25                  | 12.68                  | 12.08                  |  |  |
|  |   | New Cover Interposer Tray CI5010  | 404087                     | 404087                     | 404087                      | 3,500                                  | 35%                     | 2,275                                      | 80.42                  | 64.34                  | 54.23                  | 48.25                  | 45.96                  |  |  |
|  |   | BK5000 Saddle Stitch Unit   | 412978                     | 412978                     | 412978                      | 7,360                                  | 35%                     | 4,784                                      | 169.11                 | 135.29                 | 114.03                 | 101.47                 | 96.64                  |  |  |
|  |   | Booklet Maker BK5010e   | 404305                     | 404305                     | 404305                      | 12,150                                 | 35%                     | 7,898                                      | 279.19                 | 223.36                 | 188.26                 | 167.52                 | 159.54                 |  |  |
|  |   | Trimmer TR5010e   | 404299                     | 404299                     | 404299                      | 8,300                                  | 33%                     | 5,565                                      | 196.72                 | 157.38                 | 132.65                 | 118.03                 | 112.41                 |  |  |
|  |   | Book Folder BF5010e   | 404300                     | 404300                     | 404300                      | 8,300                                  | 34%                     | 5,504                                      | 194.57                 | 155.65                 | 131.19                 | 116.74                 | 111.18                 |  |  |
|  |   | CF5010 Cover Feeder   | 413102                     | 413102                     | 413102                      | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |  |
|  |   | BK5010 Rail Unit  | 413105                     | 413105                     | 413105                      | 320                                    | 35%                     | 208  | 7.35                   | 5.88                   | 4.96                   | 4.41                   | 4.20                   |  |  |
|  |   | Data Overwrite Security Unit Type H   | 414002                     | 414002                     | 414002                      | 390                                    | 35%                     | 254  | 8.98                   | 7.18                   | 6.05                   | 5.39                   | 5.13                   |  |  |
|  |   | GBC SP111 Cover Kit**   | 404282                     | 404282                     | 404282                      | 55                                     |                         | 55   | 1.94                   | 1.56                   | 1.31                   | 1.17                   | 1.11                   |  |  |
|  |   | Color Profiler Suite v2 w/ES-1000   | 003115MIU                  | 003115MIU                  | 003115MIU                   | 2,700                                  | 35%                     | 1,755                                      | 62.04                  | 49.63                  | 41.83                  | 37.22                  | 35.45                  |  |  |
|  |   | Color Profiler Software v2 Upgrade  | 003117MIU                  | 003117MIU                  | 003117MIU                   | 995                                    | 35%                     | 647  | 22.87                  | 18.30                  | 15.42                  | 13.72                  | 13.07                  |  |  |
|  |   | Color Profiler v2 Software Only   | 003925MIU                  | 003925MIU                  | 003925MIU                   | 1,800                                  | 35%                     | 1,170                                      | 41.36                  | 33.09                  | 27.89                  | 24.82                  | 23.63                  |  |  |
|  |   | ES-1000 Color Spectrophotometer   | 003116MIU                  | 003116MIU                  | 003116MIU                   | 1,248                                  | 35%                     | 812  | 28.70                  | 22.96                  | 19.35                  | 17.22                  | 16.40                  |  |  |
|  |   | Java VM Card Type F   | 414004                     | 414004                     | 414004                      | 140                                    | 35%                     | 91   | 3.22                   | 2.57                   | 2.17                   | 1.93                   | 1.84                   |  |  |
|  |   | Cooling Fan Unit Type 5000  | 404170                     | 404170                     | 404170                      | 399                                    | 35%                     | 260  | 9.19                   | 7.35                   | 6.20                   | 5.51                   | 5.25                   |  |  |
|  |   | >High Capacity Stacker SK5000   | 404163                     | 404163                     | 404163                      | 19,799                                 | 35%                     | 12,870                                     | 454.95                 | 363.96                 | 306.77                 | 272.97                 | 259.97                 |  |  |
|  |   | Roll Away Cart Type 5000  | 404165                     | 404165                     | 404165                      | 800                                    | 24%                     | 607  | 21.46                  | 17.17                  | 14.47                  | 12.87                  | 12.26                  |  |  |
|  |   | Buffer Pass Unit Type 5000  | 404283                     | 404283                     | 404283                      | 4,000                                  | 22%                     | 3,110                                      | 109.94                 | 87.95                  | 74.13                  | 65.96                  | 62.82                  |  |  |
| <b>DIGITAL DUPLICATORS</b>                     |   |   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |  |
| 300,000  |   | Ricoh DX 3343**/Savin 3183DNP**/Lanier LDD130**   | 243185                     | 243185                     | 243185                      | \$4,700                                | 58%                     | \$1,974                                    | \$80.28                | \$64.22                | \$54.13                | \$48.17                | \$45.87                | \$69 Per month<br>Copies/\$0.0027 Overage<br>Supplies Not Included |  |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |  |
|  |   | DF Type 20**  | 243039                     | 243039                     | 243039                      | 995                                    | 35%                     | 647  | 22.87                  | 18.30                  | 15.42                  | 13.72                  | 13.07                  |  |  |
|  |   | Platen Cover Type 1018  | 412524                     | 412524                     | 412524                      | 100                                    | 35%                     | 65   | 2.30                   | 1.84                   | 1.55                   | 1.38                   | 1.31                   |  |  |
|  |   | Color Drum Type 20**  | 243024                     | 243024                     | 243024                      | 995                                    | 35%                     | 647  | 22.87                  | 18.30                  | 15.42                  | 13.72                  | 13.07                  |  |  |
|  |   | Tape Dispenser Type 20  | 243084                     | 243084                     | 243084                      | 347                                    | 35%                     | 226  | 7.99                   | 6.39                   | 5.39                   | 4.79                   | 4.57                   |  |  |
|  |   | IVC-20 Controller (limited inventory)   | 243111                     | 243111                     | 243111                      | 683                                    | 35%                     | 444  | 15.70                  | 12.56                  | 10.58                  | 9.42                   | 8.97                   |  |  |
|  |   | Printer Unit type 4545A   | 243217                     | 243217                     | 243217                      | 989                                    | 35%                     | 643  | 22.73                  | 18.18                  | 15.33                  | 13.64                  | 12.99                  |  |  |
|  |   | Type 15 Cabinet   | 205884                     | 205884                     | 205884                      | 288                                    | 35%                     | 188  | 6.65                   | 5.32                   | 4.48                   | 3.99                   | 3.80                   |  |  |
| 300,000  |   | Ricoh DX4545/Savin 3275DNP/Lanier DD345   | 243152                     | 243152                     | 243152                      | \$7,620                                | 52%                     | \$3,658                                    | \$139.81               | \$111.85               | \$94.27                | \$83.89                | \$79.89                | \$70 Per month<br>Copies/\$0.0028 Overage<br>Supplies Not Included |  |
|  |   | Network Connection Fee  | NWSC                       | NWSC                       | NWSC                        | 250                                    |                         | -  |                        |                        |                        |                        |                        |  |  |
|  |   | Color Drum Type 45 (L)  | 243095                     | 243095                     | 243095                      | 1,097                                  | 35%                     | 714  | 25.24                  | 20.19                  | 17.02                  | 15.14                  | 14.42                  |  |  |
|  |   | Black Drum Type 45 (S)  | 243096                     | 243096                     | 243096                      | 1,097                                  | 35%                     | 714  | 25.24                  | 20.19                  | 17.02                  | 15.14                  | 14.42                  |  |  |
|  |   | Type 30 Cabinet   | 205883                     | 205883                     | 205883                      | 300                                    | 35%                     | 195  | 6.89                   | 5.51                   | 4.65                   | 4.14                   | 3.94                   |  |  |
|  |   | Tape Dispenser Type 20  | 243084                     | 243084                     | 243084                      | 347                                    | 35%                     | 226  | 7.99                   | 6.39                   | 5.39                   | 4.79                   | 4.57                   |  |  |
|  |   | Printer Unit Type 4545  | 243158                     | 243158                     | 243158                      | 1,324                                  | 35%                     | 861  | 30.44                  | 24.35                  | 20.52                  | 18.26                  | 17.39                  |  |  |

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|  |   | DF Unit Type 4545**<br>Platen Cover Type 1018                         | 243156<br>412524           | 243156<br>412524           | 243156<br>412524            | 1,313<br>100                           | 35%<br>35%              | 854<br>65                                  | 30.19<br>2.30          | 24.15<br>1.84          | 20.36<br>1.55          | 18.11<br>1.38          | 17.25<br>1.31          |  |

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|---------------------------------------|------------------------------------|--|----------------------|----------------------|-----------------------|-------------------------------|-------------------|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---|
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| 80 to130                              | 300,000                            | <b>Ricoh HQ7000/Savin 3580DNP /Lanier DD250</b>              | 243014               | 243014               | 243014                | \$15,750                      | 62%               | \$5,985                           | \$225.57            | \$180.46            | \$152.10            | \$135.34            | \$128.90            | \$105 Per month<br>Copies/\$0.0021 Overage<br>Supplies Not Included |
|                                       |                                    | Network Connection Fee                                       | NWSC                 | NWSC                 | NWSC                  | 250                           |                   | -                                 |                     |                     |                     |                     |                     |   |
|                                       |                                    | TC-II Twin Color Production Printer                          | 243009               | 243009               | 243009                | 7,995                         | 35%               | 5,197                             | 183.71              | 146.97              | 123.88              | 110.23              | 104.98              |   |
|                                       |                                    | Large Capacity Feeder 3000 Sheet                             | 243008               | 243008               | 243008                | 5,066                         | 35%               | 3,293                             | 116.41              | 93.13               | 78.49               | 69.84               | 66.52               |   |
|                                       |                                    | ADF 85**   | 205693               | 205693               | 205693                | 1,313                         | 35%               | 854                               | 30.19               | 24.15               | 20.36               | 18.11               | 17.25               |   |
|                                       |                                    | Platen Cover Type 1018                                       | 412524               | 412524               | 412524                | 100                           | 35%               | 65                                | 2.30                | 1.84                | 1.55                | 1.38                | 1.31                |   |
|                                       |                                    | Type 55 Cabinet  | 205882               | 205882               | 205882                | 305                           | 35%               | 199                               | 7.03                | 5.63                | 4.74                | 4.22                | 4.02                |   |
|                                       |                                    | Cabinet for TC-II  | 205881               | 205881               | 205881                | 305                           | 35%               | 199                               | 7.03                | 5.63                | 4.74                | 4.22                | 4.02                |   |
|                                       |                                    | IEEE1284 Parallel Interface                                  | 205870               | 205870               | 205870                | 368                           | 35%               | 240                               | 8.48                | 6.79                | 5.72                | 5.09                | 4.85                |   |
|                                       |                                    | IEEE802.11b Interface Type 1                                 | 205874               | 205874               | 205874                | 840                           | 35%               | 546                               | 19.30               | 15.44               | 13.01               | 11.58               | 11.03               |   |
|                                       |                                    | PostScript 3 Board Type 2                                    | 205878               | 205878               | 205878                | 1,365                         | 35%               | 888                               | 31.39               | 25.11               | 21.17               | 18.83               | 17.94               |   |
|                                       |                                    | Extension HDD Unit Type C                                    | 243149               | 243149               | 243149                | 908                           | 35%               | 591                               | 20.89               | 16.71               | 14.09               | 12.54               | 11.94               |   |
|                                       |                                    | SeriPrint Drum Type 90 L                                     | 100016FNG            | 100016FNG            | 100016FNG             | 1,943                         | 35%               | 1,263                             | 44.65               | 35.72               | 30.10               | 26.79               | 25.51               |   |
|                                       |                                    | 128MB DIMM   | 001179MIU            | 001179MIU            | 001179MIU             | 378                           | 35%               | 246                               | 8.70                | 6.96                | 5.86                | 5.22                | 4.97                |   |
|                                       |                                    | 256MB DIMM   | 001180MIU            | 001180MIU            | 001180MIU             | 452                           | 35%               | 294                               | 10.39               | 8.31                | 7.01                | 6.24                | 5.94                |   |
|                                       |                                    | Color Drum (L) Type 90                                       | 205868               | 205868               | 205868                | 1,313                         | 35%               | 854                               | 30.19               | 24.15               | 20.36               | 18.11               | 17.25               |   |
|                                       |                                    | Color Drum (S) Type 90                                       | 205869               | 205869               | 205869                | 1,313                         | 35%               | 854                               | 30.19               | 24.15               | 20.36               | 18.11               | 17.25               |   |
| 60 to120                              | 300,000                            | <b>Ricoh DX 4640PD/Savin 3585DNP2 /Lanier DD350D</b>         | 243113               | 243113               | 243113                | \$18,375                      | 51%               | \$9,004                           | \$332.29            | \$265.83            | \$224.06            | \$199.37            | \$189.88            | \$129 Per Month<br>Copies/\$0.0037 Overage<br>Supplies Not Included |
|                                       |                                    | Network Connection Fee                                       | NWSC                 | NWSC                 | NWSC                  | 250                           |                   | -                                 |                     |                     |                     |                     |                     |   |
|                                       |                                    | Platen Cover Type 1018                                       | 412524               | 412524               | 412524                | 100                           | 35%               | 65                                | 2.30                | 1.84                | 1.55                | 1.38                | 1.31                |   |
|                                       |                                    | Tape Dispenser Type 20                                       | 243084               | 243084               | 243084                | 347                           | 35%               | 226                               | 7.99                | 6.39                | 5.39                | 4.79                | 4.57                |   |
|                                       |                                    | IEEE1284 Parallel Interface                                  | 205870               | 205870               | 205870                | 368                           | 35%               | 240                               | 8.48                | 6.79                | 5.72                | 5.09                | 4.85                |   |
|                                       |                                    | IEEE802.11b Interface Type 1                                 | 205874               | 205874               | 205874                | 840                           | 35%               | 546                               | 19.30               | 15.44               | 13.01               | 11.58               | 11.03               |   |
|                                       |                                    | PostScript 3 Board Type 2                                    | 205878               | 205878               | 205878                | 1,365                         | 35%               | 888                               | 31.39               | 25.11               | 21.17               | 18.83               | 17.94               |   |
|                                       |                                    | Extension HDD Unit Type C                                    | 243149               | 243149               | 243149                | 908                           | 35%               | 591                               | 20.89               | 16.71               | 14.09               | 12.54               | 11.94               |   |
|                                       |                                    | Type 55 Cabinet  | 205882               | 205882               | 205882                | 305                           | 35%               | 199                               | 7.03                | 5.63                | 4.74                | 4.22                | 4.02                |   |
|                                       |                                    | TC-II Twin Color Production Printer                          | 243009               | 243009               | 243009                | 7,995                         | 35%               | 5,197                             | 183.71              | 146.97              | 123.88              | 110.23              | 104.98              |   |
|                                       |                                    | Large Capacity Feeder 3000 Sheet                             | 243008               | 243008               | 243008                | 5,066                         | 35%               | 3,293                             | 116.41              | 93.13               | 78.49               | 69.84               | 66.52               |   |
|                                       |                                    | 128MB DIMM   | 001179MIU            | 001179MIU            | 001179MIU             | 378                           | 35%               | 246                               | 8.70                | 6.96                | 5.86                | 5.22                | 4.97                |   |
|                                       |                                    | 256MB DIMM   | 001180MIU            | 001180MIU            | 001180MIU             | 452                           | 35%               | 294                               | 10.39               | 8.31                | 7.01                | 6.24                | 5.94                |   |
|                                       |                                    | Cabinet for TC-II  | 205881               | 205881               | 205881                | 305                           | 35%               | 199                               | 7.03                | 5.63                | 4.74                | 4.22                | 4.02                |   |
|                                       |                                    | Drum Type 4640(L)  | 243115               | 243115               | 243115                | 1,412                         | 35%               | 918                               | 32.45               | 25.96               | 21.88               | 19.47               | 18.54               |   |
|                                       |                                    | ARDF Type 4640**   | 243116               | 243116               | 243116                | 1,754                         | 35%               | 1,141                             | 40.33               | 32.27               | 27.20               | 24.20               | 23.05               |   |
| 60 to120                              | 300,000                            | <b>Ricoh HQ9000 /Savin 3590DNP /Lanier DD280</b>             | 243002               | 243002               | 243002                | \$18,605                      | 52%               | \$8,931                           | \$329.71            | \$263.77            | \$222.32            | \$197.83            | \$188.41            | \$105 Per Month<br>verage \$0.0021 Overage<br>Supplies Not Included |
|                                       |                                    | Network Connection Fee                                       | NWSC                 | NWSC                 | NWSC                  | 250                           |                   | -                                 |                     |                     |                     |                     |                     |   |
|                                       |                                    | TC-II Twin Color Production Printer                          | 243009               | 243009               | 243009                | 7,995                         | 35%               | 5,197                             | 183.71              | 146.97              | 123.88              | 110.23              | 104.98              |   |
|                                       |                                    | Large Capacity Feeder 3000 Sheet                             | 243008               | 243008               | 243008                | 5,066                         | 35%               | 3,293                             | 116.41              | 93.13               | 78.49               | 69.84               | 66.52               |   |
|                                       |                                    | ADF 85**   | 205693               | 205693               | 205693                | 1,313                         | 35%               | 854                               | 30.19               | 24.15               | 20.36               | 18.11               | 17.25               |   |
|                                       |                                    | Platen Cover Type 1018                                       | 412524               | 412524               | 412524                | 100                           | 35%               | 65                                | 2.30                | 1.84                | 1.55                | 1.38                | 1.31                |   |
|                                       |                                    | Type 55 Cabinet  | 205882               | 205882               | 205882                | 305                           | 35%               | 199                               | 7.03                | 5.63                | 4.74                | 4.22                | 4.02                |   |
|                                       |                                    | Cabinet for TC-II  | 205881               | 205881               | 205881                | 305                           | 35%               | 199                               | 7.03                | 5.63                | 4.74                | 4.22                | 4.02                |   |
|                                       |                                    | IEEE1284 Parallel Interface                                  | 205870               | 205870               | 205870                | 368                           | 35%               | 240                               | 8.48                | 6.79                | 5.72                | 5.09                | 4.85                |   |
|                                       |                                    | IEEE802.11b Interface Type 1                                 | 205874               | 205874               | 205874                | 840                           | 35%               | 546                               | 19.30               | 15.44               | 13.01               | 11.58               | 11.03               |   |
|                                       |                                    | PostScript 3 Board Type 2                                    | 205878               | 205878               | 205878                | 1,365                         | 35%               | 888                               | 31.39               | 25.11               | 21.17               | 18.83               | 17.94               |   |
|                                       |                                    | Extension HDD Unit Type C                                    | 243149               | 243149               | 243149                | 908                           | 35%               | 591                               | 20.89               | 16.71               | 14.09               | 12.54               | 11.94               |   |
|                                       |                                    | SeriPrint Drum Type 90 L                                     | 100016FNG            | 100016FNG            | 100016FNG             | 1,943                         | 35%               | 1,263                             | 44.65               | 35.72               | 30.10               | 26.79               | 25.51               |   |
|                                       |                                    | 128MB DIMM   | 001179MIU            | 001179MIU            | 001179MIU             | 378                           | 35%               | 246                               | 8.70                | 6.96                | 5.86                | 5.22                | 4.97                |   |
|                                       |                                    | 256MB DIMM   | 001180MIU            | 001180MIU            | 001180MIU             | 452                           | 35%               | 294                               | 10.39               | 8.31                | 7.01                | 6.24                | 5.94                |   |
|                                       |                                    | Color Drum (L) Type 90                                       | 205868               | 205868               | 205868                | 1,313                         | 35%               | 854                               | 30.19               | 24.15               | 20.36               | 18.11               | 17.25               |   |
|                                       |                                    | Color Drum (S) Type 90                                       | 205869               | 205869               | 205869                | 1,313                         | 35%               | 854                               | 30.19               | 24.15               | 20.36               | 18.11               | 17.25               |   |
|                                       |                                    | <b>HOTSPOT MFP OPTIONS</b>                                   |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |   |
|                                       |                                    | HotSpot MFP Option Type B                                    | 415617               | 415617               | 415617                | 1,215                         | 20%               | 972                               | 34.36               | 27.49               | 23.17               | 20.62               | 19.63               |   |
|                                       |                                    | HotSpot MFP Option Type D                                    | 415615               | 415615               | 415615                | 1,215                         | 20%               | 972                               | 34.36               | 27.49               | 23.17               | 20.62               | 19.63               |   |
|                                       |                                    | HotSpot MFP Option Type E                                    | 415621               | 415621               | 415621                | 1,215                         | 20%               | 972                               | 34.36               | 27.49               | 23.17               | 20.62               | 19.63               |   |

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Pricing valid for 90 Days.

| Copies Prints Developments Per Minute | Target Monthly Volume / Duty Cycle | Ricoh / Savin / Lanier Equipment and Options Prices Per Unit         | Ricoh Reorder Number | Savin Reorder Number | Lanier Reorder Number | Jan-10 Suggested Retail Price | Discount From SRP | Customer Purchase Price Effective | FMV Lease           | Ricoh Service and Supplies Maintenance Plans |
|---------------------------------------|------------------------------------|--|----------------------|----------------------|-----------------------|-------------------------------|-------------------|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--|
|                                       |                                    |  |                      |                      |                       |                               |                   |                                   | 36 Monthly Payments | 48 Monthly Payments | 60 Monthly Payments | 72 Monthly Payments | 84 Monthly Payments |  |
|                                       |                                    | 2 Year Subscription Service Extension                                | 003357MIU            | 003357MIU            | 003357MIU             | 1,095                         | 20%               | 876                               | 30.97               | 24.77               | 20.88               | 18.58               | 17.70               |  |
|                                       |                                    | 3 Year HotSpot Service Subscription Extension                        | 004813MIU            | 004813MIU            | 004813MIU             | 1,350                         | 20%               | 1,080                             | 38.18               | 30.54               | 25.74               | 22.91               | 21.82               |  |
|                                       |                                    | 4 Year HotSpot Service Subscription Extension                        | 004814MIU            | 004814MIU            | 004814MIU             | 1,700                         | 20%               | 1,360                             | 48.08               | 38.46               | 32.42               | 28.85               | 27.47               |  |
| <b>ESP POWER FILTERS</b>              |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | 15 Amp Power Filter  | 002656MIU            | 002656MIU            | 002656MIU             | 150                           | 20%               | 120                               | 4.24                | 3.39                | 2.86                | 2.55                | 2.42                |  |
|                                       |                                    | 20 Amp Power Filter  | 002657MIU            | 002657MIU            | 002657MIU             | 160                           | 20%               | 128                               | 4.52                | 3.62                | 3.05                | 2.71                | 2.59                |  |
|                                       |                                    | 15 Amp Network Power Filter  | 002658MIU            | 002658MIU            | 002658MIU             | 175                           | 20%               | 140                               | 4.95                | 3.96                | 3.34                | 2.97                | 2.83                |  |
|                                       |                                    | 20 Amp Network Power Filter  | 002659MIU            | 002659MIU            | 002659MIU             | 195                           | 20%               | 156                               | 5.51                | 4.41                | 3.72                | 3.31                | 3.15                |  |
|                                       |                                    | 208v 20 Amp Network Power Filter                                     | 002660MIU            | 002660MIU            | 002660MIU             | 275                           | 20%               | 220                               | 7.78                | 6.22                | 5.24                | 4.67                | 4.44                |  |
|                                       |                                    | 15 Amp Fax Seg. 1 Wallmount Power Filter                             | 002661MIU            | 002661MIU            | 002661MIU             | 70                            | 20%               | 56                                | 1.98                | 1.58                | 1.33                | 1.19                | 1.13                |  |
|                                       |                                    | 208v 15 Amp Network Power Filter                                     | 004203MIU            | 004203MIU            | 004203MIU             | 275                           | 20%               | 220                               | 7.78                | 6.22                | 5.24                | 4.67                | 4.44                |  |
|                                       |                                    | 208v 30 Amp Network Power Filter                                     | 004204MIU            | 004204MIU            | 004204MIU             | 2,990                         | 20%               | 2,392                             | 84.56               | 67.65               | 57.02               | 50.73               | 48.32               |  |
| <b>Innovolt POWER FILTERS</b>         |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | Innovolt Power Protector 120V 15A (CV-TFA-2110)                      | 005744MIU            | 005744MIU            | 005744MIU             | 169                           | 20%               | 136                               | 4.81                | 3.85                | 3.24                | 2.88                | 2.75                |  |
|                                       |                                    | Innovolt Power Protector 120V 20A (CV-TFA-3110)                      | 005745MIU            | 005745MIU            | 005745MIU             | 179                           | 20%               | 144                               | 5.09                | 4.07                | 3.43                | 3.05                | 2.91                |  |
|                                       |                                    | Innovolt Power Manager 120V 15A (CV-TFB-2411)                        | 005746MIU            | 005746MIU            | 005746MIU             | 199                           | 20%               | 160                               | 5.66                | 4.52                | 3.81                | 3.39                | 3.23                |  |
|                                       |                                    | Innovolt Power Manager 120V 20A (CV-TFB-3411)                        | 005747MIU            | 005747MIU            | 005747MIU             | 209                           | 20%               | 168                               | 5.94                | 4.75                | 4.00                | 3.56                | 3.39                |  |
|                                       |                                    | Innovolt Power Manager 208V 20A (PM-20-208) (Not Avail until Aug 201 | 005748MIU            | 005748MIU            | 005748MIU             | 319                           | 20%               | 256                               | 9.05                | 7.24                | 6.10                | 5.43                | 5.17                |  |
|                                       |                                    | Innovolt Plug In Protector 120V 8A (CV-AYC-0000) RJ 45 Printer       | 005750MIU            | 005750MIU            | 005750MIU             | 59                            | 19%               | 48                                | 1.70                | 1.36                | 1.14                | 1.02                | 0.97                |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                             | FMV                             | FMV                             | FMV                             | FMV                             | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
| <b>DOCUMENT SOLUTIONS</b>                      |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
| <b>eCopy</b>                                   |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | ShareScan Essentials Embedded 1Dsktp 3yr                              | 003390MIU                  | 003390MIU                  | 003390MIU                   | 2,305                                  | 20%                     | 1,844                                      | 62.21                           | 48.98                           | 40.79                           | 35.76                           | 33.52                           |  |
|  |   | ShareScan Essentials Embedded 1 Dsktp 4yr                             | 003391MIU                  | 003391MIU                  | 003391MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | ShareScan Essentials Embedded 1 Dsktp 5yr                             | 003857MIU                  | 003857MIU                  | 003857MIU                   | 2,687                                  | 20%                     | 2,150                                      | 72.53                           | 57.11                           | 47.56                           | 41.69                           | 39.09                           |  |
|  |   | ShareScan Suite Embedded 10 Dsktp 3yr                                 | 003393MIU                  | 003393MIU                  | 003393MIU                   | 4,073                                  | 20%                     | 3,259                                      | 109.94                          | 86.57                           | 72.09                           | 63.20                           | 59.25                           |  |
|  |   | ShareScan Suite Embedded 10 Dsktp 4yr                                 | 003394MIU                  | 003394MIU                  | 003394MIU                   | 4,418                                  | 20%                     | 3,535                                      | 119.25                          | 93.90                           | 78.19                           | 68.55                           | 64.27                           |  |
|  |   | ShareScan Suite Embedded 10 Dsktp 5yr                                 | 003395MIU                  | 003395MIU                  | 003395MIU                   | 4,747                                  | 20%                     | 3,798                                      | 128.12                          | 100.89                          | 84.01                           | 73.65                           | 69.05                           |  |
|  |   | ShareScan Essentials Embedded 10 Pk- 10 SS, 10 Dsktp 3yr              | 003397MIU                  | 003397MIU                  | 003397MIU                   | 23,050                                 | 20%                     | 18,440                                     | 622.05                          | 489.82                          | 407.87                          | 357.59                          | 335.24                          |  |
|  |   | ShareScan Essentials Embedded 10 Pk- 10 SS, 10 Dsktp 4yr              | 003398MIU                  | 003398MIU                  | 003398MIU                   | 25,000                                 | 20%                     | 20,000                                     | 674.68                          | 531.26                          | 442.38                          | 387.84                          | 363.60                          |  |
|  |   | ShareScan Essentials Embedded 10 Pk- 10 SS, 10 Dsktp 5yr              | 003399MIU                  | 003399MIU                  | 003399MIU                   | 26,870                                 | 20%                     | 21,496                                     | 725.15                          | 571.00                          | 475.47                          | 416.85                          | 390.80                          |  |
|  |   | ShareScan Suite Embedded 10 Pk- 10 SS, 100 Dsktp 3yr                  | 003400MIU                  | 003400MIU                  | 003400MIU                   | 40,730                                 | 20%                     | 32,584                                     | 1,099.19                        | 865.53                          | 720.73                          | 631.87                          | 592.38                          |  |
|  |   | ShareScan Suite Embedded 10 Pk- 10 SS, 100 Dsktp 4yr                  | 003401MIU                  | 003401MIU                  | 003401MIU                   | 44,180                                 | 20%                     | 35,344                                     | 1,192.29                        | 938.84                          | 781.77                          | 685.39                          | 642.55                          |  |
|  |   | ShareScan Suite Embedded 10 Pk- 10 SS, 100 Dsktp 5yr                  | 003402MIU                  | 003402MIU                  | 003402MIU                   | 47,470                                 | 20%                     | 37,976                                     | 1,281.08                        | 1,008.76                        | 839.99                          | 736.43                          | 690.40                          |  |
|  |   | eCopy Desktop 9x250 Pack-3Y M&S                                       | 003812MIU                  | 003812MIU                  | 003812MIU                   | 30,250                                 | 20%                     | 24,200                                     | 816.36                          | 642.82                          | 535.28                          | 469.29                          | 439.96                          |  |
|  |   | eCopy Connector EMC Documentum 3yr                                    | 003415MIU                  | 003415MIU                  | 003415MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector EMC Documentum 4yr                                    | 003416MIU                  | 003416MIU                  | 003416MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector EMC Documentum 5yr                                    | 003417MIU                  | 003417MIU                  | 003417MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Connector Livelinink ECM 3yr                                    | 003418MIU                  | 003418MIU                  | 003418MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector Livelinink ECM 4yr                                    | 003419MIU                  | 003419MIU                  | 003419MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector Livelinink ECM 5yr                                    | 003420MIU                  | 003420MIU                  | 003420MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Connector Interwoven Worksite 3yr                               | 003421MIU                  | 003421MIU                  | 003421MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector Interwoven Worksite 4yr                               | 003422MIU                  | 003422MIU                  | 003422MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector Interwoven Worksite 5yr                               | 003423MIU                  | 003423MIU                  | 003423MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Connector OpenText Livelinink 3yr                               | 003424MIU                  | 003424MIU                  | 003424MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector OpenText Livelinink 4yr                               | 003425MIU                  | 003425MIU                  | 003425MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector OpenText Livelinink 5yr                               | 003426MIU                  | 003426MIU                  | 003426MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Connector Microsoft Sharepoint 3yr                              | 003427MIU                  | 003427MIU                  | 003427MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector Microsoft Sharepoint 4yr                              | 003428MIU                  | 003428MIU                  | 003428MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector Microsoft Sharepoint 5yr                              | 003429MIU                  | 003429MIU                  | 003429MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Connector Quick Connect 3yr                                     | 003430MIU                  | 003430MIU                  | 003430MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector Quick Connect 4yr                                     | 003431MIU                  | 003431MIU                  | 003431MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector Quick Connect 5yr                                     | 003432MIU                  | 003432MIU                  | 003432MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Connector Captaris RightFax 3yr                                 | 003433MIU                  | 003433MIU                  | 003433MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Connector Captaris RightFax 4yr                                 | 003434MIU                  | 003434MIU                  | 003434MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Connector Captaris RightFax 5yr                                 | 003435MIU                  | 003435MIU                  | 003435MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | Cost Recovery Service 3yr   | 003436MIU                  | 003436MIU                  | 003436MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | Cost Recovery Service 4yr   | 003437MIU                  | 003437MIU                  | 003437MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | Cost Recovery Service 5yr   | 003438MIU                  | 003438MIU                  | 003438MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | eCopy Bates Numbering 3yr   | 003439MIU                  | 003439MIU                  | 003439MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | eCopy Bates Numbering 4yr   | 003440MIU                  | 003440MIU                  | 003440MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | eCopy Bates Numbering 5yr   | 003441MIU                  | 003441MIU                  | 003441MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | ShareScan Essentials 1yr add-on                                       | 003442MIU                  | 003442MIU                  | 003442MIU                   | 475                                    | 20%                     | 380  | 12.82                           | 10.09                           | 8.41                            | 7.37                            | 6.91                            |  |
|  |   | ShareScan Suite 1yr add-on  | 003443MIU                  | 003443MIU                  | 003443MIU                   | 839                                    | 20%                     | 672  | 22.67                           | 17.85                           | 14.86                           | 13.03                           | 12.22                           |  |
|  |   | ScanStation Suite 1yr add-on  | 003444MIU                  | 003444MIU                  | 003444MIU                   | 1,175                                  | 20%                     | 940  | 31.71                           | 24.97                           | 20.79                           | 18.23                           | 17.09                           |  |
|  |   | eCopy Desktop 5 Pack 1yr M&S add-on                                   | 003445MIU                  | 003445MIU                  | 003445MIU                   | 139                                    | 19%                     | 112  | 3.78                            | 2.98                            | 2.48                            | 2.17                            | 2.04                            |  |
|  |   | eCopy Desktop 10 Pack 1yr M&S add-on                                  | 003446MIU                  | 003446MIU                  | 003446MIU                   | 278                                    | 20%                     | 223  | 7.52                            | 5.92                            | 4.93                            | 4.32                            | 4.05                            |  |
|  |   | eCopy Desktop 20 Pack 1yr M&S add-on                                  | 003447MIU                  | 003447MIU                  | 003447MIU                   | 556                                    | 20%                     | 445  | 15.01                           | 11.82                           | 9.84                            | 8.63                            | 8.09                            |  |
|  |   | eCopy Desktop 50 Pack 1yr M&S add-on                                  | 003448MIU                  | 003448MIU                  | 003448MIU                   | 1,251                                  | 20%                     | 1,001                                      | 33.77                           | 26.59                           | 22.14                           | 19.41                           | 18.20                           |  |
|  |   | eCopy Connectors & Services 1yr add-on                                | 003449MIU                  | 003449MIU                  | 003449MIU                   | 223                                    | 20%                     | 179  | 6.04                            | 4.75                            | 3.96                            | 3.47                            | 3.25                            |  |
|  |   | ScanStation Suite 3yr Bundle  | 003782MIU                  | 003782MIU                  | 003782MIU                   | 5,705                                  | 20%                     | 4,564                                      | 153.96                          | 121.23                          | 100.95                          | 88.51                           | 82.97                           |  |
|  |   | ScanStation Suite 4yr Bundle  | 003783MIU                  | 003783MIU                  | 003783MIU                   | 6,188                                  | 20%                     | 4,951                                      | 167.02                          | 131.51                          | 109.51                          | 96.01                           | 90.01                           |  |
|  |   | ScanStation Suite 5yr Bundle  | 003784MIU                  | 003784MIU                  | 003784MIU                   | 6,650                                  | 20%                     | 5,320                                      | 179.46                          | 141.32                          | 117.67                          | 103.17                          | 96.72                           |  |
|  |   | Scanner ScanStation Suite 3yr Bundle                                  | 003846MIU                  | 003846MIU                  | 003846MIU                   | 5,705                                  | 20%                     | 4,564                                      | 153.96                          | 121.23                          | 100.95                          | 88.51                           | 82.97                           |  |
|  |   | Scanner ScanStation Suite 4yr Bundle                                  | 003847MIU                  | 003847MIU                  | 003847MIU                   | 6,188                                  | 20%                     | 4,951                                      | 167.02                          | 131.51                          | 109.51                          | 96.01                           | 90.01                           |  |
|  |   | Scanner ScanStation Suite 5yr Bundle                                  | 003848MIU                  | 003848MIU                  | 003848MIU                   | 6,650                                  | 20%                     | 5,320                                      | 179.46                          | 141.32                          | 117.67                          | 103.17                          | 96.72                           |  |
|  |   | ScanStation Bundle 3yr 25+  | 003872MIU                  | 003872MIU                  | 003872MIU                   | 5,420                                  | 20%                     | 4,336                                      | 146.27                          | 115.18                          | 95.91                           | 84.08                           | 78.83                           |  |
|  |   | ScanStation Bundle 4yr 25+  | 003873MIU                  | 003873MIU                  | 003873MIU                   | 5,879                                  | 20%                     | 4,704                                      | 158.68                          | 124.95                          | 104.05                          | 91.22                           | 85.52                           |  |
|  |   | ScanStation Bundle 5yr 25+  | 003874MIU                  | 003874MIU                  | 003874MIU                   | 6,318                                  | 20%                     | 5,055                                      | 170.53                          | 134.28                          | 111.81                          | 98.03                           | 91.90                           |  |
|  |   | ScanStation Bundle 3yr 50+  | 003875MIU                  | 003875MIU                  | 003875MIU                   | 5,249                                  | 20%                     | 4,200                                      | 141.68                          | 111.56                          | 92.90                           | 81.45                           | 76.36                           |  |
|  |   | ScanStation Bundle 4yr 50+  | 003876MIU                  | 003876MIU                  | 003876MIU                   | 5,693                                  | 20%                     | 4,555                                      | 153.66                          | 120.99                          | 100.75                          | 88.33                           | 82.81                           |  |
|  |   | ScanStation Bundle 5yr 50+  | 003877MIU                  | 003877MIU                  | 003877MIU                   | 6,118                                  | 20%                     | 4,895                                      | 165.13                          | 130.03                          | 108.27                          | 94.92                           | 88.99                           |  |
|  |   | ScanStation Bundle 3yr 100+   | 003878MIU                  | 003878MIU                  | 003878MIU                   | 5,077                                  | 20%                     | 4,062                                      | 137.03                          | 107.90                          | 89.85                           | 78.77                           | 73.85                           |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

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Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                             | FMV                             | FMV                             | FMV                             | FMV                             | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | ScanStation Bundle 4yr 100+   | 003879MIU                  | 003879MIU                  | 003879MIU                   | 5,507                                  | 20%                     | 4,406                                      | 148.63                          | 117.04                          | 97.46                           | 85.44                           | 80.10                           |  |
|  |   | ScanStation Bundle 5yr 100+   | 003880MIU                  | 003880MIU                  | 003880MIU                   | 5,919                                  | 20%                     | 4,736                                      | 159.76                          | 125.80                          | 104.76                          | 91.84                           | 86.10                           |  |
|  |   | ScanStation Bundle 3yr 150+   | 003881MIU                  | 003881MIU                  | 003881MIU                   | 4,906                                  | 20%                     | 3,925                                      | 132.41                          | 104.26                          | 86.82                           | 76.11                           | 71.36                           |  |
|  |   | ScanStation Bundle 4yr 150+   | 003882MIU                  | 003882MIU                  | 003882MIU                   | 5,322                                  | 20%                     | 4,258                                      | 143.64                          | 113.11                          | 94.18                           | 82.57                           | 77.41                           |  |
|  |   | ScanStation Bundle 5yr 150+   | 003883MIU                  | 003883MIU                  | 003883MIU                   | 5,719                                  | 20%                     | 4,576                                      | 154.37                          | 121.55                          | 101.22                          | 88.74                           | 83.19                           |  |
|  |   | eCopy CAC Solution(Qty 1-4) Price per unit                            | 003884MIU                  | 003884MIU                  | 003884MIU                   | 1,100                                  |                         | 1,100                                      | 37.11                           | 29.22                           | 24.33                           | 21.33                           | 20.00                           |  |
|  |   | eCopy CAC Solution(Qty 5-10) Price per unit                           | 003885MIU                  | 003885MIU                  | 003885MIU                   | 880                                    |                         | 880  | 29.69                           | 23.38                           | 19.46                           | 17.06                           | 16.00                           |  |
|  |   | eCopy CAC Solution(Qty 11-25) Price per unit                          | 003886MIU                  | 003886MIU                  | 003886MIU                   | 770                                    |                         | 770  | 25.98                           | 20.45                           | 17.03                           | 14.93                           | 14.00                           |  |
|  |   | eCopy CAC Solution(Qty 26-50) Price per unit                          | 003887MIU                  | 003887MIU                  | 003887MIU                   | 660                                    |                         | 660  | 22.26                           | 17.53                           | 14.60                           | 12.80                           | 12.00                           |  |
|  |   | eCopy CAC Solution(Qty 51+) Price per unit                            | 003888MIU                  | 003888MIU                  | 003888MIU                   | 550                                    |                         | 550  | 18.55                           | 14.61                           | 12.17                           | 10.67                           | 10.00                           |  |
|  |   | External USB Keyboard(No bracket)                                     | 100266FNG                  | 100266FNG                  | 100266FNG                   | 50                                     | 20%                     | 40   | 1.35                            | 1.06                            | 0.88                            | 0.78                            | 0.73                            |  |
|  |   | VZ G106030 Keyboard Bracket Long (Bracket Only)                       | 100268FNG                  | 100268FNG                  | 100268FNG                   | 199                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | VZ G106033 Keyboard Bracket MP9001(Bracket Only)                      | 100269FNG                  | 100269FNG                  | 100269FNG                   | 199                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | VZ G106032 Keyboard Bracket MPC7501(Bracket Only)                     | 100270FNG                  | 100270FNG                  | 100270FNG                   | 199                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | 3L68-28 USB Keyboard MP171  | 100275FNG                  | 100275FNG                  | 100275FNG                   | 250                                    | 19%                     | 202  | 6.81                            | 5.37                            | 4.47                            | 3.92                            | 3.67                            |  |
|  |   | <b>eCopy ScanStation Loyalty</b>                                      |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | ScanStation Loyalty, 3 yrs M&S  | 004309MIU                  | 004309MIU                  | 004309MIU                   | 1,809                                  | 20%                     | 1,448                                      | 48.85                           | 38.46                           | 32.03                           | 28.08                           | 26.32                           |  |
|  |   | ScanStation Loyalty, 4 yrs M&S  | 004310MIU                  | 004310MIU                  | 004310MIU                   | 2,294                                  | 20%                     | 1,836                                      | 61.94                           | 48.77                           | 40.61                           | 35.60                           | 33.38                           |  |
|  |   | ScanStation Loyalty, 5 yrs M&S  | 004311MIU                  | 004311MIU                  | 004311MIU                   | 2,779                                  | 20%                     | 2,224                                      | 75.02                           | 59.08                           | 49.19                           | 43.13                           | 40.43                           |  |
|  |   | Scanner ScanStation Suite Loyalty, 3 yrs M&S                          | 004312MIU                  | 004312MIU                  | 004312MIU                   | 1,809                                  | 20%                     | 1,448                                      | 48.85                           | 38.46                           | 32.03                           | 28.08                           | 26.32                           |  |
|  |   | Scanner ScanStation Suite Loyalty, 4 yrs M&S                          | 004313MIU                  | 004313MIU                  | 004313MIU                   | 2,294                                  | 20%                     | 1,836                                      | 61.94                           | 48.77                           | 40.61                           | 35.60                           | 33.38                           |  |
|  |   | Scanner ScanStation Suite Loyalty, 5 yrs M&S                          | 004314MIU                  | 004314MIU                  | 004314MIU                   | 2,779                                  | 20%                     | 2,224                                      | 75.02                           | 59.08                           | 49.19                           | 43.13                           | 40.43                           |  |
|  |   | Scanner ScanStation Essentials Loyalty, 3 yrs M&S                     | 004315MIU                  | 004315MIU                  | 004315MIU                   | 1,154                                  | 20%                     | 924  | 31.17                           | 24.54                           | 20.44                           | 17.92                           | 16.80                           |  |
|  |   | Scanner ScanStation Essentials Loyalty, 4 yrs M&S                     | 004316MIU                  | 004316MIU                  | 004316MIU                   | 1,429                                  | 20%                     | 1,144                                      | 38.59                           | 30.39                           | 25.30                           | 22.18                           | 20.80                           |  |
|  |   | Scanner ScanStation Essentials Loyalty, 5 yrs M&S                     | 004317MIU                  | 004317MIU                  | 004317MIU                   | 1,703                                  | 20%                     | 1,363                                      | 45.98                           | 36.21                           | 30.15                           | 26.43                           | 24.78                           |  |
|  |   | <b>eCopy ShareScan Loyalty</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | ShareScan Suite Loyalty, 3 yrs M&S                                    | 004318MIU                  | 004318MIU                  | 004318MIU                   | 1,809                                  | 20%                     | 1,448                                      | 48.85                           | 38.46                           | 32.03                           | 28.08                           | 26.32                           |  |
|  |   | ShareScan Suite Loyalty, 4 yrs M&S                                    | 004319MIU                  | 004319MIU                  | 004319MIU                   | 2,294                                  | 20%                     | 1,836                                      | 61.94                           | 48.77                           | 40.61                           | 35.60                           | 33.38                           |  |
|  |   | ShareScan Suite Loyalty, 5 yrs M&S                                    | 004320MIU                  | 004320MIU                  | 004320MIU                   | 2,779                                  | 20%                     | 2,224                                      | 75.02                           | 59.08                           | 49.19                           | 43.13                           | 40.43                           |  |
|  |   | ShareScan Essentials Loyalty, 3 yrs M&S                               | 004321MIU                  | 004321MIU                  | 004321MIU                   | 1,154                                  | 20%                     | 924  | 31.17                           | 24.54                           | 20.44                           | 17.92                           | 16.80                           |  |
|  |   | ShareScan Essentials Loyalty, 4 yrs M&S                               | 004322MIU                  | 004322MIU                  | 004322MIU                   | 1,429                                  | 20%                     | 1,144                                      | 38.59                           | 30.39                           | 25.30                           | 22.18                           | 20.80                           |  |
|  |   | ShareScan Essentials Loyalty, 5 yrs M&S                               | 004323MIU                  | 004323MIU                  | 004323MIU                   | 1,703                                  | 20%                     | 1,363                                      | 45.98                           | 36.21                           | 30.15                           | 26.43                           | 24.78                           |  |
|  |   | <b>eCopy ScanStation Suite 4.3</b>                                    |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | ScanStation Suite 4.3 3yr Bundle                                      | 005108MIU                  | 005108MIU                  | 005108MIU                   | 5,705                                  | 20%                     | 4,564                                      | 153.96                          | 121.23                          | 100.95                          | 88.51                           | 82.97                           |  |
|  |   | ScanStation Suite 4.3 4yr Bundle                                      | 005486MIU                  | 005486MIU                  | 005486MIU                   | 6,188                                  | 20%                     | 4,951                                      | 167.02                          | 131.51                          | 109.51                          | 96.01                           | 90.01                           |  |
|  |   | ScanStation Suite 4.3 5yr Bundle                                      | 005109MIU                  | 005109MIU                  | 005109MIU                   | 6,650                                  | 20%                     | 5,320                                      | 179.46                          | 141.32                          | 117.67                          | 103.17                          | 96.72                           |  |
|  |   | Scanner ScanStation Suite 4.3 3yr Bundle                              | 005118MIU                  | 005118MIU                  | 005118MIU                   | 5,705                                  | 20%                     | 4,564                                      | 153.96                          | 121.23                          | 100.95                          | 88.51                           | 82.97                           |  |
|  |   | Scanner ScanStation Suite 4.3 5yr Bundle                              | 005119MIU                  | 005119MIU                  | 005119MIU                   | 6,650                                  | 20%                     | 5,320                                      | 179.46                          | 141.32                          | 117.67                          | 103.17                          | 96.72                           |  |
|  |   | ScanStation Suite 4.3 3yr (25+) Vol Pricing                           | 005110MIU                  | 005110MIU                  | 005110MIU                   | 5,420                                  | 20%                     | 4,336                                      | 146.27                          | 115.18                          | 95.91                           | 84.08                           | 78.83                           |  |
|  |   | ScanStation Suite 4.3 - 4yr - (25+) Volume Pricing                    | 005504MIU                  | 005504MIU                  | 005504MIU                   | 5,879                                  | 20%                     | 4,704                                      | 158.68                          | 124.95                          | 104.05                          | 91.22                           | 85.52                           |  |
|  |   | ScanStation Suite 4.3 5yr (25+) Vol Pricing                           | 005111MIU                  | 005111MIU                  | 005111MIU                   | 6,318                                  | 20%                     | 5,055                                      | 170.53                          | 134.28                          | 111.81                          | 98.03                           | 91.90                           |  |
|  |   | ScanStation Suite 4.3 3yr (50+) Vol Pricing                           | 005112MIU                  | 005112MIU                  | 005112MIU                   | 5,249                                  | 20%                     | 4,200                                      | 141.68                          | 111.56                          | 92.90                           | 81.45                           | 76.36                           |  |
|  |   | ScanStation Suite 4.3 - 4yr - (50+) Volume Pricing                    | 005505MIU                  | 005505MIU                  | 005505MIU                   | 5,693                                  | 20%                     | 4,555                                      | 153.66                          | 120.99                          | 100.75                          | 88.33                           | 82.81                           |  |
|  |   | ScanStation Suite 4.3 5yr (50+) Vol Pricing                           | 005113MIU                  | 005113MIU                  | 005113MIU                   | 6,118                                  | 20%                     | 4,895                                      | 165.13                          | 130.03                          | 108.27                          | 94.92                           | 88.99                           |  |
|  |   | ScanStation Suite 4.3 3yr (100+) Vol Pricing                          | 005114MIU                  | 005114MIU                  | 005114MIU                   | 5,077                                  | 20%                     | 4,062                                      | 137.03                          | 107.90                          | 89.85                           | 78.77                           | 73.85                           |  |
|  |   | ScanStation Suite 4.3 - 4yr - (100+) Volume Pricing                   | 005506MIU                  | 005506MIU                  | 005506MIU                   | 5,507                                  | 20%                     | 4,406                                      | 148.63                          | 117.04                          | 97.46                           | 85.44                           | 80.10                           |  |
|  |   | ScanStation Suite 4.3 5yr (100+) Vol Pricing                          | 005115MIU                  | 005115MIU                  | 005115MIU                   | 5,919                                  | 20%                     | 4,736                                      | 159.76                          | 125.80                          | 104.76                          | 91.84                           | 86.10                           |  |
|  |   | ScanStation Suite 4.3 3yr (150+) Vol Pricing                          | 005116MIU                  | 005116MIU                  | 005116MIU                   | 4,906                                  | 20%                     | 3,925                                      | 132.41                          | 104.26                          | 86.82                           | 76.11                           | 71.36                           |  |
|  |   | ScanStation Suite 4.3 - 4yr - (150+) Volume Pricing                   | 005507MIU                  | 005507MIU                  | 005507MIU                   | 5,322                                  | 20%                     | 4,258                                      | 143.64                          | 113.11                          | 94.18                           | 82.57                           | 77.41                           |  |
|  |   | ScanStation Suite 4.3 5yr (150+) Vol Pricing                          | 005117MIU                  | 005117MIU                  | 005117MIU                   | 5,719                                  | 20%                     | 4,576                                      | 154.37                          | 121.55                          | 101.22                          | 88.74                           | 83.19                           |  |
|  |   | <b>eCopy Image Enhancement Connectors</b>                             |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Image Enhancement Service eCopy 3 yr                                  | 004768MIU                  | 004768MIU                  | 004768MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | Image Enhancement Service eCopy 4 yr                                  | 004769MIU                  | 004769MIU                  | 004769MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | Image Enhancement Service eCopy 5 yr                                  | 004770MIU                  | 004770MIU                  | 004770MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | Barcode Recognition Service eCopy 3 yr                                | 004771MIU                  | 004771MIU                  | 004771MIU                   | 1,081                                  | 20%                     | 865  | 29.18                           | 22.98                           | 19.13                           | 16.77                           | 15.73                           |  |
|  |   | Barcode Recognition Service eCopy 4 yr                                | 004772MIU                  | 004772MIU                  | 004772MIU                   | 1,173                                  | 20%                     | 939  | 31.68                           | 24.94                           | 20.77                           | 18.21                           | 17.07                           |  |
|  |   | Barcode Recognition Service eCopy 5 yr                                | 004773MIU                  | 004773MIU                  | 004773MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | <b>eCopy Paperworks</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Paperworks 5 licenses 3 Yr M&S  | 004846MIU                  | 004846MIU                  | 004846MIU                   | 1,224                                  | 20%                     | 980  | 33.06                           | 26.03                           | 21.68                           | 19.00                           | 17.82                           |  |
|  |   | Paperworks 5 licenses 4 Yr M&S  | 004847MIU                  | 004847MIU                  | 004847MIU                   | 1,367                                  | 20%                     | 1,094                                      | 36.90                           | 29.06                           | 24.20                           | 21.21                           | 19.89                           |  |
|  |   | Paperworks 5 licenses 5 Yr M&S  | 004848MIU                  | 004848MIU                  | 004848MIU                   | 1,510                                  | 20%                     | 1,208                                      | 40.75                           | 32.09                           | 26.72                           | 23.43                           | 21.96                           |  |
|  |   | Paperworks 10 licenses 3 Yr M&S                                       | 004849MIU                  | 004849MIU                  | 004849MIU                   | 2,449                                  | 20%                     | 1,960                                      | 66.12                           | 52.06                           | 43.35                           | 38.01                           | 35.63                           |  |
|  |   | Paperworks 10 licenses 4 Yr M&S                                       | 004850MIU                  | 004850MIU                  | 004850MIU                   | 2,735                                  | 20%                     | 2,188                                      | 73.81                           | 58.12                           | 48.40                           | 42.43                           | 39.78                           |  |

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|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Paperworks 10 licenses 5 Yr M&S   | 004851MIU                  | 004851MIU                  | 004851MIU                   | 3,012                                  | 20%                     | 2,410                                      | 81.30                           | 64.02                           | 53.31                           | 46.73                           | 43.81                           |  |
|  |   | Paperworks 20 licenses 3 Yr M&S   | 004853MIU                  | 004853MIU                  | 004853MIU                   | 4,897                                  | 20%                     | 3,918                                      | 132.17                          | 104.07                          | 86.66                           | 75.98                           | 71.23                           |  |
|  |   | Paperworks 20 licenses 4 Yr M&S   | 004854MIU                  | 004854MIU                  | 004854MIU                   | 5,470                                  | 20%                     | 4,376                                      | 147.62                          | 116.24                          | 96.79                           | 84.86                           | 79.56                           |  |
|  |   | Paperworks 20 licenses 5 Yr M&S   | 004855MIU                  | 004855MIU                  | 004855MIU                   | 6,042                                  | 20%                     | 4,834                                      | 163.07                          | 128.41                          | 106.92                          | 93.74                           | 87.88                           |  |
|  |   | Paperworks Volume Pricing 50-249 3 YR M&S                                   | 004857MIU                  | 004857MIU                  | 004857MIU                   | 206                                    | 20%                     | 165  | 5.57                            | 4.38                            | 3.65                            | 3.20                            | 3.00                            |  |
|  |   | Paperworks Volume Pricing 250-499 3 YR M&S                                  | 004858MIU                  | 004858MIU                  | 004858MIU                   | 193                                    | 20%                     | 155  | 5.23                            | 4.12                            | 3.43                            | 3.01                            | 2.82                            |  |
|  |   | Paperworks Volume Pricing 500-749 3 YR M&S                                  | 004859MIU                  | 004859MIU                  | 004859MIU                   | 179                                    | 20%                     | 144  | 4.86                            | 3.83                            | 3.19                            | 2.79                            | 2.62                            |  |
|  |   | Paperworks Volume Pricing 50-249 4 YR M&S                                   | 004861MIU                  | 004861MIU                  | 004861MIU                   | 230                                    | 20%                     | 184  | 6.21                            | 4.89                            | 4.07                            | 3.57                            | 3.35                            |  |
|  |   | Paperworks Volume Pricing 250-499 4 YR M&S                                  | 004862MIU                  | 004862MIU                  | 004862MIU                   | 215                                    | 20%                     | 172  | 5.80                            | 4.57                            | 3.80                            | 3.34                            | 3.13                            |  |
|  |   | Paperworks Volume Pricing 500-749 4 YR M&S                                  | 004864MIU                  | 004864MIU                  | 004864MIU                   | 200                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | Paperworks Volume Pricing 50-249 5 YR M&S                                   | 004865MIU                  | 004865MIU                  | 004865MIU                   | 247                                    | 20%                     | 198  | 6.68                            | 5.26                            | 4.38                            | 3.84                            | 3.60                            |  |
|  |   | Paperworks Volume Pricing 250-499 5 YR M&S                                  | 004866MIU                  | 004866MIU                  | 004866MIU                   | 238                                    | 20%                     | 238  | 8.03                            | 6.32                            | 5.26                            | 4.62                            | 4.33                            |  |
|  |   | Paperworks Volume Pricing 500-749 5 YR M&S                                  | 004867MIU                  | 004867MIU                  | 004867MIU                   | 220                                    | 20%                     | 176  | 5.94                            | 4.68                            | 3.89                            | 3.41                            | 3.20                            |  |
|  |   | <b>Personal Paperless Document Manager</b>                                  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Personal Paperless Document Manager 5 Seats                                 | 004256MIU                  | 004256MIU                  | 004256MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           | \$250 Annual Plan                                  |
|  |   | Personal Paperless Document Manager 25 Seats                                | 004257MIU                  | 004257MIU                  | 004257MIU                   | 7,125                                  | 20%                     | 5,700                                      | 192.28                          | 151.41                          | 126.08                          | 110.53                          | 103.63                          | \$729 Annual Plan                                  |
|  |   | Personal Paperless Document Manager 50 Seats                                | 004258MIU                  | 004258MIU                  | 004258MIU                   | 13,500                                 | 20%                     | 10,800                                     | 364.33                          | 286.88                          | 238.89                          | 209.43                          | 196.34                          | \$1421 Annual Plan                                 |
|  |   | Personal Paperless Document Manager 100 Seats                               | 004259MIU                  | 004259MIU                  | 004259MIU                   | 25,499                                 | 20%                     | 20,400                                     | 688.17                          | 541.89                          | 451.23                          | 395.60                          | 370.87                          | \$2768 Annual Plan                                 |
|  |   | Personal Paperless Document Manager 250 Seats                               | 004748MIU                  | 004748MIU                  | 004748MIU                   | 59,998                                 | 20%                     | 47,999                                     | 1,619.20                        | 1,275.00                        | 1,061.69                        | 930.80                          | 872.62                          | \$6784 Annual Plan                                 |
|  |   | Personal Paperless Document Manager 500 Seats                               | 004749MIU                  | 004749MIU                  | 004749MIU                   | 112,496                                | 20%                     | 89,997                                     | 3,035.96                        | 2,390.59                        | 1,990.64                        | 1,745.22                        | 1,636.15                        | \$13194 Annual Plan                                |
|  |   | Personal Paperless Document Manager 1000 Seats                              | 004750MIU                  | 004750MIU                  | 004750MIU                   | 209,993                                | 20%                     | 167,995                                    | 5,667.14                        | 4,462.45                        | 3,715.88                        | 3,257.76                        | 3,054.15                        | \$25142 Annual Plan                                |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 5 Seats    | 004751MIU                  | 004751MIU                  | 004751MIU                   | 115                                    |                         | 115  | 3.88                            | 3.05                            | 2.54                            | 2.23                            | 2.09                            |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 25 Seats   | 004752MIU                  | 004752MIU                  | 004752MIU                   | 545                                    |                         | 545  | 18.39                           | 14.48                           | 12.05                           | 10.57                           | 9.91                            |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 50 Seats   | 004753MIU                  | 004753MIU                  | 004753MIU                   | 1,033                                  |                         | 1,033                                      | 34.85                           | 27.44                           | 22.85                           | 20.03                           | 18.78                           |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 100 Seats  | 004754MIU                  | 004754MIU                  | 004754MIU                   | 1,951                                  |                         | 1,951                                      | 65.82                           | 51.82                           | 43.15                           | 37.83                           | 35.47                           |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 250 Seats  | 004755MIU                  | 004755MIU                  | 004755MIU                   | 4,590                                  |                         | 4,590                                      | 154.84                          | 121.92                          | 101.53                          | 89.01                           | 83.45                           |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 500 Seats  | 004756MIU                  | 004756MIU                  | 004756MIU                   | 8,606                                  |                         | 8,606                                      | 290.31                          | 228.60                          | 190.36                          | 166.89                          | 156.46                          |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 1000 Seats | 004757MIU                  | 004757MIU                  | 004757MIU                   | 16,064                                 |                         | 16,064                                     | 541.90                          | 426.71                          | 355.32                          | 311.51                          | 292.04                          |  |
|  |   | To Bring M&S to Date (price per seat)                                       | 005342MIU                  | 005342MIU                  | 005342MIU                   | 1                                      |                         | 1  | 0.03                            | 0.03                            | 0.02                            | 0.02                            | 0.02                            |  |
|  |   | To Take M&S Forward (price per seat)  | 005343MIU                  | 005343MIU                  | 005343MIU                   | 1                                      |                         | 1  | 0.03                            | 0.03                            | 0.02                            | 0.02                            | 0.02                            |  |
|  |   | PaperWorks 5 pack - 1 Yr M&S Add-on   | 005344MIU                  | 005344MIU                  | 005344MIU                   | 143                                    | 20%                     | 115  | 3.88                            | 3.05                            | 2.54                            | 2.23                            | 2.09                            |  |
|  |   | PaperWorks 10 pack - 1 Yr M&S Add-on  | 005345MIU                  | 005345MIU                  | 005345MIU                   | 286                                    | 20%                     | 229  | 7.73                            | 6.08                            | 5.07                            | 4.44                            | 4.16                            |  |
|  |   | PaperWorks 20 pack - 1 Yr M&S Add-on  | 005346MIU                  | 005346MIU                  | 005346MIU                   | 572                                    | 20%                     | 458  | 15.45                           | 12.17                           | 10.13                           | 8.88                            | 8.33                            |  |
|  |   | PaperWorks 50 - 249 Seats - 1 Yr M&S Add-on                                 | 005347MIU                  | 005347MIU                  | 005347MIU                   | 24                                     | 17%                     | 20   | 0.67                            | 0.53                            | 0.44                            | 0.39                            | 0.36                            |  |
|  |   | PaperWorks 250 - 499 Seats - 1 Yr M&S Add-on                                | 005348MIU                  | 005348MIU                  | 005348MIU                   | 23                                     | 17%                     | 19   | 0.64                            | 0.50                            | 0.42                            | 0.37                            | 0.35                            |  |
|  |   | PaperWorks 500 - 749 Seats - 1 Yr M&S Add-on                                | 005349MIU                  | 005349MIU                  | 005349MIU                   | 21                                     | 19%                     | 17   | 0.57                            | 0.45                            | 0.38                            | 0.33                            | 0.31                            |  |
|  |   | PPDM 1 Seat License   | 005636MIU                  | 005636MIU                  | 005636MIU                   | 350                                    | 20%                     | 280  | 9.45                            | 7.44                            | 6.19                            | 5.43                            | 5.09                            |  |
|  |   | 1 Year Maintenance & Support Personal Paperless Document Manager 1000 Seats | 005651MIU                  | 005651MIU                  | 005651MIU                   | 30                                     | 3%                      | 29   | 0.98                            | 0.77                            | 0.64                            | 0.56                            | 0.53                            |  |
|  |   | <b>Scan Router</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | <ScanRouter EX Professional (V3)  | 002692MIU                  | 002692MIU                  | 002692MIU                   | 1,800                                  | 20%                     | 1,440                                      | 48.58                           | 38.25                           | 31.85                           | 27.92                           | 26.18                           | \$400 Annual Plan                                  |
|  |   | <ScanRouter EX Enterprise (V3)  | 002695MIU                  | 002695MIU                  | 002695MIU                   | 5,995                                  | 20%                     | 4,796                                      | 161.79                          | 127.40                          | 106.08                          | 93.00                           | 87.19                           | \$595 Annual Plan                                  |
|  |   | <DeskTopBinder Professional (V3)  | 002691MIU                  | 002691MIU                  | 002691MIU                   | 150                                    |                         | 150  | 5.06                            | 3.98                            | 3.32                            | 2.91                            | 2.73                            | \$75 Annual Plan                                   |
|  |   | <DeskTopBinder 10-User Package (V3)   | 002698MIU                  | 002698MIU                  | 002698MIU                   | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           | \$195 Annual Plan                                  |
|  |   | <ScanRouter EX Pro/DeskTopBinder Pro Bundle (V3)                            | 002178MIU                  | 002178MIU                  | 002178MIU                   | 1,800                                  | 20%                     | 1,440                                      | 48.58                           | 38.25                           | 31.85                           | 27.92                           | 26.18                           | \$250 Annual Plan                                  |
|  |   | <b>GlobalScan NX Office Edition (Note- Business Server Required)</b>        |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | GlobalScan NX OE 1 MFP Promotional Package                                  | 420394                     | 420394                     | 420394                      | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | GlobalScan NX Business Server   | 420319                     | 420319                     | 420319                      | 1,700                                  | 20%                     | 1,360                                      | 45.88                           | 36.13                           | 30.08                           | 26.37                           | 24.72                           | \$425 Annual Plan                                  |
|  |   | GlobalScan NX 1MFP  | 420311                     | 420311                     | 420311                      | 600                                    | 20%                     | 480  | 16.19                           | 12.75                           | 10.62                           | 9.31                            | 8.73                            | \$350 Annual Plan                                  |
|  |   | GlobalScan NX 5 MFP   | 420312                     | 420312                     | 420312                      | 2,850                                  | 20%                     | 2,280                                      | 76.91                           | 60.56                           | 50.43                           | 44.21                           | 41.45                           | \$500 Annual Plan                                  |
|  |   | GlobalScan NX 15 MFP  | 420313                     | 420313                     | 420313                      | 7,200                                  | 20%                     | 5,760                                      | 194.31                          | 153.00                          | 127.41                          | 111.70                          | 104.72                          | \$725 Annual Plan                                  |
|  |   | GlobalScan NX 25 MFP  | 420314                     | 420314                     | 420314                      | 10,500                                 | 20%                     | 8,400                                      | 283.37                          | 223.13                          | 185.80                          | 162.89                          | 152.71                          | \$1250 Annual Plan                                 |
|  |   | GlobalScan NX 50 MFP  | 420323                     | 420323                     | 420323                      | 19,500                                 | 20%                     | 15,600                                     | 526.25                          | 414.38                          | 345.06                          | 302.52                          | 283.61                          | \$1500 Annual Plan                                 |
|  |   | GlobalScan NX 100 MFP   | 420315                     | 420315                     | 420315                      | 36,000                                 | 20%                     | 28,800                                     | 971.54                          | 765.01                          | 637.03                          | 558.49                          | 523.58                          | \$2000 Annual Plan                                 |
|  |   | GlobalScan NX 150 MFP   | 420316                     | 420316                     | 420316                      | 49,500                                 | 20%                     | 39,600                                     | 1,335.87                        | 1,051.89                        | 875.91                          | 767.92                          | 719.93                          | \$2500 Annual Plan                                 |
|  |   | GlobalScan NX 200 MFP   | 420317                     | 420317                     | 420317                      | 60,000                                 | 20%                     | 48,000                                     | 1,619.23                        | 1,275.02                        | 1,061.71                        | 930.82                          | 872.64                          | \$3000 Annual Plan                                 |
|  |   | GlobalScan NX 250 MFP   | 420318                     | 420318                     | 420318                      | 75,000                                 | 20%                     | 60,000                                     | 2,024.04                        | 1,593.78                        | 1,327.14                        | 1,163.52                        | 1,090.80                        | \$3500 Annual Plan                                 |
|  |   | GlobalScan NX Kerberos Option   | 420321                     | 420321                     | 420321                      | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           | \$250 Annual Plan                                  |
|  |   | GlobalScan NX Failover Option   | 420322                     | 420322                     | 420322                      | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           | \$250 Annual Plan                                  |
|  |   | GlobalScan NX RightFax Plug-In for Business Server                          | 420377                     | 420377                     | 420377                      | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           |  |
|  |   | GlobalScan NX Barcode Plug-in Server 32                                     | 420395                     | 420395                     | 420395                      | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           |  |
|  |   | GlobalScan NX Barcode Plug-in Server 750                                    | 420396                     | 420396                     | 420396                      | 3,800                                  | 20%                     | 3,040                                      | 102.55                          | 80.75                           | 67.24                           | 58.95                           | 55.27                           |  |
|  |   | GlobalScan NX MS SharePoint Server 32 Plug-in                               | 420422                     | 420422                     | 420422                      | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           |  |
|  |   | GlobalScan NX MS SharePoint Server 750 Plug-in                              | 420423                     | 420423                     | 420423                      | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |

# RICOH SAVIN LANIER

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| <b>GlobalScan NX Serverless Edition - (NOTE: No Server Required)</b>                                   |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | GlobalScan NX 1MFP  | 420311                     | 420311                     | 420311                      | 600                                    | 20%                     | 480  | 16.19                           | 12.75                           | 10.62                           | 9.31                            | 8.73                            | \$350 Annual Plan                                  |
|  |   | GlobalScan NX 5 MFP   | 420312                     | 420312                     | 420312                      | 2,850                                  | 20%                     | 2,280                                      | 76.91                           | 60.56                           | 50.43                           | 44.21                           | 41.45                           | \$500 Annual Plan                                  |
|  |   | GlobalScan NX 15 MFP  | 420313                     | 420313                     | 420313                      | 7,200                                  | 20%                     | 5,760                                      | 194.31                          | 153.00                          | 127.41                          | 111.70                          | 104.72                          | \$725 Annual Plan                                  |
|  |   | GlobalScan NX 25 MFP  | 420314                     | 420314                     | 420314                      | 10,500                                 | 20%                     | 8,400                                      | 283.37                          | 223.13                          | 185.80                          | 162.89                          | 152.71                          | \$1250 Annual Plan                                 |
|  |   | GlobalScan NX 50 MFP  | 420323                     | 420323                     | 420323                      | 19,500                                 | 20%                     | 15,600                                     | 526.25                          | 414.38                          | 345.06                          | 302.52                          | 283.61                          | \$1500 Annual Plan                                 |
|  |   | GlobalScan NX 100 MFP   | 420315                     | 420315                     | 420315                      | 36,000                                 | 20%                     | 28,800                                     | 971.54                          | 765.01                          | 637.03                          | 558.49                          | 523.58                          | \$2000 Annual Plan                                 |
|  |   | GlobalScan NX 150 MFP   | 420316                     | 420316                     | 420316                      | 49,500                                 | 20%                     | 39,600                                     | 1,335.87                        | 1,051.89                        | 875.91                          | 767.92                          | 719.93                          | \$2500 Annual Plan                                 |
|  |   | GlobalScan NX 200 MFP   | 420317                     | 420317                     | 420317                      | 60,000                                 | 20%                     | 48,000                                     | 1,619.23                        | 1,275.02                        | 1,061.71                        | 930.82                          | 872.64                          | \$3000 Annual Plan                                 |
|  |   | GlobalScan NX 250 MFP   | 420318                     | 420318                     | 420318                      | 75,000                                 | 20%                     | 60,000                                     | 2,024.04                        | 1,593.78                        | 1,327.14                        | 1,163.52                        | 1,090.80                        | \$3500 Annual Plan                                 |
| <b>GlobalScan NX ScanRouter/GlobalScan v1.X, 2.x, &amp; 3.x Upgrade. (NOTE: Server Upgrade May Be)</b> |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | GlobalScan NX Business Server Upgrade                                 | 420324                     | 420324                     | 420324                      | 1,020                                  | 20%                     | 816  | 27.53                           | 21.68                           | 18.05                           | 15.82                           | 14.83                           | \$250 Annual Plan                                  |
|  |   | GlobalScan NX 1 MFP Upgrade   | 420325                     | 420325                     | 420325                      | 360                                    | 20%                     | 288  | 9.72                            | 7.65                            | 6.37                            | 5.58                            | 5.24                            | \$150 Annual Plan                                  |
|  |   | GlobalScan NX 5 MFP Upgrade   | 420326                     | 420326                     | 420326                      | 1,710                                  | 20%                     | 1,368                                      | 46.15                           | 36.34                           | 30.26                           | 26.53                           | 24.87                           | \$425 Annual Plan                                  |
|  |   | GlobalScan NX 15 MFP Upgrade  | 420327                     | 420327                     | 420327                      | 4,320                                  | 20%                     | 3,456                                      | 116.58                          | 91.80                           | 76.44                           | 67.02                           | 62.83                           | \$725 Annual Plan                                  |
|  |   | GlobalScan NX 25 MFP Upgrade  | 420328                     | 420328                     | 420328                      | 6,300                                  | 20%                     | 5,040                                      | 170.02                          | 133.88                          | 111.48                          | 97.74                           | 91.63                           | \$950 Annual Plan                                  |
|  |   | GlobalScan NX 50 MFP Upgrade  | 420329                     | 420329                     | 420329                      | 11,700                                 | 20%                     | 9,360                                      | 315.75                          | 248.63                          | 207.03                          | 181.51                          | 170.16                          | \$1365 Annual Plan                                 |
|  |   | GlobalScan NX 100 MFP Upgrade   | 420330                     | 420330                     | 420330                      | 21,600                                 | 20%                     | 17,280                                     | 582.92                          | 459.01                          | 382.22                          | 335.09                          | 314.15                          | \$2500 Annual Plan                                 |
|  |   | GlobalScan NX 150 MFP Upgrade   | 420331                     | 420331                     | 420331                      | 29,700                                 | 20%                     | 23,760                                     | 801.52                          | 631.14                          | 525.55                          | 460.75                          | 431.96                          | \$3500 Annual Plan                                 |
|  |   | GlobalScan NX 200 MFP Upgrade   | 420332                     | 420332                     | 420332                      | 36,000                                 | 20%                     | 28,800                                     | 971.54                          | 765.01                          | 637.03                          | 558.49                          | 523.58                          | \$4200 Annual Plan                                 |
|  |   | GlobalScan NX 250 MFP Upgrade   | 420333                     | 420333                     | 420333                      | 45,000                                 | 20%                     | 36,000                                     | 1,214.42                        | 956.27                          | 796.28                          | 698.11                          | 654.48                          | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 1 MFP Pack 1 Yr M&S Add-on                              | 005808MIU                  | 005808MIU                  | 005808MIU                   | 96                                     | 20%                     | 77   | 2.60                            | 2.05                            | 1.70                            | 1.49                            | 1.40                            | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 5 MFP Pack 1 Yr M&S Add-on                              | 005809MIU                  | 005809MIU                  | 005809MIU                   | 456                                    | 20%                     | 365  | 12.31                           | 9.70                            | 8.07                            | 7.08                            | 6.64                            | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 15 MFP Pack 1 Yr M&S Add-on                             | 005810MIU                  | 005810MIU                  | 005810MIU                   | 1,152                                  | 20%                     | 922  | 31.10                           | 24.49                           | 20.39                           | 17.88                           | 16.76                           | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 25 MFP Pack 1 Yr M&S Add-on                             | 005811MIU                  | 005811MIU                  | 005811MIU                   | 1,680                                  | 20%                     | 1,344                                      | 45.34                           | 35.70                           | 29.73                           | 26.06                           | 24.43                           | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 50 MFP Pack 1 Yr M&S Add-on                             | 005812MIU                  | 005812MIU                  | 005812MIU                   | 3,120                                  | 20%                     | 2,496                                      | 84.20                           | 66.30                           | 55.21                           | 48.40                           | 45.38                           | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 100 MFP Pack 1 Yr M&S Add-on                            | 005813MIU                  | 005813MIU                  | 005813MIU                   | 5,400                                  | 20%                     | 4,320                                      | 145.73                          | 114.75                          | 95.55                           | 83.77                           | 78.54                           | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 150 MFP Pack 1 Yr M&S Add-on                            | 005814MIU                  | 005814MIU                  | 005814MIU                   | 7,425                                  | 20%                     | 5,940                                      | 200.38                          | 157.78                          | 131.39                          | 115.19                          | 107.99                          | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 200 MFP Pack 1 Yr M&S Add-on                            | 005815MIU                  | 005815MIU                  | 005815MIU                   | 9,000                                  | 20%                     | 7,200                                      | 242.88                          | 191.25                          | 159.26                          | 139.62                          | 130.90                          | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 250 MFP Pack 1 Yr M&S Add-on                            | 005816MIU                  | 005816MIU                  | 005816MIU                   | 11,250                                 | 20%                     | 9,000                                      | 303.61                          | 239.07                          | 199.07                          | 174.53                          | 163.62                          | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 500 MFP Pack 1 Yr M&S Add-on                            | 005817MIU                  | 005817MIU                  | 005817MIU                   | 20,250                                 | 20%                     | 16,200                                     | 546.49                          | 430.32                          | 358.33                          | 314.15                          | 294.52                          | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX 750 MFP Pack 1 Yr M&S Add-on                            | 005818MIU                  | 005818MIU                  | 005818MIU                   | 29,250                                 | 20%                     | 23,400                                     | 789.38                          | 621.57                          | 517.58                          | 453.77                          | 425.41                          | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX Server 32 1 Yr M&S Add-on                               | 005819MIU                  | 005819MIU                  | 005819MIU                   | 272                                    | 20%                     | 218  | 7.35                            | 5.79                            | 4.82                            | 4.23                            | 3.96                            | \$5200 Annual Plan                                 |
|  |   | GlobalScan NX Server 750 1 Yr M&S Add-on                              | 005820MIU                  | 005820MIU                  | 005820MIU                   | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 Kerberos Plug-in 1 Yr M&S Add-on                      | 005821MIU                  | 005821MIU                  | 005821MIU                   | 160                                    | 20%                     | 128  | 4.32                            | 3.40                            | 2.83                            | 2.48                            | 2.33                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 Failover Plug-in 1 Yr M&S Add-on                      | 005822MIU                  | 005822MIU                  | 005822MIU                   | 192                                    | 20%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 RightFAX Plug-in 1 Yr M&S Add-on                      | 005823MIU                  | 005823MIU                  | 005823MIU                   | 192                                    | 20%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 Barcode Plug-in 1 Yr M&S Add-on                       | 005824MIU                  | 005824MIU                  | 005824MIU                   | 192                                    | 20%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 SharePoint Plug-in 1 Yr M&S Add-on                    | 005825MIU                  | 005825MIU                  | 005825MIU                   | 192                                    | 20%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 Hotfolder Plug-in 1 Yr M&S Add-on                     | 005826MIU                  | 005826MIU                  | 005826MIU                   | 192                                    | 20%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 32 Document Mail Plug-in 1 Yr M&S Add-on                 | 005827MIU                  | 005827MIU                  | 005827MIU                   | 192                                    | 20%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 750 RightFAX Plug-in 1 Yr M&S Add-on                     | 005828MIU                  | 005828MIU                  | 005828MIU                   | 320                                    | 20%                     | 256  | 8.64                            | 6.80                            | 5.66                            | 4.96                            | 4.65                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 750 Barcode Plug-in 1 Yr M&S Add-on                      | 005829MIU                  | 005829MIU                  | 005829MIU                   | 608                                    | 20%                     | 487  | 16.43                           | 12.94                           | 10.77                           | 9.44                            | 8.85                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 750 SharePoint Plug-in 1 Yr M&S Add-on                   | 005830MIU                  | 005830MIU                  | 005830MIU                   | 320                                    | 20%                     | 256  | 8.64                            | 6.80                            | 5.66                            | 4.96                            | 4.65                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 750 Hotfolder Plug-in 1 Yr M&S Add-on                    | 005831MIU                  | 005831MIU                  | 005831MIU                   | 320                                    | 20%                     | 256  | 8.64                            | 6.80                            | 5.66                            | 4.96                            | 4.65                            | \$5200 Annual Plan                                 |
|  |   | GS NX Server 750 Doc Mail Plug-in 1 Yr M&S Add-on                     | 005832MIU                  | 005832MIU                  | 005832MIU                   | 320                                    | 20%                     | 256  | 8.64                            | 6.80                            | 5.66                            | 4.96                            | 4.65                            | \$5200 Annual Plan                                 |
|  |   | GS NX Serverless Kerberos Plug-in 1 Yr M&S Add-on                     | 005833MIU                  | 005833MIU                  | 005833MIU                   | 160                                    | 20%                     | 128  | 4.32                            | 3.40                            | 2.83                            | 2.48                            | 2.33                            | \$5200 Annual Plan                                 |
|  |   | GS NX Serverless Doc Mail Plug-in 1 Yr M&S Add-on                     | 005834MIU                  | 005834MIU                  | 005834MIU                   | 120                                    | 17%                     | 100  | 0.34                            | 0.27                            | 0.22                            | 0.19                            | 0.18                            | \$5200 Annual Plan                                 |
| <b>GlobalScan NX v1.3.3</b>  |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | GlobalScan NX Server 750  | 420320                     | 420320                     | 420320                      | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          | \$750 Annual Plan                                  |
|  |   | GlobalScan NX Additional Server 750                                   | 420337                     | 420337                     | 420337                      | 5,500                                  | 20%                     | 4,400                                      | 148.43                          | 116.88                          | 97.32                           | 85.32                           | 79.99                           | \$550 Annual Plan                                  |
|  |   | GlobalScan NX Server 750 Upgrade                                      | 420338                     | 420338                     | 420338                      | 4,500                                  | 20%                     | 3,600                                      | 121.44                          | 95.63                           | 79.63                           | 69.81                           | 65.45                           | \$450 Annual Plan                                  |
|  |   | GlobalScan NX Additional Server 750 Upgrade                           | 420339                     | 420339                     | 420339                      | 3,300                                  | 20%                     | 2,640                                      | 89.06                           | 70.13                           | 58.39                           | 51.19                           | 48.00                           | \$330 Annual Plan                                  |
|  |   | GlobalScan NX 500 MFP License   | 420474                     | 420474                     | 420474                      | 135,000                                | 20%                     | 108,000                                    | 3,643.27                        | 2,868.80                        | 2,388.85                        | 2,094.34                        | 1,963.44                        | \$9000 Annual Plan                                 |
|  |   | GlobalScan NX 750 MFP License   | 420476                     | 420476                     | 420476                      | 195,000                                | 20%                     | 156,000                                    | 5,262.50                        | 4,143.83                        | 3,450.56                        | 3,025.15                        | 2,836.08                        | \$14500 Annual Plan                                |
|  |   | GlobalScan NX Hotfolder Plug-in Server 750                            | 420456                     | 420456                     | 420456                      | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           | \$900 Annual Plan                                  |
|  |   | GlobalScan NX Hotfolder Plug-in Server 32                             | 420455                     | 420455                     | 420455                      | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           | \$500 Annual Plan                                  |
|  |   | GlobalScan NX DM Plug-Server 750                                      | 420453                     | 420453                     | 420453                      | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           | \$900 Annual Plan                                  |
|  |   | GlobalScan NX DM Plug-in Server 32                                    | 420452                     | 420452                     | 420452                      | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           | \$500 Annual Plan                                  |
|  |   | GlobalScan NX DM Plug-in for Serverless                               | 420454                     | 420454                     | 420454                      | 75                                     | 20%                     | 60   | 2.02                            | 1.59                            | 1.33                            | 1.16                            | 1.09                            | \$100 Annual Plan                                  |
| <b>GlobalScan</b>  |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | GS Serverless 1 Client  | 003049MIU                  | 003049MIU                  | 003049MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           | \$100 Annual Plan                                  |
|  |   | GS Serverless 5 Client  | 003050MIU                  | 003050MIU                  | 003050MIU                   | 2,495                                  | 20%                     | 1,996                                      | 67.33                           | 53.02                           | 44.15                           | 38.71                           | 36.29                           | \$300 Annual Plan                                  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
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Schedule B to

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | GS Serverless 10 Client   | 003051MIU                  | 003051MIU                  | 003051MIU                   | 4,495                                  | 20%                     | 3,596                                      | 121.31                          | 95.52                           | 79.54                           | 69.73                           | 65.38                           |  |
|  |   | GS Serverless 25 Client   | 003052MIU                  | 003052MIU                  | 003052MIU                   | 9,995                                  | 20%                     | 7,996                                      | 269.74                          | 212.40                          | 176.86                          | 156.06                          | 145.37                          |  |
|  |   | GS Serverless 50 Client   | 003053MIU                  | 003053MIU                  | 003053MIU                   | 15,995                                 | 20%                     | 12,796                                     | 431.66                          | 339.90                          | 283.03                          | 248.14                          | 232.63                          |  |
|  |   | GS Serverless 100 Client  | 003054MIU                  | 003054MIU                  | 003054MIU                   | 19,995                                 | 20%                     | 15,996                                     | 539.61                          | 424.90                          | 353.82                          | 310.19                          | 290.81                          |  |
|  |   | GS Serverless 150 Client  | 003055MIU                  | 003055MIU                  | 003055MIU                   | 23,995                                 | 20%                     | 19,196                                     | 647.56                          | 509.90                          | 424.60                          | 372.25                          | 348.98                          |  |
|  |   | GS Serverless 200 Client  | 003056MIU                  | 003056MIU                  | 003056MIU                   | 27,995                                 | 20%                     | 22,396                                     | 755.51                          | 594.90                          | 495.38                          | 434.30                          | 407.16                          |  |
|  |   | GS Serverless 250 Client  | 003057MIU                  | 003057MIU                  | 003057MIU                   | 29,995                                 | 20%                     | 23,996                                     | 809.48                          | 637.41                          | 530.77                          | 465.33                          | 436.25                          |  |
|  |   | GSK Serverless 1 Client   | 002885MIU                  | 002885MIU                  | 002885MIU                   | 750                                    | 20%                     | 600  | 20.24                           | 15.94                           | 13.27                           | 11.64                           | 10.91                           |  |
|  |   | GSK Serverless 5 Client   | 003042MIU                  | 003042MIU                  | 003042MIU                   | 3,250                                  | 20%                     | 2,600                                      | 87.71                           | 69.06                           | 57.51                           | 50.42                           | 47.27                           |  |
|  |   | GSK Serverless 10 Client  | 003043MIU                  | 003043MIU                  | 003043MIU                   | 5,495                                  | 20%                     | 4,396                                      | 148.29                          | 116.77                          | 97.24                           | 85.25                           | 79.92                           |  |
|  |   | GSK Serverless 25 Client  | 003058MIU                  | 003058MIU                  | 003058MIU                   | 19,995                                 | 20%                     | 15,996                                     | 539.61                          | 424.90                          | 353.82                          | 310.19                          | 290.81                          |  |
|  |   | GSK Serverless 50 Client  | 003044MIU                  | 003044MIU                  | 003044MIU                   | 18,995                                 | 20%                     | 15,196                                     | 512.62                          | 403.65                          | 336.12                          | 294.68                          | 276.26                          |  |
|  |   | GSK Serverless 100 Client   | 003045MIU                  | 003045MIU                  | 003045MIU                   | 25,995                                 | 20%                     | 20,796                                     | 701.53                          | 552.40                          | 459.99                          | 403.28                          | 378.07                          |  |
|  |   | GSK Serverless 150 Client   | 003046MIU                  | 003046MIU                  | 003046MIU                   | 29,995                                 | 20%                     | 23,996                                     | 809.48                          | 637.41                          | 530.77                          | 465.33                          | 436.25                          |  |
|  |   | GSK Serverless 200 Client   | 003047MIU                  | 003047MIU                  | 003047MIU                   | 30,995                                 | 20%                     | 24,796                                     | 836.47                          | 658.66                          | 548.46                          | 480.84                          | 450.79                          |  |
|  |   | GSK Serverless 250 Client   | 003048MIU                  | 003048MIU                  | 003048MIU                   | 34,995                                 | 20%                     | 27,596                                     | 930.92                          | 733.03                          | 610.40                          | 535.14                          | 501.70                          |  |
|  |   | GlobalScan (30) 1Yr Support   | 002463MIU                  | 002463MIU                  | 002463MIU                   | 2,195                                  | 20%                     | 1,756                                      | 59.24                           | 46.64                           | 38.84                           | 34.05                           | 31.92                           |  |
|  |   | GlobalScan (31-100) 1Yr Support                                       | 002464MIU                  | 002464MIU                  | 002464MIU                   | 5,899                                  | 20%                     | 4,720                                      | 159.22                          | 125.38                          | 104.40                          | 91.53                           | 85.81                           |  |
|  |   | GlobalScan (150) 1Yr Support  | 002465MIU                  | 002465MIU                  | 002465MIU                   | 7,159                                  | 20%                     | 5,728                                      | 193.23                          | 152.15                          | 126.70                          | 111.08                          | 104.14                          |  |
|  |   | GlobalScan (200) 1Yr Support  | 002466MIU                  | 002466MIU                  | 002466MIU                   | 8,459                                  | 20%                     | 6,768                                      | 228.31                          | 179.78                          | 149.70                          | 131.25                          | 123.04                          |  |
|  |   | GlobalScan (200) 4Yr Support  | 002476MIU                  | 002476MIU                  | 002476MIU                   | 27,915                                 | 20%                     | 22,332                                     | 753.35                          | 593.20                          | 493.96                          | 433.06                          | 406.00                          |  |
|  |   | GlobalScan Z1 OnSite Install  | 002483MIU                  | 002483MIU                  | 002483MIU                   | 3,834                                  | 20%                     | 3,068                                      | 103.50                          | 81.50                           | 67.86                           | 59.49                           | 55.78                           |  |
|  |   | GlobalScan ZETPZ 1 Yr Support   | 002486MIU                  | 002486MIU                  | 002486MIU                   | 19,200                                 | 20%                     | 15,360                                     | 518.15                          | 408.01                          | 339.75                          | 297.86                          | 279.24                          |  |
|  |   | GlobalScan (1-30) 3 Yr Support  | 002468MIU                  | 002468MIU                  | 002468MIU                   | 5,937                                  | 20%                     | 4,750                                      | 160.24                          | 126.17                          | 105.07                          | 92.11                           | 86.36                           |  |
|  |   | GlobalScan (31-100) 3Yr Support                                       | 002469MIU                  | 002469MIU                  | 002469MIU                   | 15,927                                 | 20%                     | 12,742                                     | 429.84                          | 338.47                          | 281.84                          | 247.09                          | 231.65                          |  |
|  |   | GlobalScan (150) 3Yr Support  | 002470MIU                  | 002470MIU                  | 002470MIU                   | 19,329                                 | 20%                     | 15,464                                     | 521.66                          | 410.77                          | 342.05                          | 298.88                          | 281.14                          |  |
|  |   | GlobalScan (200) 3Yr Support  | 002471MIU                  | 002471MIU                  | 002471MIU                   | 22,839                                 | 20%                     | 18,272                                     | 616.39                          | 485.36                          | 404.16                          | 354.33                          | 332.18                          |  |
|  |   | GlobalScan (250) 3Yr Support  | 002472MIU                  | 002472MIU                  | 002472MIU                   | 26,348                                 | 16%                     | 22,085                                     | 745.02                          | 586.64                          | 488.50                          | 425.27                          | 401.51                          |  |
|  |   | GlobalScan Z2 OnSite Install  | 002484MIU                  | 002484MIU                  | 002484MIU                   | 4,334                                  | 20%                     | 3,468                                      | 116.99                          | 92.12                           | 76.71                           | 67.25                           | 63.05                           |  |
|  |   | GlobalScan ETPZ 3 Yr Support  | 002487MIU                  | 002487MIU                  | 002487MIU                   | 51,840                                 | 20%                     | 41,472                                     | 1,399.02                        | 1,101.62                        | 917.32                          | 804.23                          | 753.96                          |  |
|  |   | GlobalScan (1-30) 4 Yr Support  | 002473MIU                  | 002473MIU                  | 002473MIU                   | 7,301                                  | 20%                     | 5,841                                      | 197.04                          | 155.15                          | 129.20                          | 113.27                          | 106.19                          |  |
|  |   | GlobalScan (31-100) 4Yr Support                                       | 002474MIU                  | 002474MIU                  | 002474MIU                   | 19,467                                 | 20%                     | 15,574                                     | 525.37                          | 413.69                          | 344.48                          | 302.01                          | 283.14                          |  |
|  |   | GlobalScan (150) 4Yr Support  | 002475MIU                  | 002475MIU                  | 002475MIU                   | 23,625                                 | 16%                     | 19,915                                     | 671.81                          | 529.00                          | 440.50                          | 386.19                          | 362.05                          |  |
|  |   | GlobalScan (200) 4Yr Support  | 002476MIU                  | 002476MIU                  | 002476MIU                   | 27,915                                 | 20%                     | 22,332                                     | 753.35                          | 593.20                          | 493.96                          | 433.06                          | 406.00                          |  |
|  |   | GlobalScan (250) 4Yr Support  | 002477MIU                  | 002477MIU                  | 002477MIU                   | 32,205                                 | 18%                     | 26,334                                     | 888.35                          | 699.51                          | 582.48                          | 510.67                          | 478.75                          |  |
|  |   | GlobalScan Z3 OnSite Install  | 002485MIU                  | 002485MIU                  | 002485MIU                   | 5,027                                  | 20%                     | 4,022                                      | 135.68                          | 106.84                          | 88.96                           | 77.99                           | 73.12                           |  |
|  |   | GlobalScan ETPZ 4Yr Support   | 002488MIU                  | 002488MIU                  | 002488MIU                   | 63,360                                 | 20%                     | 50,688                                     | 1,709.91                        | 1,346.43                        | 1,121.17                        | 982.94                          | 921.51                          |  |
|  |   | GlobalScan (1-30) 5 Yr Support  | 002478MIU                  | 002478MIU                  | 002478MIU                   | 8,246                                  | 20%                     | 6,597                                      | 222.54                          | 175.24                          | 145.92                          | 127.93                          | 119.93                          |  |
|  |   | GlobalScan (31-100) 5Yr Support                                       | 002479MIU                  | 002479MIU                  | 002479MIU                   | 22,121                                 | 17%                     | 18,321                                     | 618.04                          | 486.66                          | 405.24                          | 355.28                          | 333.08                          |  |
|  |   | GlobalScan (150) 5Yr Support  | 002480MIU                  | 002480MIU                  | 002480MIU                   | 26,846                                 | 17%                     | 22,325                                     | 753.11                          | 593.02                          | 493.81                          | 432.93                          | 405.87                          |  |
|  |   | GlobalScan (200) 5Yr Support  | 002481MIU                  | 002481MIU                  | 002481MIU                   | 31,721                                 | 19%                     | 25,767                                     | 869.22                          | 684.45                          | 569.94                          | 499.67                          | 468.44                          |  |
|  |   | GlobalScan (250) 5Yr Support  | 002482MIU                  | 002482MIU                  | 002482MIU                   | 36,596                                 | 18%                     | 29,996                                     | 1,011.89                        | 796.78                          | 663.48                          | 581.68                          | 545.33                          |  |
|  |   | GlobalScan ETPZ 5Yr Support   | 002489MIU                  | 002489MIU                  | 002489MIU                   | 72,000                                 | 20%                     | 57,600                                     | 1,943.08                        | 1,530.03                        | 1,274.05                        | 1,116.98                        | 1,047.17                        |  |
|  |   | [GlobalScan One v3 (limited)]   | 003066MIU                  | 003066MIU                  | 003066MIU                   | 1,995                                  | 20%                     | 1,596                                      | 53.84                           | 42.39                           | 35.30                           | 30.95                           | 29.02                           | \$500 Annual Plan                                  |
|  |   | [GlobalScan Demoroom v3 (limited)]                                    | 003065MIU                  | 003065MIU                  | 003065MIU                   | NA                                     | #DIV/0!                 | 1,103                                      | 37.21                           | 29.30                           | 24.40                           | 21.39                           | 20.05                           | \$750 Annual Plan                                  |
|  |   | [GlobalScan 5 v3 (limited)]   | 003067MIU                  | 003067MIU                  | 003067MIU                   | 4,995                                  | 20%                     | 3,996                                      | 134.80                          | 106.15                          | 88.39                           | 77.49                           | 72.65                           | \$750 Annual Plan                                  |
|  |   | [GlobalScan 25 v3 (limited)]  | 003068MIU                  | 003068MIU                  | 003068MIU                   | 10,995                                 | 20%                     | 8,796                                      | 296.72                          | 233.65                          | 194.56                          | 170.57                          | 159.91                          | \$1500 Annual Plan                                 |
|  |   | GlobalScan 100 v3   | 003069MIU                  | 003069MIU                  | 003069MIU                   | 29,495                                 | 20%                     | 23,596                                     | 795.99                          | 626.78                          | 521.92                          | 457.57                          | 428.98                          | \$2000 Annual Plan                                 |
|  |   | [GlobalScan 5 MFP Upgrade v3 (limited)]                               | 003073MIU                  | 003073MIU                  | 003073MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | [Global Scan RightFax Plug-in v3 (limited)]                           | 003074MIU                  | 003074MIU                  | 003074MIU                   | 1,995                                  | 20%                     | 1,596                                      | 53.84                           | 42.39                           | 35.30                           | 30.95                           | 29.02                           |  |
|  |   | GlobalScan 150 v3   | 003070MIU                  | 003070MIU                  | 003070MIU                   | 35,795                                 | 20%                     | 28,636                                     | 966.01                          | 760.66                          | 633.40                          | 555.31                          | 520.60                          | \$2500 Annual Plan                                 |
|  |   | [GlobalScan 200 v3 (limited)]   | 003071MIU                  | 003071MIU                  | 003071MIU                   | 42,295                                 | 20%                     | 33,836                                     | 1,141.42                        | 898.79                          | 748.42                          | 656.15                          | 615.14                          | \$3000 Annual Plan                                 |
|  |   | [GlobalScan 250 v3 (limited)]   | 003072MIU                  | 003072MIU                  | 003072MIU                   | 48,795                                 | 20%                     | 39,036                                     | 1,316.84                        | 1,036.91                        | 863.44                          | 756.99                          | 709.67                          | \$3500 Annual Plan                                 |
|  |   | [Desktop Capture for Productivity Pack (limited)]                     | 003598MIU                  | 003598MIU                  | 003598MIU                   | 117                                    | 20%                     | 99   | 3.34                            | 2.63                            | 2.19                            | 1.92                            | 1.80                            |  |
|  |   | [GlobalScan 5 Failover v3.1 (limited)]                                | 003075MIU                  | 003075MIU                  | 003075MIU                   | 5,695                                  | 20%                     | 4,556                                      | 153.69                          | 121.02                          | 100.77                          | 88.35                           | 82.83                           | \$1500 Annual Plan                                 |
|  |   | [GlobalScan 25 Failover v3.1 (limited)]                               | 003076MIU                  | 003076MIU                  | 003076MIU                   | 11,995                                 | 20%                     | 9,596                                      | 323.71                          | 254.90                          | 212.25                          | 186.09                          | 174.46                          | \$3000 Annual Plan                                 |
|  |   | [GlobalScan 100 Failover v3.1 (limited)]                              | 003077MIU                  | 003077MIU                  | 003077MIU                   | 31,495                                 | 20%                     | 25,196                                     | 849.96                          | 669.28                          | 557.31                          | 488.60                          | 458.06                          | \$4000 Annual Plan                                 |
|  |   | [GlobalScan 150 Failover v3.1 (limited)]                              | 003078MIU                  | 003078MIU                  | 003078MIU                   | 38,795                                 | 20%                     | 31,036                                     | 1,046.97                        | 824.41                          | 686.49                          | 601.85                          | 564.23                          | \$5000 Annual Plan                                 |
|  |   | [GlobalScan 200 Failover v3.1 (limited)]                              | 003079MIU                  | 003079MIU                  | 003079MIU                   | 46,295                                 | 20%                     | 37,036                                     | 1,249.37                        | 983.79                          | 819.20                          | 718.20                          | 673.31                          | \$6000 Annual Plan                                 |
|  |   | [GlobalScan 250 Failover v3.1 (limited)]                              | 003080MIU                  | 003080MIU                  | 003080MIU                   | 53,795                                 | 20%                     | 43,036                                     | 1,451.78                        | 1,143.17                        | 951.91                          | 834.55                          | 762.39                          | \$7000 Annual Plan                                 |
|  |   | [GlobalScan 5 Upgrade to v3.1 (limited)]                              | 003083MIU                  | 003083MIU                  | 003083MIU                   | 1,998                                  | 20%                     | 1,599                                      | 53.94                           | 42.47                           | 35.37                           | 31.01                           | 29.07                           | \$750 Annual Plan                                  |
|  |   | [GlobalScan 25 Upgrade to v3.1 (limited)]                             | 003084MIU                  | 003084MIU                  | 003084MIU                   | 4,398                                  | 20%                     | 3,519                                      | 118.71                          | 93.48                           | 77.84                           | 68.24                           | 63.98                           | \$1500 Annual Plan                                 |
|  |   | [GlobalScan 100 Upgrade to v3.1 (limited)]                            | 003085MIU                  | 003085MIU                  | 003085MIU                   | 11,798                                 | 20%                     | 9,439                                      | 318.42                          | 250.73                          | 208.78                          | 183.04                          | 171.60                          | \$2000 Annual Plan                                 |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

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Terms & Conditions to reference Ricoh Master Pricing Agreement.

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| Copies Prints Developments Per Minute | Target Monthly Volume / Duty Cycle | Ricoh / Savin / Lanier Equipment and Options Prices Per Unit                    | Ricoh Reorder Number | Savin Reorder Number | Lanier Reorder Number | Jan-10 Suggested Retail Price | Discount From SRP | Customer Purchase Price Effective | FMV Lease           | Ricoh Service and Supplies Maintenance Plans |
|---------------------------------------|------------------------------------|---|----------------------|----------------------|-----------------------|-------------------------------|-------------------|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--|
|                                       |                                    |   |                      |                      |                       |                               |                   |                                   | 36 Monthly Payments | 48 Monthly Payments | 60 Monthly Payments | 72 Monthly Payments | 84 Monthly Payments |  |
|                                       |                                    | [GlobalScan 150 Upgrade to v3.1 (limited)]                                      | 003086MIU            | 003086MIU            | 003086MIU             | 14,318                        | 20%               | 11,455                            | 386.42              | 304.28              | 253.37              | 222.14              | 208.25              | \$2500 Annual Plan                           |
|                                       |                                    | [GlobalScan 200 Upgrade to v3.1 (limited)]                                      | 003087MIU            | 003087MIU            | 003087MIU             | 16,918                        | 20%               | 13,535                            | 456.59              | 359.53              | 299.38              | 246.07              | 246.07              |  |
|                                       |                                    | [GlobalScan 250 Upgrade to v3.1 (limited)]                                      | 003088MIU            | 003088MIU            | 003088MIU             | 19,518                        | 20%               | 15,615                            | 526.76              | 414.78              | 345.39              | 302.81              | 283.88              | \$3500 Annual Plan                           |
|                                       |                                    | GSWS Full Server Active/Active Cluster  | 003587MIU            | 003587MIU            | 003587MIU             | 12,344                        | 20%               | 9,876                             | 333.16              | 262.34              | 218.45              | 191.52              | 179.55              |  |
|                                       |                                    | GSWS Full Server Active/Passive Cluster   | 003589MIU            | 003589MIU            | 003589MIU             | 9,508                         | 20%               | 7,607                             | 256.61              | 202.06              | 168.26              | 147.51              | 138.30              |  |
|                                       |                                    | Optional Workflow Suite Full Edition Server                                     | 003588MIU            | 003588MIU            | 003588MIU             | 6,172                         | 13%               | 5,365                             | 180.98              | 142.51              | 118.67              | 104.04              | 97.54               |  |
|                                       |                                    | [Fujiitsu 6000 (Single Device License) (Opt Full MFP Client) (limited)]         | 003832MIU            | 003832MIU            | 003832MIU             | 1,001                         | 16%               | 845                               | 28.51               | 22.45               | 18.69               | 16.39               | 15.36               |  |
|                                       |                                    | [EFI SendMe (Single Device License) (Opt Full MFP Client) (limited)]            | 003601MIU            | 003601MIU            | 003601MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [FTP Poll (Opt Full MFP Client) (limited)]                                      | 003605MIU            | 003605MIU            | 003605MIU             | 2,502                         | 13%               | 2,175                             | 73.37               | 57.77               | 48.11               | 42.18               | 39.54               |  |
|                                       |                                    | Generic Devices (Single Device License) (Opt Full MFP Client)                   | 003606MIU            | 003606MIU            | 003606MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | HP 4100/9000 (Single Device License) (Opt Full MFP Client)                      | 003608MIU            | 003608MIU            | 003608MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | HP 9055/9065 (Single Device License) (Opt Full MFP Client)                      | 003609MIU            | 003609MIU            | 003609MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | HP 9100c (single Device License) (Opt Full MFP Client)                          | 003610MIU            | 003610MIU            | 003610MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | HP MFP Digital Sending (4345/9050/9200c/4730/9500/M3045/M5035/925)              | 003611MIU            | 003611MIU            | 003611MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [KON DocSend (Single Device License) (Opt Full MFP Client)]                     | 003612MIU            | 003612MIU            | 003612MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | KSS 100 C (Single Device License) (Opt Full MFP Client)                         | 003613MIU            | 003613MIU            | 003613MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Kyocera (Single Device License) (Opt Full MFP Client)                           | 003614MIU            | 003614MIU            | 003614MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Kyocera ABMSync Add Device Lic. (1 Device License) (Opt Full MFP Client)        | 003615MIU            | 003615MIU            | 003615MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Kyocera Authentication (Single Device License) (Opt Full MFP Client)            | 003616MIU            | 003616MIU            | 003616MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Ricoh SDK/J (Single Device License) (Opt Full MFP Client)                       | 003619MIU            | 003619MIU            | 003619MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Ricoh SDK/J2 (Single Device License) (Opt Full MFP Client)                      | 003620MIU            | 003620MIU            | 003620MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Sharp (Single Device License) (Opt Full MFP Client)                             | 003621MIU            | 003621MIU            | 003621MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Sharp OSAll (Single Device License) (Opt Full MFP Client)                       | 003622MIU            | 003622MIU            | 003622MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Xerox CentreConnect (Single Device License) (Opt Full MFP Client)               | 003624MIU            | 003624MIU            | 003624MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Xerox WorkCentre Pro (Single Device License) (Opt Full MFP Client)              | 003625MIU            | 003624MIU            | 003624MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Optional Express Server Upgrade   | 003671MIU            | 003671MIU            | 003671MIU             | 6,172                         | 13%               | 5,365                             | 180.98              | 142.51              | 118.67              | 104.04              | 97.54               |  |
|                                       |                                    | GlobalScan 3.1 (Single Device License) (Opt Full MFP Client)                    | 003607MIU            | 003607MIU            | 003607MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Ricoh GlobalScan (Single Device License) (Opt Full MFP Client)                  | 003618MIU            | 003618MIU            | 003618MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [ (limited) HP MFP Digital Sending (9200C/4345/9050/9500/4730/M3045/M5035/925)] | 003675MIU            | 003675MIU            | 003675MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [QuickCapture Desktop (Opt Express MFP Client) (limited)]                       | 003676MIU            | 003676MIU            | 003676MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Canon (Opt Express MFP Client)  | 003677MIU            | 003677MIU            | 003677MIU             | 1,001                         | 20%               | 801                               | 27.02               | 21.28               | 17.72               | 15.53               | 14.56               |  |
|                                       |                                    | [HP 4100/9000 (Opt Express MFP Client) (limited)]                               | 003679MIU            | 003679MIU            | 003679MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [HP 9055/9065 (Opt Express MFP Client) (limited)]                               | 003680MIU            | 003680MIU            | 003680MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [HP 9100C 90Opt Express MFP Client) (limited)]                                  | 003681MIU            | 003681MIU            | 003681MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [KSS 100C (Opt Express MFP Client) (limited)]                                   | 003682MIU            | 003682MIU            | 003682MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Kyocera (Opt Express MFP Client) (limited)]                                    | 003683MIU            | 003683MIU            | 003683MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Sharp (Opt Express MFP Client) (limited)]                                      | 003687MIU            | 003687MIU            | 003687MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Sharp OSAll (Single Device) (Opt Express MFP Client) (limited)]                | 003688MIU            | 003688MIU            | 003688MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Xerox CentreConnect (Opt Express MFP Client) (limited)]                        | 003689MIU            | 003689MIU            | 003689MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Ricoh GlobalScan 3.1 (Opt Express MFP Client) (limited)]                       | 003684MIU            | 003684MIU            | 003684MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Ricoh SDK/J (Opt Express MFP Client) (limited)]                                | 003685MIU            | 003685MIU            | 003685MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | [Ricoh SDK/J2 (Opt Express MFP Client) (limited)]                               | 003686MIU            | 003686MIU            | 003686MIU             | 1,001                         | 13%               | 871                               | 29.38               | 23.14               | 19.27               | 16.89               | 15.83               |  |
|                                       |                                    | Opt SMARTicket Server Package   | 003739MIU            | 003739MIU            | 003739MIU             | 8,339                         | 2%                | 8,153                             | 275.03              | 216.57              | 180.34              | 158.10              | 148.22              |  |
|                                       |                                    | Opt SMARTicket Range1 (25) User License Per Client                              | 003731MIU            | 003731MIU            | 003731MIU             | 2,725                         | 13%               | 2,369                             | 79.92               | 62.93               | 52.40               | 45.94               | 43.07               |  |
|                                       |                                    | Opt SMARTicket Range2 (50) User Licenses Per Client                             | 003732MIU            | 003732MIU            | 003732MIU             | 4,200                         | 13%               | 3,650                             | 123.13              | 96.95               | 80.73               | 70.78               | 66.36               |  |
|                                       |                                    | Opt SMARTicket Range3 (100) User Licenses Per Client                            | 003733MIU            | 003733MIU            | 003733MIU             | 6,700                         | 13%               | 5,823                             | 196.43              | 154.68              | 128.80              | 112.92              | 105.86              |  |
|                                       |                                    | Opt SMARTicket Range4 (250) User Licenses Per Client                            | 003734MIU            | 003734MIU            | 003734MIU             | 12,250                        | 13%               | 10,646                            | 359.13              | 282.79              | 235.48              | 206.45              | 193.54              |  |
|                                       |                                    | Opt SMARTicket Range5 (500) User Licenses Per Client                            | 003735MIU            | 003735MIU            | 003735MIU             | 15,500                        | 13%               | 13,471                            | 454.43              | 357.83              | 297.97              | 261.23              | 244.90              |  |
|                                       |                                    | Opt SMARTicket Range6 (1000) User Licenses Per Client                           | 003736MIU            | 003736MIU            | 003736MIU             | 26,000                        | 13%               | 22,596                            | 762.25              | 600.22              | 499.80              | 438.18              | 410.80              |  |
|                                       |                                    | Opt SMARTicket Range7 (2500) User Licenses Per Client                           | 003737MIU            | 003737MIU            | 003737MIU             | 52,500                        | 13%               | 45,625                            | 1,539.11            | 1,211.94            | 1,009.18            | 884.76              | 829.46              |  |
|                                       |                                    | Opt SMARTicket add-on for ASServer  | 003738MIU            | 003738MIU            | 003738MIU             | 2,167                         | 13%               | 1,884                             | 63.55               | 50.04               | 41.67               | 36.53               | 34.25               |  |
|                                       |                                    | <b>Document Mail</b>  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | DocumentMail Basic 1YR  | 004629MIU            | 004629MIU            | 004629MIU             | 1,050                         | 20%               | 840                               | 28.34               | 22.31               | 18.58               | 16.29               | 15.27               |  |
|                                       |                                    | DocumentMail Advance 1YR  | 004630MIU            | 004630MIU            | 004630MIU             | 7,500                         | 20%               | 6,000                             | 202.40              | 159.38              | 132.71              | 116.35              | 109.08              |  |
|                                       |                                    | DocumentMail w 3rd Party for SMB 1YR  | 004631MIU            | 004631MIU            | 004631MIU             | 3,240                         | 20%               | 2,592                             | 87.44               | 68.85               | 57.33               | 50.26               | 47.12               |  |
|                                       |                                    | DocumentMail w 3rd Party Enterprise 1YR   | 004632MIU            | 004632MIU            | 004632MIU             | 8,100                         | 20%               | 6,480                             | 218.60              | 172.13              | 143.33              | 125.66              | 117.81              |  |
|                                       |                                    | DocumentMail 5 User / 10 GB Add on  | 004641MIU            | 004641MIU            | 004641MIU             | 2,380                         | 20%               | 1,904                             | 64.23               | 50.58               | 42.11               | 36.92               | 34.61               |  |
|                                       |                                    | DocumentMail 10 User / 25 GB Add on   | 004642MIU            | 004642MIU            | 004642MIU             | 3,975                         | 20%               | 3,180                             | 107.27              | 84.47               | 70.34               | 61.67               | 57.81               |  |
|                                       |                                    | DocumentMail 25 User / 50 GB Add on   | 004643MIU            | 004643MIU            | 004643MIU             | 5,363                         | 20%               | 4,291                             | 144.75              | 113.98              | 94.91               | 83.21               | 78.01               |  |
|                                       |                                    | DocumentMail 5 User Add On  | 004644MIU            | 004644MIU            | 004644MIU             | 1,000                         | 20%               | 800                               | 26.99               | 21.25               | 17.70               | 15.51               | 14.54               |  |
|                                       |                                    | DocumentMail 10 User Add On   | 004645MIU            | 004645MIU            | 004645MIU             | 1,800                         | 20%               | 1,440                             | 48.58               | 38.25               | 31.85               | 27.92               | 26.18               |  |
|                                       |                                    | DocumentMail 25 User Add On   | 004646MIU            | 004646MIU            | 004646MIU             | 3,250                         | 20%               | 2,600                             | 87.71               | 69.06               | 57.51               | 50.42               | 47.27               |  |
|                                       |                                    | DocumentMail 50 User Add On   | 004647MIU            | 004647MIU            | 004647MIU             | 5,000                         | 20%               | 4,000                             | 134.94              | 106.25              | 88.48               | 77.57               | 72.72               |  |

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|  |   | DocumentMall 100 User Add On  | 004648MIU                  | 004648MIU                  | 004648MIU                   | 8,500                                  | 20%                     | 6,800                                      | 229.39                          | 180.63                          | 150.41                          | 131.87                          | 123.62                          |  |
|  |   | DocumentMall 200 User Add On  | 004649MIU                  | 004649MIU                  | 004649MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                          | 318.76                          | 265.43                          | 232.70                          | 218.16                          |  |
|  |   | DocumentMall 10 GB Add On   | 004650MIU                  | 004650MIU                  | 004650MIU                   | 1,800                                  | 20%                     | 1,440                                      | 48.58                           | 38.25                           | 31.85                           | 27.92                           | 26.18                           |  |
|  |   | DocumentMall 25 GB Add On   | 004651MIU                  | 004651MIU                  | 004651MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | DocumentMall 50 GB Add On   | 004652MIU                  | 004652MIU                  | 004652MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | DocumentMall 100 GB Add On  | 004653MIU                  | 004653MIU                  | 004653MIU                   | 8,500                                  | 20%                     | 6,800                                      | 229.39                          | 180.63                          | 150.41                          | 131.87                          | 123.62                          |  |
|  |   | DocumentMall Basic 3 YR   | 004633MIU                  | 004633MIU                  | 004633MIU                   | 2,990                                  | 20%                     | 2,392                                      | 80.69                           | 63.54                           | 52.91                           | 46.39                           | 43.49                           |  |
|  |   | DocumentMall Advance 3 YR   | 004634MIU                  | 004634MIU                  | 004634MIU                   | 21,375                                 | 20%                     | 17,100                                     | 576.85                          | 454.23                          | 378.23                          | 331.60                          | 310.88                          |  |
|  |   | DocumentMall w 3rd Party for SMB 3YR                                  | 004635MIU                  | 004635MIU                  | 004635MIU                   | 9,234                                  | 20%                     | 7,388                                      | 249.23                          | 196.25                          | 163.42                          | 143.27                          | 134.31                          |  |
|  |   | DocumentMall w 3rd Party Enterprise 3YR                               | 004636MIU                  | 004636MIU                  | 004636MIU                   | 23,085                                 | 20%                     | 18,468                                     | 623.00                          | 490.57                          | 408.49                          | 358.13                          | 335.75                          |  |
|  |   | AppConnector for DocumentMall/1Yr Support 5 Lic.                      | 003906MIU                  | 003906MIU                  | 003906MIU                   | 4,751                                  | 17%                     | 3,926                                      | 132.44                          | 104.29                          | 86.84                           | 76.13                           | 71.37                           |  |
|  |   | AppConnector for DocumentMall/3Yr Support 5 Lic.                      | 003907MIU                  | 003907MIU                  | 003907MIU                   | 5,614                                  | 17%                     | 4,639                                      | 156.49                          | 123.23                          | 102.61                          | 89.96                           | 84.34                           |  |
|  |   | AppConnector for DocumentMall/1Yr Support 25 Lic.                     | 003908MIU                  | 003908MIU                  | 003908MIU                   | 9,069                                  | 17%                     | 7,495                                      | 252.84                          | 199.09                          | 165.78                          | 145.34                          | 136.26                          |  |
|  |   | AppConnector for DocumentMall/3Yr Support 25 Lic.                     | 003909MIU                  | 003909MIU                  | 003909MIU                   | 11,373                                 | 17%                     | 9,398                                      | 317.03                          | 249.64                          | 207.87                          | 182.25                          | 170.86                          |  |
|  |   | AppConnector for DocumentMall/1Yr Support 100 Lic.                    | 003910MIU                  | 003910MIU                  | 003910MIU                   | 17,707                                 | 17%                     | 14,632                                     | 493.60                          | 388.67                          | 323.65                          | 283.74                          | 266.01                          |  |
|  |   | AppConnector for DocumentMall/3Yr Support 100 Lic.                    | 003911MIU                  | 003911MIU                  | 003911MIU                   | 22,890                                 | 17%                     | 18,914                                     | 638.04                          | 502.41                          | 418.36                          | 366.78                          | 343.86                          |  |
|  |   | AppConnector Professional Services (1 Day)                            | 003912MIU                  | 003912MIU                  | 003912MIU                   | 2,159                                  | 17%                     | 1,785                                      | 60.22                           | 47.41                           | 39.48                           | 34.61                           | 32.45                           |  |
|  |   | <b>Optional Products and Services</b>                                 |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocumentMall Doc Export Service 3GB                                   | 002031MIU                  | 002031MIU                  | 002031MIU                   | 295                                    | 20%                     | 236  | 7.96                            | 6.27                            | 5.22                            | 4.58                            | 4.29                            |  |
|  |   | DocumentMall Data Export Service 10GB                                 | 002029MIU                  | 002029MIU                  | 002029MIU                   | 995                                    | 20%                     | 796  | 26.85                           | 21.14                           | 17.61                           | 15.44                           | 14.47                           |  |
|  |   | DocumentMall Data Export Service 11-25GB                              | 002030MIU                  | 002030MIU                  | 002030MIU                   | 2,495                                  | 20%                     | 1,996                                      | 67.33                           | 53.02                           | 44.15                           | 38.71                           | 36.29                           |  |
|  |   | Upload Agent  | 001894MIU                  | 001894MIU                  | 001894MIU                   | 595                                    | 20%                     | 476  | 16.06                           | 12.64                           | 10.53                           | 9.23                            | 8.65                            |  |
|  |   | DocumentMall Onsite Prof. Services 1 Day                              | 004805MIU                  | 004805MIU                  | 004805MIU                   | 3,000                                  | 6%                      | 2,830                                      | 95.47                           | 75.17                           | 62.60                           | 54.88                           | 51.45                           |  |
|  |   | DocumentMall Onsite Prof. Services 2 Day                              | 004806MIU                  | 004806MIU                  | 004806MIU                   | 5,000                                  | 6%                      | 4,717                                      | 159.12                          | 125.30                          | 104.34                          | 91.47                           | 85.76                           |  |
|  |   | DocumentMall Onsite Prof. Services 3 Day                              | 004807MIU                  | 004807MIU                  | 004807MIU                   | 6,000                                  | 6%                      | 5,661                                      | 190.97                          | 150.37                          | 125.22                          | 109.78                          | 102.92                          |  |
|  |   | DocumentMall Remote Professional Srv. 8 HR                            | 003383MIU                  | 003383MIU                  | 003383MIU                   | 1,200                                  | 6%                      | 1,133                                      | 38.22                           | 30.10                           | 25.06                           | 21.97                           | 20.60                           |  |
|  |   | DocumentMall Remote Professional Srv. 4 HR                            | 003384MIU                  | 003384MIU                  | 003384MIU                   | 600                                    | 6%                      | 566  | 19.09                           | 15.03                           | 12.52                           | 10.98                           | 10.29                           |  |
|  |   | DocumentMall Remote Per Hour Support for Upload Agent Only            | 003385MIU                  | 003385MIU                  | 003385MIU                   | 150                                    | 19%                     | 122  | 4.12                            | 3.24                            | 2.70                            | 2.37                            | 2.22                            |  |
|  |   | DocumentMall On-Site Support - 4 Hours                                | 003386MIU                  | 003386MIU                  | 003386MIU                   | 950                                    | 19%                     | 772  | 26.04                           | 20.51                           | 17.08                           | 14.97                           | 14.03                           |  |
|  |   | <b>Document Mall for Salesforce</b>                                   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocumentMall for Salesforce Starter Package                           | 005104MIU                  | 005104MIU                  | 005104MIU                   | 495                                    | 20%                     | 396  | 13.36                           | 10.52                           | 8.76                            | 7.68                            | 7.20                            |  |
|  |   | DocumentMall for Salesforce SMB Package                               | 005105MIU                  | 005105MIU                  | 005105MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | DocumentMall for Salesforce Enterprise Package                        | 005106MIU                  | 005106MIU                  | 005106MIU                   | 99                                     | 19%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | DocumentMall for Salesforce MFP Browser Firmware                      | 005258MIU                  | 005258MIU                  | 005258MIU                   | 200                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | <b>Barcode &amp; OCR Package for SAP R/3</b>                          |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Barcode OCR for SAP R/3 HDD   | 411612                     | 411612                     | 411612                      | 250                                    | 20%                     | 200  | 6.75                            | 5.31                            | 4.42                            | 3.88                            | 3.64                            |  |
|  |   | Barcode OCR for SAP R/3 DIMM  | 411611                     | 411611                     | 411611                      | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | SAP BOP - SD Card   | 100006FNG                  | 100006FNG                  | 100006FNG                   | 250                                    | 20%                     | 200  | 6.75                            | 5.31                            | 4.42                            | 3.88                            | 3.64                            |  |
|  |   | Intelligent Barcode Solution  | 002253MIU                  | 002253MIU                  | 002253MIU                   | 398                                    | 20%                     | 319  | 10.76                           | 8.47                            | 7.06                            | 6.19                            | 5.80                            |  |
|  |   | <b>PrintCabinet</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | PCC Integration Option for PCSM                                       | 001514MIU                  | 001514MIU                  | 001514MIU                   | 695                                    | 20%                     | 556  | 18.76                           | 14.77                           | 12.30                           | 10.78                           | 10.11                           |  |
|  |   | PCC Integration Option for PCSMB                                      | 001515MIU                  | 001515MIU                  | 001515MIU                   | -                                      | #DIV/0!                 | -  | -                               | -                               | -                               | -                               | -                               |  |
|  |   | Print and Copy Control V3 & V4, 1 MFP Pack                            | 002913MIU                  | 002913MIU                  | 002913MIU                   | 780                                    | 20%                     | 624  | 21                              | 17                              | 14                              | 12                              | 11                              |  |
|  |   | Print and Copy Control V3 & V4, 10 MFP Pack                           | 002914MIU                  | 002914MIU                  | 002914MIU                   | 6,320                                  | 20%                     | 5,056                                      | 171                             | 134                             | 112                             | 98                              | 92                              |  |
|  |   | Print and Copy Control V3 & V4, 100 MFP Pack                          | 002915MIU                  | 002915MIU                  | 002915MIU                   | 48,135                                 | 20%                     | 38,508                                     | 1,299                           | 1,023                           | 852                             | 747                             | 700                             |  |
|  |   | Print and Copy Control V3 & V4, 500 MFP Pack                          | 002916MIU                  | 002916MIU                  | 002916MIU                   | 216,610                                | 20%                     | 173,288                                    | 5,846                           | 4,603                           | 3,833                           | 3,360                           | 3,150                           |  |
|  |   | Print and Copy Control V2 to V3 & V4, Upgrade License                 | 002917MIU                  | 002917MIU                  | 002917MIU                   | 325                                    | 20%                     | 260  | 9                               | 7                               | 6                               | 5                               | 5                               |  |
|  |   | PCC USB Card Reader (Magstripe)                                       | 003553MIU                  | 003553MIU                  | 003553MIU                   | 320                                    | 20%                     | 256  | 9                               | 7                               | 6                               | 5                               | 5                               |  |
|  |   | PCC USB Card Reader (Mifare/HID iClass)                               | 003554MIU                  | 003554MIU                  | 003554MIU                   | 500                                    | 20%                     | 400  | 13                              | 11                              | 9                               | 8                               | 7                               |  |
|  |   | PCC USB Card Reader (Legic)   | 003555MIU                  | 003555MIU                  | 003555MIU                   | 675                                    | 20%                     | 540  | 18                              | 14                              | 12                              | 10                              | 10                              |  |
|  |   | PCC USB Card Reader (HID)   | 003556MIU                  | 003556MIU                  | 003556MIU                   | 500                                    | 20%                     | 400  | 13                              | 11                              | 9                               | 8                               | 7                               |  |
|  |   | PCC USB Card Reader (Indala/EM Marin/Hitag)                           | 004302MIU                  | 004302MIU                  | 004302MIU                   | 500                                    | 20%                     | 400  | 13                              | 11                              | 9                               | 8                               | 7                               |  |
|  |   | <b>Equitrac Office 4 &amp; Express 4 Software Suite</b>               |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Equitrac Office 4: Suite  | 003557MIU                  | 003557MIU                  | 003557MIU                   | 3,365                                  | 20%                     | 2,692                                      | 90.81                           | 71.51                           | 59.54                           | 52.20                           | 48.94                           | \$505 Annual Plan                                  |
|  |   | Equitrac Office 4: Small Business Edition                             | 003558MIU                  | 003558MIU                  | 003558MIU                   | 1,195                                  | 20%                     | 956  | 32.25                           | 25.39                           | 21.15                           | 18.54                           | 17.38                           | \$179 Annual Plan                                  |
|  |   | Equitrac Express 4: Suite   | 003559MIU                  | 003559MIU                  | 003559MIU                   | 3,965                                  | 20%                     | 3,172                                      | 107.00                          | 84.26                           | 70.16                           | 61.51                           | 57.67                           | \$595 Annual Plan                                  |
|  |   | Equitrac Express 4: Small Campus Edition                              | 003560MIU                  | 003560MIU                  | 003560MIU                   | 1,550                                  | 20%                     | 1,240                                      | 41.83                           | 32.94                           | 27.43                           | 24.05                           | 22.54                           | \$233 Annual Plan                                  |
|  |   | <b>Additional Print Server Licenses &amp; Connector Licenses</b>      |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Equitrac Office 4/EE4: Print Server                                   | 003561MIU                  | 003561MIU                  | 003561MIU                   | 1,920                                  | 20%                     | 1,536                                      | 51.82                           | 40.80                           | 33.97                           | 29.79                           | 27.92                           | \$288 Annual Plan                                  |
|  |   | Equitrac Office 4/EE4: Print Server (10)                              | 003562MIU                  | 003562MIU                  | 003562MIU                   | 15,595                                 | 20%                     | 12,476                                     | 420.87                          | 331.40                          | 275.96                          | 241.93                          | 226.81                          | \$2339 Annual Plan                                 |
|  |   | Equitrac Office 4/EE4: Cluster Enabler                                | 003563MIU                  | 003563MIU                  | 003563MIU                   | 5,395                                  | 20%                     | 4,316                                      | 145.60                          | 114.85                          | 95.47                           | 83.70                           | 78.46                           | \$809 Annual Plan                                  |
|  |   | Equitrac Office 4/EE4: External Connector                             | 003564MIU                  | 003564MIU                  | 003564MIU                   | 835                                    | 20%                     | 668  | 22.53                           | 17.74                           | 14.78                           | 12.95                           | 12.14                           | \$125 Annual Plan                                  |
|  |   | Equitrac Office 4/EE4: Campus Card Connector                          | 003565MIU                  | 003565MIU                  | 003565MIU                   | 5,995                                  | 20%                     | 4,796                                      | 161.79                          | 127.40                          | 106.08                          | 93.00                           | 87.19                           | \$899 Annual Plan                                  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
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| Copies Prints Developments Per Minute                                 | Target Monthly Volume / Duty Cycle | Ricoh / Savin / Lanier Equipment and Options Prices Per Unit | Ricoh Reorder Number | Savin Reorder Number | Lanier Reorder Number | Jan-10 Suggested Retail Price | Discount From SRP | Customer Purchase Price Effective | FMV Lease           | Ricoh Service and Supplies Maintenance Plans |
|---|------------------------------------|--|----------------------|----------------------|-----------------------|-------------------------------|-------------------|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--|
|   |                                    |  |                      |                      |                       |                               |                   |                                   | 36 Monthly Payments | 48 Monthly Payments | 60 Monthly Payments | 72 Monthly Payments | 84 Monthly Payments |  |
| <b>Workstation Licenses</b>   |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | Equitrac Office 4/EE4: Workstation Client (10)               | 003566MIU            | 003566MIU            | 003566MIU             | 715                           | 20%               | 572                               | 19.30               | 15.19               | 12.65               | 11.09               | 10.40               | \$107 Annual Plan                            |
|   |                                    | Equitrac Office 4/EE4: Workstation Client (100)              | 003567MIU            | 003567MIU            | 003567MIU             | 3,365                         | 20%               | 2,692                             | 90.81               | 71.51               | 59.54               | 52.20               | 48.94               | \$505 Annual Plan                            |
|   |                                    | Equitrac Office 4/EE4 Workstation Client (1,000)             | 003568MIU            | 003568MIU            | 003568MIU             | 14,435                        | 20%               | 11,548                            | 389.56              | 306.75              | 255.43              | 223.94              | 209.94              | \$2165 Annual Plan                           |
| <b>Print Assistant Licenses &amp; Release Station Licenses</b>        |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | Equitrac Office 4/EE4: Print Assistant (10)                  | 003569MIU            | 003569MIU            | 003569MIU             | 335                           | 20%               | 268                               | 9.04                | 7.12                | 5.93                | 5.20                | 4.87                | \$53 Annual Plan                             |
|   |                                    | Equitrac Office 4/EE4: Print Assistant (100)                 | 003570MIU            | 003570MIU            | 003570MIU             | 1,555                         | 20%               | 1,244                             | 41.97               | 33.04               | 27.52               | 24.12               | 22.62               | \$233 Annual Plan                            |
|   |                                    | Equitrac Office 4 EE4: Print Assistant (1,000)               | 003571MIU            | 003571MIU            | 003571MIU             | 5,995                         | 20%               | 4,796                             | 161.79              | 127.40              | 106.08              | 93.00               | 87.19               | \$899 Annual Plan                            |
|   |                                    | Equitrac Office 4/EE4 Release Station                        | 003572MIU            | 003572MIU            | 003572MIU             | 835                           | 20%               | 668                               | 22.53               | 17.74               | 14.78               | 12.95               | 12.14               |  |
|   |                                    | Equitrac Office 4/EE4 Release Station (10)                   | 003573MIU            | 003573MIU            | 003573MIU             | 7,195                         | 20%               | 5,756                             | 194.17              | 152.90              | 127.32              | 111.62              | 104.64              |  |
| <b>Equitrac Office 4 Enterprise Licenses (Core Functionality)</b>     |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | Equitrac Office 4: Core License (1,000+)                     | 003574MIU            | 003574MIU            | 003574MIU             | 13                            | 17%               | 11                                | 0.37                | 0.29                | 0.24                | 0.21                | 0.20                |  |
|   |                                    | Equitrac Office 4: Core License (5,000+)                     | 003575MIU            | 003575MIU            | 003575MIU             | 9                             | 11%               | 8                                 | 0.27                | 0.21                | 0.18                | 0.16                | 0.15                |  |
|   |                                    | Equitrac Office 4: Core License (10,000+)                    | 003576MIU            | 003576MIU            | 003576MIU             | 8                             | 10%               | 7                                 | 0.24                | 0.19                | 0.15                | 0.14                | 0.13                |  |
|   |                                    | Equitrac Office 4: Core License (25,000+)                    | 003577MIU            | 003577MIU            | 003577MIU             | 7                             | 17%               | 6                                 | 0.20                | 0.16                | 0.13                | 0.12                | 0.11                |  |
|   |                                    | Equitrac Office 4: Core License (50,000+)                    | 003578MIU            | 003578MIU            | 003578MIU             | 7                             | 9%                | 6                                 | 0.20                | 0.16                | 0.13                | 0.12                | 0.11                |  |
|   |                                    | Equitrac Office 4: Core License (100,000+)                   | 003579MIU            | 003579MIU            | 003579MIU             | 6                             | 17%               | 5                                 | 0.17                | 0.13                | 0.11                | 0.10                | 0.09                |  |
| <b>Equitrac Office 4 Enterprise Licenses (Enhanced Functionality)</b> |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | Equitrac Office 4: Enhanced License (1,000+)                 | 003580MIU            | 003580MIU            | 003580MIU             | 22                            | 17%               | 18                                | 0.61                | 0.48                | 0.40                | 0.35                | 0.33                |  |
|   |                                    | Equitrac Office 4: Enhanced License (5,000+)                 | 003581MIU            | 003581MIU            | 003581MIU             | 14                            | 17%               | 12                                | 0.40                | 0.32                | 0.27                | 0.23                | 0.22                |  |
|   |                                    | Equitrac Office 4: Enhanced License (10,000+)                | 003582MIU            | 003582MIU            | 003582MIU             | 13                            | 13%               | 11                                | 0.37                | 0.29                | 0.24                | 0.21                | 0.20                |  |
|   |                                    | Equitrac Office 4: Enhanced License (25,000+)                | 003583MIU            | 003583MIU            | 003583MIU             | 11                            | 17%               | 9                                 | 0.30                | 0.24                | 0.20                | 0.17                | 0.16                |  |
|   |                                    | Equitrac Office 4: Enhanced License (50,000+)                | 003584MIU            | 003584MIU            | 003584MIU             | 10                            | 19%               | 8                                 | 0.27                | 0.21                | 0.18                | 0.16                | 0.15                |  |
|   |                                    | Equitrac Office 4: Enhanced License (100,000+)               | 003585MIU            | 003585MIU            | 003585MIU             | 9                             | 11%               | 8                                 | 0.27                | 0.21                | 0.18                | 0.16                | 0.15                |  |
| <b>Equitrac Office 4 Enterprise Licenses (Price per network)</b>      |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | Equitrac Express 4: Enterprise License (1,000+)              | 003758MIU            | 003758MIU            | 003758MIU             | 25                            | 18%               | 20                                | 0.67                | 0.53                | 0.44                | 0.39                | 0.36                |  |
|   |                                    | Equitrac Express 4: Enterprise License (5,000+)              | 003759MIU            | 003759MIU            | 003759MIU             | 17                            | 17%               | 14                                | 0.47                | 0.37                | 0.31                | 0.27                | 0.25                |  |
|   |                                    | Equitrac Express 4: Enterprise License (10,000+)             | 003760MIU            | 003760MIU            | 003760MIU             | 14                            | 17%               | 12                                | 0.40                | 0.32                | 0.27                | 0.23                | 0.22                |  |
|   |                                    | Equitrac Express 4: Enterprise License (25,000+)             | 003761MIU            | 003761MIU            | 003761MIU             | 13                            | 13%               | 11                                | 0.37                | 0.29                | 0.24                | 0.21                | 0.20                |  |
|   |                                    | Equitrac Express 4: Enterprise License (50,000+)             | 003762MIU            | 003762MIU            | 003762MIU             | 11                            | 12%               | 10                                | 0.34                | 0.27                | 0.22                | 0.19                | 0.18                |  |
|   |                                    | Equitrac Express 4: Enterprise License (100,000+)            | 003763MIU            | 003763MIU            | 003763MIU             | 10                            | 12%               | 9                                 | 0.30                | 0.24                | 0.20                | 0.17                | 0.16                |  |
| <b>PageCounter Hardware &amp; Copy Cables</b>                         |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | PageCounter (base)   | 003764MIU            | 003764MIU            | 003764MIU             | 1,280                         | 20%               | 1,024                             | 34.54               | 27.20               | 22.65               | 19.86               | 18.62               |  |
|   |                                    | PageCounter with Magstripe                                   | 003765MIU            | 003765MIU            | 003765MIU             | 1,430                         | 20%               | 1,144                             | 38.59               | 30.39               | 25.30               | 22.18               | 20.80               |  |
|   |                                    | PageCounter with Mifare                                      | 003766MIU            | 003766MIU            | 003766MIU             | 1,660                         | 20%               | 1,328                             | 44.80               | 35.28               | 29.37               | 25.75               | 24.14               |  |
|   |                                    | PageCounter with Legic                                       | 003767MIU            | 003767MIU            | 003767MIU             | 1,885                         | 20%               | 1,508                             | 50.87               | 40.06               | 33.36               | 29.24               | 27.42               |  |
|   |                                    | PageCounter with HID   | 003768MIU            | 003768MIU            | 003768MIU             | 1,660                         | 20%               | 1,328                             | 44.80               | 35.28               | 29.37               | 25.75               | 24.14               |  |
|   |                                    | PageCounter with Keyboard                                    | 003769MIU            | 003769MIU            | 003769MIU             | 1,735                         | 20%               | 1,388                             | 46.82               | 36.87               | 30.70               | 26.92               | 25.23               |  |
|   |                                    | PageCounter with Keyboard & Magstripe                        | 003770MIU            | 003770MIU            | 003770MIU             | 1,885                         | 20%               | 1,508                             | 50.87               | 40.06               | 33.36               | 29.24               | 27.42               |  |
|   |                                    | PageCounter with Keyboard & Mifare                           | 003771MIU            | 003771MIU            | 003771MIU             | 2,110                         | 20%               | 1,688                             | 56.94               | 44.84               | 37.34               | 32.73               | 30.69               |  |
|   |                                    | PageCounter with Keyboard & Legic                            | 003772MIU            | 003772MIU            | 003772MIU             | 2,335                         | 20%               | 1,868                             | 63.02               | 49.62               | 41.32               | 36.22               | 33.96               |  |
|   |                                    | PageCounter with Keyboard & HID                              | 003773MIU            | 003773MIU            | 003773MIU             | 2,110                         | 20%               | 1,688                             | 56.94               | 44.84               | 37.34               | 32.73               | 30.69               |  |
|   |                                    | Copy Cable 719   | 003774MIU            | 003774MIU            | 003774MIU             | 95                            | 20%               | 76                                | 2.56                | 2.02                | 1.68                | 1.47                | 1.38                |  |
|   |                                    | Copy Cable 721   | 003775MIU            | 003775MIU            | 003775MIU             | 95                            | 20%               | 76                                | 2.56                | 2.02                | 1.68                | 1.47                | 1.38                |  |
|   |                                    | Copy Cable 860   | 003776MIU            | 003776MIU            | 003776MIU             | 95                            | 20%               | 76                                | 2.56                | 2.02                | 1.68                | 1.47                | 1.38                |  |
|   |                                    | Equitrac Office 4: Suite Upgrade                             | 003889MIU            | 003889MIU            | 003889MIU             | 2,565                         | 20%               | 2,052                             | 69.22               | 54.51               | 45.39               | 39.79               | 37.31               | \$385 Annual Plan                            |
|   |                                    | Equitrac Office 4: SBE Upgrade                               | 003890MIU            | 003890MIU            | 003890MIU             | 795                           | 20%               | 636                               | 21.45               | 16.89               | 14.07               | 12.33               | 11.56               | \$119 Annual Plan                            |
|   |                                    | Equitrac Express 4: Suite Upgrade                            | 003891MIU            | 003891MIU            | 003891MIU             | 2,165                         | 20%               | 1,732                             | 58.43               | 46.01               | 38.31               | 33.59               | 31.49               | \$325 Annual Plan                            |
|   |                                    | Equitrac Express 4: SCE Upgrade                              | 003892MIU            | 003892MIU            | 003892MIU             | 1,005                         | 20%               | 804                               | 27.12               | 21.36               | 17.78               | 15.59               | 14.62               | \$151 Annual Plan                            |
|   |                                    | EQ4/EE4: Print Server Upgrade                                | 003893MIU            | 003893MIU            | 003893MIU             | 1,220                         | 20%               | 976                               | 32.92               | 25.93               | 21.59               | 18.93               | 17.74               |  |
|   |                                    | EQ4/EE4: Cluster Enabler Upgrade                             | 003894MIU            | 003894MIU            | 003894MIU             | 3,595                         | 20%               | 2,876                             | 97.02               | 76.40               | 63.61               | 55.77               | 52.29               |  |
| <b>OMS Software</b>   |                                    |  |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|   |                                    | Print Driver/400 Unlock Code                                 | 001068MIU            | 001068MIU            | 001068MIU             | 3,000                         | 20%               | 2,400                             | 80.96               | 63.75               | 53.09               | 46.54               | 43.63               |  |
|   |                                    | E Flash Form 400 Unlock Code                                 | 001067MIU            | 001067MIU            | 001067MIU             | 8,250                         | 14%               | 7,087                             | 239.07              | 188.25              | 156.76              | 137.43              | 128.84              |  |
|   |                                    | E-mail 400 Unlock Code                                       | 001066MIU            | 001066MIU            | 001066MIU             | 3,000                         | 20%               | 2,400                             | 80.96               | 63.75               | 53.09               | 46.54               | 43.63               |  |
|   |                                    | E Forms Check print 400 Unlock Code                          | 001065MIU            | 001065MIU            | 001065MIU             | 8,250                         | 14%               | 7,087                             | 239.07              | 188.25              | 156.76              | 137.43              | 128.84              |  |
|   |                                    | Flash Form / Check Print 400 Unlock Code                     | 001073MIU            | 001073MIU            | 001073MIU             | 11,000                        | 20%               | 8,800                             | 296.86              | 233.75              | 194.65              | 170.65              | 159.98              |  |
|   |                                    | AS/400 Print Cntrl-Twinax Connect                            | 001064MIU            | 001064MIU            | 001064MIU             | 699                           | 20%               | 560                               | 18.89               | 14.88               | 12.39               | 10.88               | 10.18               |  |
|   |                                    | Signature Signing Device                                     | 001063MIU            | 001063MIU            | 001063MIU             | 799                           | 17%               | 667                               | 22.50               | 17.72               | 14.75               | 12.93               | 12.13               |  |
|   |                                    | eCab,Cluster Print,Sort,Conditional Sort                     | 001082MIU            | 001082MIU            | 001082MIU             | 2,250                         | 20%               | 1,800                             | 60.72               | 47.81               | 39.81               | 34.91               | 32.72               |  |
|   |                                    | RA2K Integration for IPDS (410N)                             | 100007FNG            | 100007FNG            | 100007FNG             | 508                           | 20%               | 407                               | 13.73               | 10.81               | 9.00                | 7.89                | 7.40                | \$150 Annual Plan                            |
|   |                                    | RA2K Integration for IPDS (610N)                             | 100008FNG            | 100008FNG            | 100008FNG             | 508                           | 20%               | 407                               | 13.73               | 10.81               | 9.00                | 7.89                | 7.40                | \$150 Annual Plan                            |

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|---------------------------------------|------------------------------------|--|----------------------|----------------------|-----------------------|-------------------------------|-------------------|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--|
|                                       |                                    |  |                      |                      |                       |                               |                   |                                   | 36 Monthly Payments | 48 Monthly Payments | 60 Monthly Payments | 72 Monthly Payments | 84 Monthly Payments |  |
|                                       |                                    | RA2K Integration for IPDS (AP900)                            | 100009FNG            | 100009FNG            | 100009FNG             | 2,205                         | 20%               | 1,764                             | 59.51               | 46.86               | 39.02               | 34.21               | 32.07               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 22 to 30 PPM B/W              | 1000011FNG           | 1000011FNG           | 1000011FNG            | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 31 to 45 PPM B/W              | 100012FNG            | 100012FNG            | 100012FNG             | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 22 to 45 PPM B/W to Color     | 100013FNG            | 100013FNG            | 100013FNG             | 1,110                         | 20%               | 888                               | 29.96               | 23.59               | 19.64               | 17.22               | 16.14               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 3260c                         | 100014FNG            | 100014FNG            | 100014FNG             | 5,120                         | 20%               | 4,096                             | 138.17              | 108.80              | 90.60               | 79.43               | 74.47               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 5560c                         | 100015FNG            | 100015FNG            | 100015FNG             | 5,120                         | 20%               | 4,096                             | 138.17              | 108.80              | 90.60               | 79.43               | 74.47               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 90 PPM B&W Only               | 100017FNG            | 100017FNG            | 100017FNG             | 10,350                        | 20%               | 8,280                             | 279.32              | 219.94              | 183.15              | 160.57              | 150.53              | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 110 PPM B&W Only              | 100018FNG            | 100018FNG            | 100018FNG             | 17,350                        | 20%               | 13,880                            | 468.23              | 368.69              | 307.01              | 252.34              | 252.34              | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS Type 135 PPM B&W Only              | 100019FNG            | 100019FNG            | 100019FNG             | 21,895                        | 20%               | 17,516                            | 590.88              | 465.28              | 387.44              | 339.67              | 318.44              | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS 8ppm - 49ppm (SP8100DN)            | 100024FNG            | 100024FNG            | 100024FNG             | 508                           | 20%               | 407                               | 13.73               | 10.81               | 9.00                | 7.89                | 7.40                | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS 75ppm+ (SP9100DN)                  | 100025FNG            | 100025FNG            | 100025FNG             | 2,205                         | 20%               | 1,764                             | 59.51               | 46.86               | 39.02               | 34.21               | 32.07               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS 8ppm - 49ppm (SP C410DN)           | 100026FNG            | 100026FNG            | 100026FNG             | 600                           | 20%               | 480                               | 16.19               | 12.75               | 10.62               | 9.31                | 8.73                | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS 8ppm - 49ppm (SP C411DN)           | 100027FNG            | 100027FNG            | 100027FNG             | 600                           | 20%               | 480                               | 16.19               | 12.75               | 10.62               | 9.31                | 8.73                | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS for SP/4100/SP4110                 | 100090FNG            | 100090FNG            | 100090FNG             | 508                           | 20%               | 407                               | 13.73               | 10.81               | 9.00                | 7.89                | 7.40                | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integrations for IPDS for MP3500                        | 100088FNG            | 100088FNG            | 100088FNG             | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS for MP4500                         | 100089FNG            | 100089FNG            | 100089FNG             | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS for MP5500                         | 100020FNG            | 100020FNG            | 100020FNG             | 4,375                         | 20%               | 3,500                             | 118.07              | 92.97               | 77.42               | 67.87               | 63.63               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS for MP6500                         | 100021FNG            | 100021FNG            | 100021FNG             | 4,375                         | 20%               | 3,500                             | 118.07              | 92.97               | 77.42               | 67.87               | 63.63               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS for MP7500                         | 100022FNG            | 100022FNG            | 100022FNG             | 4,375                         | 20%               | 3,500                             | 118.07              | 92.97               | 77.42               | 67.87               | 63.63               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration IPDS for MP2500SPF                          | 100109FNG            | 100109FNG            | 100109FNG             | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS for MP2510                         | 100032FNG            | 100032FNG            | 100032FNG             | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K Integration for IPDS MP3010                             | 100033FNG            | 100033FNG            | 100033FNG             | 925                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 20-39PPM                                   | 100132FNG            | 100132FNG            | 100132FNG             | 876                           | 20%               | 701                               | 23.65               | 18.62               | 15.51               | 13.59               | 12.74               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 40-59PPM                                   | 100133FNG            | 100133FNG            | 100133FNG             | 924                           | 20%               | 740                               | 24.96               | 19.66               | 16.37               | 14.35               | 13.45               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS Clr Prntr 20-39PPM                                 | 100159FNG            | 100159FNG            | 100159FNG             | 551                           | 20%               | 441                               | 14.88               | 11.71               | 9.75                | 8.55                | 8.02                | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 60-69PPM                                   | 100134FNG            | 100134FNG            | 100134FNG             | 1,400                         | 20%               | 1,120                             | 29.78               | 23.78               | 24.77               | 21.72               | 20.36               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 70-79PPM                                   | 100135FNG            | 100135FNG            | 100135FNG             | 1,800                         | 20%               | 1,440                             | 48.58               | 38.25               | 31.85               | 27.92               | 26.18               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 80-89PPM                                   | 100136FNG            | 100136FNG            | 100136FNG             | 4,000                         | 20%               | 3,200                             | 107.95              | 85.00               | 70.78               | 62.05               | 58.18               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 90-99PPM                                   | 100137FNG            | 100137FNG            | 100137FNG             | 5,500                         | 20%               | 4,400                             | 148.43              | 116.88              | 97.32               | 85.32               | 79.99               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 110-119PPM                                 | 100139FNG            | 100139FNG            | 100139FNG             | 7,500                         | 20%               | 6,000                             | 202.40              | 159.38              | 132.71              | 116.35              | 109.08              | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS BW MFPs 130-140 PPM                                | 100141FNG            | 100141FNG            | 100141FNG             | 10,000                        | 20%               | 8,000                             | 269.87              | 212.50              | 176.95              | 155.14              | 145.44              | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS CMFP's 10-19PPM                                    | 100142FNG            | 100142FNG            | 100142FNG             | 876                           | 20%               | 701                               | 23.65               | 18.62               | 15.51               | 13.59               | 12.74               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS CMFP's 20-39PPM                                    | 100143FNG            | 100143FNG            | 100143FNG             | 976                           | 20%               | 781                               | 26.35               | 20.75               | 17.27               | 15.15               | 14.20               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS CMFP's 40-59PPM                                    | 100144FNG            | 100144FNG            | 100144FNG             | 1,024                         | 20%               | 820                               | 27.66               | 21.78               | 18.14               | 15.90               | 14.91               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS CMFP's 60-69PPM                                    | 100145FNG            | 100145FNG            | 100145FNG             | 1,500                         | 20%               | 1,200                             | 40.48               | 31.88               | 26.54               | 23.27               | 21.82               | \$150 Annual Plan                            |
|                                       |                                    | RA2K IPDS CMFP's 70-79PPM                                    | 100146FNG            | 100146FNG            | 100146FNG             | 1,900                         | 20%               | 1,520                             | 51.28               | 40.38               | 33.62               | 29.48               | 27.63               | \$150 Annual Plan                            |
|                                       |                                    | Genuine IPDS for SP4210N                                     | 406424               | 406424               | 406424                | 459                           | 20%               | 368                               | 12.41               | 9.78                | 8.14                | 7.14                | 6.69                | \$150 Annual Plan                            |
|                                       |                                    | Genuine IPDS for MP6001-8001                                 | 415052               | 415052               | 415052                | 1,400                         | 20%               | 1,120                             | 37.78               | 29.75               | 24.77               | 21.72               | 20.36               | \$150 Annual Plan                            |
|                                       |                                    | Genuine IPDS for Pro907-1357EX                               | 404265               | 404265               | 404265                | 6,218                         | 20%               | 4,975                             | 167.83              | 132.15              | 110.04              | 96.48               | 90.45               | \$150 Annual Plan                            |
|                                       |                                    | Genuine IPDS for Pro907-1357 Printer                         | 404285               | 404285               | 404285                | 6,218                         | 20%               | 4,975                             | 167.83              | 132.15              | 110.04              | 96.48               | 90.45               | \$150 Annual Plan                            |
|                                       |                                    | IPDS Option Type 3351  | 415342               | 415342               | 415342                | 975                           | 20%               | 780                               | 26.31               | 20.72               | 17.25               | 15.13               | 14.18               | \$150 Annual Plan                            |
|                                       |                                    | IPDS Option Type 5001  | 415339               | 415339               | 415339                | 975                           | 20%               | 780                               | 26.31               | 20.72               | 17.25               | 15.13               | 14.18               | \$150 Annual Plan                            |
|                                       |                                    | IPDS Option Type 6330  | 406733               | 406733               | 406733                | 599                           | 20%               | 480                               | 16.19               | 12.75               | 10.62               | 9.31                | 8.73                | \$150 Annual Plan                            |
|                                       |                                    | DOT Office   | 001913MIU            | 001913MIU            | 001913MIU             | 6,000                         | 20%               | 4,800                             | 161.92              | 127.50              | 106.17              | 93.08               | 87.26               | \$150 Annual Plan                            |
|                                       |                                    | <b>CAC Version 1</b>   |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | CAC 1 Pack   | 003382MIU            | 003382MIU            | 003382MIU             | 293                           | 7%                | 272                               | 9.18                | 7.23                | 6.02                | 5.27                | 4.94                | \$50 Annual Plan                             |
|                                       |                                    | CAC 10 Pack  | 003798MIU            | 003798MIU            | 003798MIU             | 2,864                         | 20%               | 2,292                             | 77.32               | 60.88               | 50.70               | 44.45               | 41.67               | \$250 Annual Plan                            |
|                                       |                                    | CAC 50 Pack  | 003799MIU            | 003799MIU            | 003799MIU             | 13,591                        | 20%               | 10,873                            | 366.79              | 288.82              | 240.50              | 210.85              | 197.67              | \$1100 Annual Plan                           |
|                                       |                                    | CAC 100 Pack   | 003800MIU            | 003800MIU            | 003800MIU             | 25,841                        | 20%               | 20,673                            | 697.38              | 549.14              | 457.27              | 400.89              | 375.84              | \$2000 Annual Plan                           |
|                                       |                                    | CAC 500 Pack   | 003801MIU            | 003801MIU            | 003801MIU             | 122,974                       | 20%               | 98,380                            | 3,318.75            | 2,613.27            | 2,176.07            | 1,907.78            | 1,788.55            | \$9800 Annual Plan                           |
|                                       |                                    | <b>@remote</b>   |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | @Remote Office   | 415135               | 415135               | 415135                | 889                           | 20%               | 712                               | 24                  | 19                  | 16                  | 14                  | 13                  | \$150 Annual Plan                            |
|                                       |                                    | @Remote Connector 1000 Device License                        | 420391               | 420391               | 420391                | 1,689                         | 20%               | 1,352                             | 46                  | 36                  | 30                  | 26                  | 25                  | \$150 Annual Plan                            |
|                                       |                                    | 512MB DIMM Memory Option for @Remote Communication Gate A    | 420404               | 420404               | 420404                | 169                           | 20%               | 136                               | 5                   | 4                   | 3                   | 3                   | 2                   | \$150 Annual Plan                            |
|                                       |                                    | 16GB SSD Storage Option for Remote Communication Gate A      | 420405               | 420405               | 420405                | 1,520                         | 20%               | 1,216                             | 41                  | 32                  | 27                  | 24                  | 22                  | \$150 Annual Plan                            |
|                                       |                                    | <b>RightFax Connector</b>                                    |                      |                      |                       |                               |                   |                                   |                     |                     |                     |                     |                     |  |
|                                       |                                    | RightFax Connector for ESA MFP's 1-9 MFP Units               | 004273MIU            | 004273MIU            | 004273MIU             | 395                           | 20%               | 316                               | 10.66               | 8.39                | 6.99                | 6.13                | 5.74                | \$150 Annual Plan                            |
|                                       |                                    | RightFax Connector for ESA MFP's 10-49 MFP Units             | 004274MIU            | 004274MIU            | 004274MIU             | 295                           | 20%               | 236                               | 7.96                | 6.27                | 5.22                | 4.58                | 4.29                | \$150 Annual Plan                            |
|                                       |                                    | RightFax Connector for ESA MFP's 50-499 MFP Units            | 004275MIU            | 004275MIU            | 004275MIU             | 125                           | 20%               | 100                               | 3.37                | 2.66                | 2.21                | 1.94                | 1.82                | \$150 Annual Plan                            |
|                                       |                                    | RightFax Connector for ESA MFP's 500+ MFP Units              | 004276MIU            | 004276MIU            | 004276MIU             | 75                            | 20%               | 60                                | 2.02                | 1.59                | 1.33                | 1.16                | 1.09                | \$150 Annual Plan                            |
|                                       |                                    | RightFax MFP Module 2.0, 2.5, 3.0 Upgrade to MFP Fax Client  | 004277MIU            | 004277MIU            | 004277MIU             | -                             |                   | -                                 | -                   | -                   | -                   | -                   | -                   | \$150 Annual Plan                            |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | MFP Fax Client for Redundant Systems                                  | 004278MIU                  | 004278MIU                  | 004278MIU                   | -                                      |                         | -  | -                               | -                               | -                               | -                               | -                               |  |
|  |   | <b>_Print Director</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | CopyAudit Numeric Control Terminal                                    | 100064FNG                  | 100064FNG                  | 100064FNG                   | 1,553                                  | 16%                     | 1,303                                      | 43.96                           | 34.61                           | 28.82                           | 25.27                           | 23.69                           |  |
|  |   | Copy Audit Touch Network Copy Adapter (NCA)                           | 100234FNG                  | 100234FNG                  | 100234FNG                   | 1,520                                  | 16%                     | 1,284                                      | 43.31                           | 34.11                           | 28.40                           | 24.90                           | 23.34                           |  |
|  |   | Copy Audit Touch Screen Terminal - Tablet Style                       | 100237FNG                  | 100237FNG                  | 100237FNG                   | 2,412                                  | 16%                     | 2,028                                      | 68.41                           | 53.87                           | 44.86                           | 39.33                           | 36.87                           |  |
|  |   | <b>_PCS Director 6</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | PCS Director 6 Analysis, 5 Seat Pack                                  | 100176FNG                  | 100176FNG                  | 100176FNG                   | 257                                    | 20%                     | 206  | 6.95                            | 5.47                            | 4.56                            | 3.99                            | 3.75                            | \$99 Annual Plan                                   |
|  |   | PCS Director 6 Analysis, 10 Seat Pack                                 | 100177FNG                  | 100177FNG                  | 100177FNG                   | 486                                    | 20%                     | 389  | 13.12                           | 10.33                           | 8.60                            | 7.54                            | 7.07                            | \$199 Annual Plan                                  |
|  |   | PCS Director 6 Analysis, 25 Seat Pack                                 | 100178FNG                  | 100178FNG                  | 100178FNG                   | 1,183                                  | 20%                     | 946  | 31.91                           | 25.13                           | 20.92                           | 18.34                           | 17.20                           | \$299 Annual Plan                                  |
|  |   | PCS Director 6 Analysis, 50 Seat Pack                                 | 100179FNG                  | 100179FNG                  | 100179FNG                   | 1,970                                  | 20%                     | 1,576                                      | 53.16                           | 41.86                           | 34.86                           | 30.56                           | 28.65                           | \$99 Annual Plan                                   |
|  |   | PCS Director 6 Analysis, 100 Seat Pack                                | 100180FNG                  | 100180FNG                  | 100180FNG                   | 3,110                                  | 20%                     | 2,488                                      | 83.93                           | 66.09                           | 55.03                           | 48.25                           | 45.23                           | \$156 Annual Plan                                  |
|  |   | PCS Director 6 Analysis, 250 Seat Pack                                | 100181FNG                  | 100181FNG                  | 100181FNG                   | 5,975                                  | 20%                     | 4,780                                      | 161.25                          | 126.97                          | 105.73                          | 92.69                           | 86.90                           | \$299 Annual Plan                                  |
|  |   | PCS Director 6 Analysis, 500 Seat Pack                                | 100182FNG                  | 100182FNG                  | 100182FNG                   | 8,350                                  | 20%                     | 6,680                                      | 225.34                          | 177.44                          | 147.75                          | 129.54                          | 121.44                          | \$418 Annual Plan                                  |
|  |   | PCS Director 6 Analysis, 1,000 Seat Pack                              | 100183FNG                  | 100183FNG                  | 100183FNG                   | 11,300                                 | 20%                     | 9,040                                      | 304.96                          | 240.13                          | 199.96                          | 175.30                          | 164.35                          | \$565 Annual Plan                                  |
|  |   | PCS Director 6 Analysis, 2,500 Seat Pack                              | 100184FNG                  | 100184FNG                  | 100184FNG                   | 19,000                                 | 20%                     | 15,200                                     | 512.76                          | 403.76                          | 336.21                          | 294.76                          | 276.34                          | \$950 Annual Plan                                  |
|  |   | PCS Director 6 Analysis 5,000 Seat Pack                               | 100185FNG                  | 100185FNG                  | 100185FNG                   | 29,500                                 | 20%                     | 23,600                                     | 796.12                          | 626.89                          | 522.01                          | 457.65                          | 429.05                          | \$1180 Annual Plan                                 |
|  |   | PCS Director 6 Analysis 10,000 Seat Pack                              | 100186FNG                  | 100186FNG                  | 100186FNG                   | 38,000                                 | 20%                     | 30,400                                     | 1,025.51                        | 807.52                          | 672.42                          | 589.52                          | 552.67                          | \$1520 Annual Plan                                 |
|  |   | PCS Director 6 Analysis 20,000 Seat Pack                              | 100187FNG                  | 100187FNG                  | 100187FNG                   | 54,000                                 | 20%                     | 43,200                                     | 1,457.31                        | 1,147.52                        | 955.54                          | 837.73                          | 785.38                          | \$2160 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Rules, 5 Seat Pack                          | 100188FNG                  | 100188FNG                  | 100188FNG                   | 513                                    | 20%                     | 411  | 13.86                           | 10.92                           | 9.09                            | 7.97                            | 7.47                            | \$99 Annual Plan                                   |
|  |   | PCS Director 6 Analysis & Rules, 10 Seat Pack                         | 100189FNG                  | 100189FNG                  | 100189FNG                   | 972                                    | 20%                     | 778  | 26.25                           | 20.67                           | 17.21                           | 15.09                           | 14.14                           | \$199 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Rules, 25 Seat Pack                         | 100190FNG                  | 100190FNG                  | 100190FNG                   | 2,330                                  | 20%                     | 1,864                                      | 62.88                           | 49.51                           | 41.23                           | 36.15                           | 33.89                           | \$299 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Rules, 50 Seat Pack                         | 100191FNG                  | 100191FNG                  | 100191FNG                   | 3,485                                  | 20%                     | 2,788                                      | 94.05                           | 74.06                           | 61.67                           | 54.06                           | 50.69                           | \$174 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Rules, 100 Seat Pack                        | 100192FNG                  | 100192FNG                  | 100192FNG                   | 5,480                                  | 20%                     | 4,384                                      | 147.89                          | 116.45                          | 96.97                           | 85.01                           | 79.70                           | \$274 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Rules, 250 Seat Pack                        | 100193FNG                  | 100193FNG                  | 100193FNG                   | 10,725                                 | 20%                     | 8,580                                      | 289.44                          | 227.91                          | 189.78                          | 166.38                          | 155.98                          | \$536 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Rules, 500 Seat Pack                        | 100194FNG                  | 100194FNG                  | 100194FNG                   | 15,400                                 | 20%                     | 12,320                                     | 415.60                          | 327.26                          | 272.51                          | 238.91                          | 223.98                          | \$770 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Rules, 1,000 Seat Pack                      | 100195FNG                  | 100195FNG                  | 100195FNG                   | 21,100                                 | 20%                     | 16,880                                     | 569.43                          | 448.38                          | 373.37                          | 327.34                          | 306.88                          | \$1055 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Rules, 2,500 Seat Pack                      | 100196FNG                  | 100196FNG                  | 100196FNG                   | 34,500                                 | 20%                     | 27,600                                     | 931.06                          | 733.14                          | 610.48                          | 536.22                          | 501.77                          | \$1725 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Rules 5,000 Seat Pack                       | 100197FNG                  | 100197FNG                  | 100197FNG                   | 55,500                                 | 20%                     | 44,400                                     | 1,497.79                        | 1,179.40                        | 982.08                          | 861.00                          | 807.19                          | \$2220 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Rules 10,000 Seat Pack                      | 100198FNG                  | 100198FNG                  | 100198FNG                   | 73,000                                 | 20%                     | 58,400                                     | 1,970.07                        | 1,551.28                        | 1,291.75                        | 1,132.49                        | 1,061.71                        | \$2920 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Rules 20,000 Seat Pack                      | 100199FNG                  | 100199FNG                  | 100199FNG                   | 114,000                                | 20%                     | 91,200                                     | 3,076.54                        | 2,422.55                        | 2,017.25                        | 1,768.55                        | 1,658.02                        | \$4560 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Recovery, 5 Seat Pack                       | 100200FNG                  | 100200FNG                  | 100200FNG                   | 540                                    | 20%                     | 432  | 14.57                           | 11.48                           | 9.56                            | 8.38                            | 7.85                            | \$99 Annual Plan                                   |
|  |   | PCS Director 6 Analysis & Recovery, 10 Seat Pack                      | 100201FNG                  | 100201FNG                  | 100201FNG                   | 1,026                                  | 20%                     | 821  | 27.70                           | 21.81                           | 18.16                           | 15.92                           | 14.93                           | \$199 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Recovery, 25 Seat Pack                      | 100202FNG                  | 100202FNG                  | 100202FNG                   | 2,525                                  | 20%                     | 2,020                                      | 68.14                           | 53.66                           | 44.68                           | 39.17                           | 36.72                           | \$299 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Recovery, 50 Seat Pack                      | 100203FNG                  | 100203FNG                  | 100203FNG                   | 4,660                                  | 20%                     | 3,728                                      | 125.76                          | 99.03                           | 82.46                           | 72.29                           | 67.78                           | \$333 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Recovery, 100 Seat Pack                     | 100204FNG                  | 100204FNG                  | 100204FNG                   | 7,430                                  | 20%                     | 5,944                                      | 200.51                          | 157.89                          | 131.48                          | 115.27                          | 108.06                          | \$372 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Recovery, 250 Seat Pack                     | 100205FNG                  | 100205FNG                  | 100205FNG                   | 17,888                                 | 20%                     | 14,311                                     | 482.77                          | 380.14                          | 316.55                          | 277.52                          | 260.17                          | \$894 Annual Plan                                  |
|  |   | PCS Director 6 Analysis & Recovery, 500 Seat Pack                     | 100206FNG                  | 100206FNG                  | 100206FNG                   | 20,650                                 | 20%                     | 16,520                                     | 557.29                          | 438.82                          | 365.41                          | 320.36                          | 300.33                          | \$1033 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Recovery, 1,000 Seat Pack                   | 100207FNG                  | 100207FNG                  | 100207FNG                   | 28,400                                 | 20%                     | 22,720                                     | 766.44                          | 603.51                          | 502.54                          | 440.59                          | 413.05                          | \$1420 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Recovery, 2,500 Seat Pack                   | 100208FNG                  | 100208FNG                  | 100208FNG                   | 46,000                                 | 20%                     | 36,800                                     | 1,241.41                        | 977.52                          | 813.98                          | 713.63                          | 669.02                          | \$2300 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Recovery 5,000 Seat Pack                    | 100209FNG                  | 100209FNG                  | 100209FNG                   | 73,000                                 | 20%                     | 58,400                                     | 1,970.07                        | 1,551.28                        | 1,291.75                        | 1,132.49                        | 1,061.71                        | \$2920 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Recovery 10,000 Seat Pack                   | 100210FNG                  | 100210FNG                  | 100210FNG                   | 95,000                                 | 20%                     | 76,000                                     | 2,563.78                        | 2,018.79                        | 1,681.04                        | 1,473.79                        | 1,381.68                        | \$3800 Annual Plan                                 |
|  |   | PCS Director 6 Analysis & Recovery 20,000 Seat Pack                   | 100211FNG                  | 100211FNG                  | 100211FNG                   | 118,000                                | 20%                     | 94,400                                     | 3,184.49                        | 2,507.55                        | 2,088.03                        | 1,830.60                        | 1,716.19                        | \$4720 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 5 Seat Pack                                     | 100212FNG                  | 100212FNG                  | 100212FNG                   | 1,026                                  | 20%                     | 821  | 27.70                           | 21.81                           | 18.16                           | 15.92                           | 14.93                           | \$99 Annual Plan                                   |
|  |   | PCS Director 6 Suite, 10 Seat Pack                                    | 100213FNG                  | 100213FNG                  | 100213FNG                   | 1,944                                  | 20%                     | 1,556                                      | 52.49                           | 41.33                           | 34.42                           | 30.17                           | 28.29                           | \$199 Annual Plan                                  |
|  |   | PCS Director 6 Suite, 25 Seat Pack                                    | 100214FNG                  | 100214FNG                  | 100214FNG                   | 4,725                                  | 20%                     | 3,780                                      | 127.51                          | 100.41                          | 83.61                           | 73.30                           | 68.72                           | \$299 Annual Plan                                  |
|  |   | PCS Director 6 Suite, 50 Seat Pack                                    | 100215FNG                  | 100215FNG                  | 100215FNG                   | 7,900                                  | 20%                     | 6,320                                      | 213.20                          | 167.88                          | 139.79                          | 122.56                          | 114.90                          | \$395 Annual Plan                                  |
|  |   | PCS Director 6 Suite, 100 Seat Pack                                   | 100216FNG                  | 100216FNG                  | 100216FNG                   | 12,420                                 | 20%                     | 9,936                                      | 335.18                          | 263.93                          | 219.77                          | 192.68                          | 180.64                          | \$621 Annual Plan                                  |
|  |   | PCS Director 6 Suite, 250 Seat Pack                                   | 100217FNG                  | 100217FNG                  | 100217FNG                   | 29,875                                 | 20%                     | 23,900                                     | 806.24                          | 634.86                          | 528.64                          | 463.47                          | 434.50                          | \$1494 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 500 Seat Pack                                   | 100218FNG                  | 100218FNG                  | 100218FNG                   | 34,150                                 | 20%                     | 27,320                                     | 921.61                          | 725.70                          | 604.29                          | 529.79                          | 496.68                          | \$1708 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 1,000 Seat Pack                                 | 100219FNG                  | 100219FNG                  | 100219FNG                   | 46,200                                 | 20%                     | 36,960                                     | 1,246.81                        | 981.77                          | 817.52                          | 716.73                          | 671.93                          | \$2310 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 2,500 Seat Pack                                 | 100220FNG                  | 100220FNG                  | 100220FNG                   | 75,000                                 | 20%                     | 60,000                                     | 2,024.04                        | 1,593.78                        | 1,327.14                        | 1,163.52                        | 1,090.80                        | \$3750 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 5,000 Seat Pack                                 | 100221FNG                  | 100221FNG                  | 100221FNG                   | 120,000                                | 20%                     | 96,000                                     | 3,238.46                        | 2,550.05                        | 2,123.42                        | 1,861.63                        | 1,745.28                        | \$4800 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 10,000 Seat Pack                                | 100222FNG                  | 100222FNG                  | 100222FNG                   | 154,000                                | 20%                     | 123,200                                    | 4,156.03                        | 3,272.56                        | 2,725.06                        | 2,389.09                        | 2,239.78                        | \$6160 Annual Plan                                 |
|  |   | PCS Director 6 Suite, 20,000 Seat Pack                                | 100223FNG                  | 100223FNG                  | 100223FNG                   | 216,000                                | 20%                     | 172,800                                    | 5,829.24                        | 4,590.59                        | 3,822.16                        | 3,350.94                        | 3,141.50                        | \$8640 Annual Plan                                 |
|  |   | PCS Director 6 Embedded, 1 MFP Pack                                   | 100224FNG                  | 100224FNG                  | 100224FNG                   | 898                                    | 20%                     | 719  | 24.25                           | 19.10                           | 15.90                           | 13.94                           | 13.07                           | \$99 Annual Plan                                   |
|  |   | PCS Director 6 Embedded, 5 MFP Pack                                   | 100225FNG                  | 100225FNG                  | 100225FNG                   | 2,248                                  | 20%                     | 1,799                                      | 60.69                           | 47.79                           | 39.79                           | 34.89                           | 32.71                           | \$199 Annual Plan                                  |
|  |   | PCS Director 6 Embedded, 25 MFP Pack                                  | 100226FNG                  | 100226FNG                  | 100226FNG                   | 4,948                                  | 20%                     | 3,959                                      | 133.55                          | 105.16                          | 87.57                           | 76.77                           | 71.97                           | \$299 Annual Plan                                  |
|  |   | PCS Director 6 Embedded, 100 MFP Pack                                 | 100227FNG                  | 100227FNG                  | 100227FNG                   | 13,270                                 | 20%                     | 10,616                                     | 358.12                          | 281.99                          | 234.82                          | 205.87                          | 193.00                          | \$664 Annual Plan                                  |
|  |   | PCS Director 6 Embedded, 150 MFP Pack                                 | 100228FNG                  | 100228FNG                  | 100228FNG                   | 16,110                                 | 20%                     | 12,888                                     | 434.76                          | 342.34                          | 285.07                          | 249.92                          | 234.30                          | \$806 Annual Plan                                  |
|  |   | PCS Director 6 Embedded, 200 MFP Pack                                 | 100229FNG                  | 100229FNG                  | 100229FNG                   | 19,040                                 | 20%                     | 15,232                                     | 513.84                          | 404.61                          | 336.92                          | 295.38                          | 276.92                          | \$952 Annual Plan                                  |
|  |   | PCS Director 6 Embedded, 250 MFP Pack                                 | 100230FNG                  | 100230FNG                  | 100230FNG                   | 21,950                                 | 20%                     | 17,560                                     | 592.37                          | 466.45                          | 388.41                          | 340.52                          | 319.24                          | \$1098 Annual Plan                                 |
|  |   | Copy Audit Touch Network Copy Adapter (NCA)                           | 100234FNG                  | 100234FNG                  | 100234FNG                   | 1,520                                  | 16%                     | 1,284                                      | 43.31                           | 34.11                           | 28.40                           | 24.90                           | 23.34                           |  |
|  |   | Copy Audit Touch Screen Terminal - Copy Center Style                  | 100235FNG                  | 100235FNG                  | 100235FNG                   | 2,952                                  | 16%                     | 2,481                                      | 68.41                           | 53.87                           | 44.86                           | 39.33                           | 36.87                           |  |

# RICOH SAVIN LANIER

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|--|---|--|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |  |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Copy Audit Touch Screen Terminal - Copy Center Style with Magstripe Reader | 100236FNG                  | 100236FNG                  | 100236FNG                   | 3,155                                  | 16%                     | 2,652                                      | 89.46                           | 70.45                           | 58.66                           | 51.43                           | 48.21                           |  |
|  |   | Copy Audit Touch Screen Terminal - Tablet Style                            | 100237FNG                  | 100237FNG                  | 100237FNG                   | 2,412                                  | 16%                     | 2,028                                      | 68.41                           | 53.87                           | 44.86                           | 39.33                           | 36.87                           |  |
|  |   | Copy Audit Touch Screen Terminal - Tablet style with Magstripe Reader      | 100238FNG                  | 100238FNG                  | 100238FNG                   | 2,547                                  | 16%                     | 2,142                                      | 72.26                           | 56.90                           | 47.38                           | 41.54                           | 38.94                           |  |
|  |   | eCopy Connector for PCS Director   | 100239FNG                  | 100239FNG                  | 100239FNG                   | 1,350                                  | 20%                     | 1,080                                      | 36.43                           | 28.69                           | 23.89                           | 20.94                           | 19.63                           |  |
|  |   | <b>PCS Director Assessor</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | PCS Director Assessor 1-Pack   | 100169FNG                  | 100169FNG                  | 100169FNG                   | 600                                    | 20%                     | 480  | 16.19                           | 12.75                           | 10.62                           | 9.31                            | 8.73                            |  |
|  |   | PCS Director Assessor 3-Pack   | 100170FNG                  | 100170FNG                  | 100170FNG                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | PCS Director Assessor 5-Pack   | 100171FNG                  | 100171FNG                  | 100171FNG                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | PCS Director Assessor 10- pack   | 100172FNG                  | 100172FNG                  | 100172FNG                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | PCS Audit Professional Services - Hourly Fee (Web/Phone)                   | 100173FNG                  | 100173FNG                  | 100173FNG                   | 150                                    | 5%                      | 143  | 4.82                            | 3.80                            | 3.16                            | 2.77                            | 2.60                            |  |
|  |   | PCS Audit Professional Services - Half-Day Fee (On-site)                   | 100174FNG                  | 100174FNG                  | 100174FNG                   | 875                                    | 3%                      | 853  | 28.78                           | 22.86                           | 18.87                           | 16.54                           | 15.51                           |  |
|  |   | PCS Audit Professional Services - Daily Fee (On-Site)                      | 100175FNG                  | 100175FNG                  | 100175FNG                   | 1,500                                  | 13%                     | 1,311                                      | 44.23                           | 34.82                           | 29.00                           | 25.42                           | 23.83                           |  |
|  |   | <b>Enhanced Locked Print</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Enhanced Locked Print SE 1 Pack  | 002889MIU                  | 002889MIU                  | 002889MIU                   | 100                                    | 20%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | Enhanced Locked Print SE 10 Pack   | 002957MIU                  | 002957MIU                  | 002957MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | Enhanced Locked Print SE 50 Pack   | 002958MIU                  | 002958MIU                  | 002958MIU                   | 3,200                                  | 20%                     | 2,560                                      | 86.36                           | 68.00                           | 56.62                           | 49.64                           | 46.54                           |  |
|  |   | Enhanced Locked Print SE 100 Pack  | 002959MIU                  | 002959MIU                  | 002959MIU                   | 5,120                                  | 20%                     | 4,096                                      | 138.17                          | 108.80                          | 90.60                           | 79.43                           | 74.47                           |  |
|  |   | Enhanced Locked Print SE 500 Pack  | 002960MIU                  | 002960MIU                  | 002960MIU                   | 20,480                                 | 20%                     | 16,384                                     | 552.70                          | 435.21                          | 362.40                          | 317.72                          | 297.86                          |  |
|  |   | Enhanced Locked Print SE 1000 Pack   | 002951MIU                  | 002951MIU                  | 002951MIU                   | 32,768                                 | 20%                     | 26,215                                     | 884.34                          | 696.35                          | 579.85                          | 508.36                          | 476.59                          |  |
|  |   | Enhanced Locked Print EX 1 Pck   | 002891MIU                  | 002891MIU                  | 002891MIU                   | 150                                    | 20%                     | 120  | 4.05                            | 3.19                            | 2.65                            | 2.33                            | 2.18                            |  |
|  |   | Enhanced Locked Print EX 10 Pck  | 002952MIU                  | 002952MIU                  | 002952MIU                   | 1,200                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           |  |
|  |   | Enhanced Locked Print EX 50 Pck  | 002953MIU                  | 002953MIU                  | 002953MIU                   | 4,800                                  | 20%                     | 3,840                                      | 129.54                          | 102.00                          | 84.94                           | 74.47                           | 69.81                           |  |
|  |   | Enhanced Locked Print EX 100 Pck   | 002954MIU                  | 002954MIU                  | 002954MIU                   | 7,680                                  | 20%                     | 6,144                                      | 207.26                          | 163.20                          | 135.90                          | 119.14                          | 111.70                          |  |
|  |   | Enhanced Locked Print EX 500 Pck   | 002955MIU                  | 002955MIU                  | 002955MIU                   | 30,720                                 | 20%                     | 24,576                                     | 829.05                          | 652.81                          | 543.60                          | 476.58                          | 446.79                          |  |
|  |   | Enhanced Locked Print EX 1,000 Pck   | 002956MIU                  | 002956MIU                  | 002956MIU                   | 49,152                                 | 20%                     | 39,322                                     | 1,326.49                        | 1,044.51                        | 869.76                          | 762.53                          | 714.87                          |  |
|  |   | Enhanced Locked Print PCV 1 Pack   | 002892MIU                  | 002892MIU                  | 002892MIU                   | 600                                    | 20%                     | 480  | 16.19                           | 12.75                           | 10.62                           | 9.31                            | 8.73                            |  |
|  |   | ELP HID Card Reader Kit**  | 003169MIU                  | 003169MIU                  | 003169MIU                   | 299                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | ELP CASI Card Reader Kit   | 003171MIU                  | 003171MIU                  | 003171MIU                   | 299                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | ELP NxtWtch Card Reader Kit  | 003172MIU                  | 003172MIU                  | 003172MIU                   | 299                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | iClass CARD READER KIT   | 004279MIU                  | 004279MIU                  | 004279MIU                   | 329                                    | 20%                     | 264  | 7.01                            | 5.84                            | 5.12                            | 4.80                            | 4.80                            |  |
|  |   | Enhanced Locked Print Next Gen. 1 Device License                           | 420355                     | 420355                     | 420355                      | 120                                    | 20%                     | 96   | 3.24                            | 2.55                            | 2.12                            | 1.86                            | 1.75                            | \$110 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 5 Device Licenses                          | 420356                     | 420356                     | 420356                      | 570                                    | 20%                     | 456  | 15.38                           | 12.11                           | 10.09                           | 8.84                            | 8.29                            | \$150 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 15 Device Licenses                         | 420357                     | 420357                     | 420357                      | 1,440                                  | 20%                     | 1,152                                      | 38.86                           | 30.60                           | 25.48                           | 22.34                           | 20.94                           | \$95 Annual Plan                                   |
|  |   | Enhanced Locked Print Next Gen. 25 Device Licenses                         | 420358                     | 420358                     | 420358                      | 2,100                                  | 20%                     | 1,680                                      | 44.63                           | 37.16                           | 32.58                           | 30.54                           | 29.11                           | \$119 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 50 Device Licenses                         | 420367                     | 420367                     | 420367                      | 3,900                                  | 20%                     | 3,120                                      | 105.25                          | 82.88                           | 69.01                           | 60.50                           | 56.72                           | \$241 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 100 Device Licenses                        | 420359                     | 420359                     | 420359                      | 7,200                                  | 20%                     | 5,760                                      | 194.31                          | 153.00                          | 127.41                          | 111.70                          | 104.72                          | \$470 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 150 Device Licenses                        | 420360                     | 420360                     | 420360                      | 9,900                                  | 20%                     | 7,920                                      | 267.17                          | 210.38                          | 175.18                          | 153.58                          | 143.99                          | \$405 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 200 Device Licenses                        | 420361                     | 420361                     | 420361                      | 12,000                                 | 20%                     | 9,600                                      | 323.85                          | 255.00                          | 212.34                          | 186.16                          | 174.53                          | \$510 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 250 Device Licenses                        | 420362                     | 420362                     | 420362                      | 15,000                                 | 20%                     | 12,000                                     | 404.81                          | 318.76                          | 265.43                          | 232.70                          | 218.16                          | \$630 Annual Plan                                  |
|  |   | Enhanced Locked Print Next Gen. 500 Device Licenses                        | 420374                     | 420374                     | 420374                      | 27,000                                 | 20%                     | 21,600                                     | 728.65                          | 573.76                          | 477.77                          | 418.87                          | 392.69                          | \$1653 Annual Plan                                 |
|  |   | Enhanced Locked Print Next Gen. 1,000 Device Licenses                      | 420375                     | 420375                     | 420375                      | 48,000                                 | 20%                     | 38,400                                     | 1,295.39                        | 1,020.02                        | 849.37                          | 744.65                          | 698.11                          | \$3296 Annual Plan                                 |
|  |   | <b>Card Authentication Package</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Card Authentication Package 1 Device License                               | 420364                     | 420364                     | 420364                      | 240                                    | 20%                     | 192  | 6.48                            | 5.10                            | 4.25                            | 3.72                            | 3.49                            |  |
|  |   | Card Authentication Package 5 Device Licenses                              | 420348                     | 420348                     | 420348                      | 1,140                                  | 20%                     | 912  | 30.77                           | 24.23                           | 20.17                           | 17.69                           | 16.58                           | \$115 Annual Plan                                  |
|  |   | Card Authentication Package 15 Device Licenses                             | 420349                     | 420349                     | 420349                      | 2,880                                  | 20%                     | 2,304                                      | 77.72                           | 61.20                           | 50.96                           | 44.68                           | 41.89                           | \$179 Annual Plan                                  |
|  |   | Card Authentication Package 25 Device Licenses                             | 420350                     | 420350                     | 420350                      | 4,200                                  | 20%                     | 3,360                                      | 113.35                          | 89.25                           | 74.32                           | 65.16                           | 61.08                           | \$299 Annual Plan                                  |
|  |   | Card Authentication Package 50 Device Licenses                             | 420366                     | 420366                     | 420366                      | 7,800                                  | 20%                     | 6,240                                      | 210.50                          | 165.75                          | 138.02                          | 121.01                          | 113.44                          | \$499 Annual Plan                                  |
|  |   | Card Authentication Package 100 Device Licenses                            | 420351                     | 420351                     | 420351                      | 14,400                                 | 20%                     | 11,520                                     | 388.62                          | 306.01                          | 254.81                          | 223.40                          | 209.43                          | \$799 Annual Plan                                  |
|  |   | Card Authentication Package 150 Device Licenses                            | 420352                     | 420352                     | 420352                      | 19,800                                 | 20%                     | 15,840                                     | 534.35                          | 420.76                          | 360.36                          | 307.17                          | 287.97                          | \$1100 Annual Plan                                 |
|  |   | Card Authentication Package 200 Device Licenses                            | 420353                     | 420353                     | 420353                      | 24,000                                 | 20%                     | 19,200                                     | 647.69                          | 510.01                          | 424.68                          | 372.33                          | 349.06                          | \$1500 Annual Plan                                 |
|  |   | Card Authentication Package 250 Device Licenses                            | 420354                     | 420354                     | 420354                      | 30,000                                 | 20%                     | 24,000                                     | 809.62                          | 637.51                          | 530.86                          | 463.41                          | 436.32                          | \$1800 Annual Plan                                 |
|  |   | Card Authentication Package 500 Device Licenses                            | 420372                     | 420372                     | 420372                      | 54,000                                 | 20%                     | 43,200                                     | 1,457.31                        | 1,147.52                        | 955.54                          | 837.73                          | 785.38                          | \$3200 Annual Plan                                 |
|  |   | Card Authentication Package 1,000 Device Licenses                          | 420373                     | 420373                     | 420373                      | 96,000                                 | 20%                     | 76,800                                     | 2,590.77                        | 2,040.04                        | 1,698.74                        | 1,489.31                        | 1,396.22                        | \$6900 Annual Plan                                 |
|  |   | Card Authentication Package Enterprise Server                              | 420380                     | 420380                     | 420380                      | 1,440                                  | 20%                     | 1,152                                      | 38.86                           | 30.60                           | 25.48                           | 22.34                           | 20.94                           | \$399 Annual Plan                                  |
|  |   | CAC V2 1-pack  | 004743MIU                  | 004743MIU                  | 004743MIU                   | 595                                    | 20%                     | 476  | 16.06                           | 12.64                           | 10.53                           | 9.23                            | 8.65                            | \$75 Annual Plan                                   |
|  |   | CAC V2 10-pack   | 004744MIU                  | 004744MIU                  | 004744MIU                   | 5,850                                  | 20%                     | 4,680                                      | 124.31                          | 103.52                          | 86.90                           | 75.85                           | 71.50                           | \$370 Annual Plan                                  |
|  |   | CAC V2 50-pack   | 004745MIU                  | 004745MIU                  | 004745MIU                   | 29,250                                 | 20%                     | 23,400                                     | 789.38                          | 621.57                          | 517.58                          | 453.77                          | 425.41                          | \$1600 Annual Plan                                 |
|  |   | CAC V2 100-pack  | 004746MIU                  | 004746MIU                  | 004746MIU                   | 58,500                                 | 20%                     | 46,800                                     | 1,578.75                        | 1,243.15                        | 1,035.17                        | 907.55                          | 850.82                          | \$3100 Annual Plan                                 |
|  |   | CAC V2 500-pack  | 004747MIU                  | 004747MIU                  | 004747MIU                   | 292,500                                | 20%                     | 234,000                                    | 7,893.76                        | 6,215.74                        | 5,175.85                        | 4,537.73                        | 4,254.12                        | \$14999 Annual Plan                                |
|  |   | <b>Smart Accounting</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Smart Accounting 1 - 5 Devices   | 003059MIU                  | 003059MIU                  | 003059MIU                   | 999                                    | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           | \$99 Annual Plan                                   |
|  |   | Smart Accounting 6 - 10 Devices  | 003104MIU                  | 003104MIU                  | 003104MIU                   | 1,499                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           | \$4200 Annual Plan                                 |
|  |   | Smart Accounting 11 - 20 Devices   | 003105MIU                  | 003105MIU                  | 003105MIU                   | 2,299                                  | 20%                     | 1,840                                      | 62.07                           | 48.88                           | 40.70                           | 35.68                           | 33.45                           | \$5040 Annual Plan                                 |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
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Schedule B to

Ricoh Master Pricing Agreement

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| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                    | FMV                    | FMV                    | FMV                    | FMV                    | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |
|  |   | Smart Accounting 21 - 50 Devices                                      | 003106MIU                  | 003106MIU                  | 003106MIU                   | 3,499                                  | 20%                     | 2,800                                      | 94.46                  | 74.38                  | 61.93                  | 54.30                  | 50.90                  | \$6048 Annual Plan                                 |
|  |   | SmartDeviceMonitor Accounting Tier 1                                  | 420382                     | 420382                     | 420382                      | 900                                    | 20%                     | 720  | 24.29                  | 19.13                  | 15.93                  | 13.96                  | 13.09                  |  |
|  |   | SmartDeviceMonitor Accounting Tier 2                                  | 420383                     | 420383                     | 420383                      | 1,350                                  | 20%                     | 1,080                                      | 36.43                  | 28.69                  | 23.89                  | 20.94                  | 19.63                  |  |
|  |   | SmartDeviceMonitor Accounting Tier 3                                  | 420384                     | 420384                     | 420384                      | 2,070                                  | 20%                     | 1,656                                      | 55.86                  | 43.99                  | 36.63                  | 32.11                  | 30.11                  |  |
|  |   | SmartDeviceMonitor Accounting Tier 4                                  | 420385                     | 420385                     | 420385                      | 3,150                                  | 20%                     | 2,520                                      | 85.01                  | 66.94                  | 55.74                  | 48.87                  | 45.81                  |  |
|  |   | <b>WBDI Web Based Driver</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | WBDI Web Based Driver Installer 1,000 Users                           | 003138MIU                  | 003138MIU                  | 003138MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                 | 159.38                 | 132.71                 | 116.35                 | 109.08                 | \$650 Annual Plan                                  |
|  |   | WBDI Web Based Driver Installer 5,000 Users                           | 003139MIU                  | 003139MIU                  | 003139MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                 | 318.76                 | 265.43                 | 232.70                 | 218.16                 | \$650 Annual Plan                                  |
|  |   | WBDI Web Based Driver Installer 10,000 Users                          | 003140MIU                  | 003140MIU                  | 003140MIU                   | 22,500                                 | 20%                     | 18,000                                     | 607.21                 | 478.13                 | 398.14                 | 349.06                 | 327.24                 | \$650 Annual Plan                                  |
|  |   | WBDI Web Based Driver Installer 20,000 Users                          | 003141MIU                  | 003141MIU                  | 003141MIU                   | 30,000                                 | 20%                     | 24,000                                     | 809.62                 | 637.51                 | 530.86                 | 465.41                 | 436.32                 | \$650 Annual Plan                                  |
|  |   | WBDI Web Based Driver Installer 30,000 Users                          | 003142MIU                  | 003142MIU                  | 003142MIU                   | 37,500                                 | 20%                     | 30,000                                     | 1,012.02               | 796.89                 | 663.57                 | 581.76                 | 545.40                 | \$650 Annual Plan                                  |
|  |   | WBDI Web Based Driver Installer Unlimited Users                       | 003143MIU                  | 003143MIU                  | 003143MIU                   | 45,000                                 | 20%                     | 36,000                                     | 1,214.42               | 956.27                 | 796.28                 | 698.11                 | 654.48                 | \$650 Annual Plan                                  |
|  |   | <b>Reform PDC / Fabsot</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Reform PDC Base Software  | 004022MIU                  | 004022MIU                  | 004022MIU                   | 3,850                                  | 20%                     | 3,080                                      | 103.90                 | 81.81                  | 68.13                  | 59.73                  | 55.99                  | \$399 Annual Plan                                  |
|  |   | Reform PDC Archive  | 004023MIU                  | 004023MIU                  | 004023MIU                   | 1,455                                  | 20%                     | 1,164                                      | 39.27                  | 30.92                  | 25.75                  | 22.57                  | 21.16                  |  |
|  |   | Reform PDC Fax  | 004024MIU                  | 004024MIU                  | 004024MIU                   | 1,875                                  | 20%                     | 1,500                                      | 50.60                  | 39.84                  | 33.18                  | 29.09                  | 27.27                  | \$50 Annual Plan                                   |
|  |   | Reform PDC Email  | 004025MIU                  | 004025MIU                  | 004025MIU                   | 1,245                                  | 20%                     | 996  | 33.60                  | 26.46                  | 22.03                  | 19.31                  | 18.11                  |  |
|  |   | Reform PDC MOST 1 Pack  | 004026MIU                  | 004026MIU                  | 004026MIU                   | 999                                    | 20%                     | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  | \$399 Annual Plan                                  |
|  |   | Reform PDC MOST 10 Pack   | 004027MIU                  | 004027MIU                  | 004027MIU                   | 7,777                                  | 20%                     | 6,222                                      | 209.89                 | 165.27                 | 137.62                 | 120.66                 | 113.12                 |  |
|  |   | Reform PDC MOST 25 Pack   | 004028MIU                  | 004028MIU                  | 004028MIU                   | 16,665                                 | 20%                     | 13,332                                     | 449.74                 | 354.14                 | 294.89                 | 258.53                 | 242.38                 | \$799 Annual Plan                                  |
|  |   | Reform PDC MOST 50 Pack   | 004029MIU                  | 004029MIU                  | 004029MIU                   | 27,775                                 | 20%                     | 22,220                                     | 749.57                 | 590.23                 | 491.48                 | 430.89                 | 403.96                 | \$1299 Annual Plan                                 |
|  |   | Reform PDC MOST 100 Pack  | 004030MIU                  | 004030MIU                  | 004030MIU                   | 44,440                                 | 20%                     | 35,552                                     | 1,199.31               | 944.37                 | 786.37                 | 689.42                 | 646.34                 | \$2199 Annual Plan                                 |
|  |   | Reform PDC MOST 500 Pack  | 004031MIU                  | 004031MIU                  | 004031MIU                   | 166,650                                | 20%                     | 133,320                                    | 4,497.42               | 3,541.38               | 2,948.91               | 2,585.34               | 2,423.76               | \$7999 Annual Plan                                 |
|  |   | Reform PDC MOST 1000 Pack   | 004032MIU                  | 004032MIU                  | 004032MIU                   | 222,200                                | 20%                     | 177,760                                    | 4,721.84               | 3,931.87               | 3,447.12               | 3,231.68               | 3,231.68               | \$10999 Annual Plan                                |
|  |   | Reform PDC DAC (per MFP)  | 004033MIU                  | 004033MIU                  | 004033MIU                   | 395                                    | 20%                     | 316  | 10.66                  | 8.39                   | 6.99                   | 6.13                   | 5.74                   | \$50 Annual Plan                                   |
|  |   | Reform PDC APD (per Seat)   | 004034MIU                  | 004034MIU                  | 004034MIU                   | 125                                    | 20%                     | 100  | 3.37                   | 2.66                   | 2.21                   | 1.94                   | 1.82                   |  |
|  |   | Reform PDC Tag Doc  | 004035MIU                  | 004035MIU                  | 004035MIU                   | 1,875                                  | 20%                     | 1,500                                      | 50.60                  | 39.84                  | 33.18                  | 29.09                  | 27.27                  | \$50 Annual Plan                                   |
|  |   | Reform PDC Snap Doc   | 004036MIU                  | 004036MIU                  | 004036MIU                   | 999                                    | 20%                     | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  |  |
|  |   | Reform PDC Inclusive (per MFP)*                                       | 004037MIU                  | 004037MIU                  | 004037MIU                   | 135                                    | 20%                     | 108  | 3.64                   | 2.87                   | 2.39                   | 2.09                   | 1.96                   | \$50 Annual Plan                                   |
|  |   | FabSoft Professional Services per hour                                | 004045MIU                  | 004045MIU                  | 004045MIU                   | 250                                    | 20%                     | 200  | 6.75                   | 5.31                   | 4.42                   | 3.88                   | 3.64                   |  |
|  |   | Reform PDC MOST - Card Authentication                                 | 005307MIU                  | 005307MIU                  | 005307MIU                   | 1,000                                  | 20%                     | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  | \$50 Annual Plan                                   |
|  |   | Reform PDC MOST - Print to Me   | 005315MIU                  | 005315MIU                  | 005315MIU                   | 1,250                                  | 20%                     | 1,000                                      | 33.73                  | 26.56                  | 22.12                  | 19.39                  | 18.18                  |  |
|  |   | Reform PDC MOST - Bubble Sheet Plug-in                                | 005316MIU                  | 005316MIU                  | 005316MIU                   | 2,995                                  | 20%                     | 2,396                                      | 80.83                  | 63.64                  | 53.00                  | 46.46                  | 43.56                  | \$50 Annual Plan                                   |
|  |   | Reform PDC Cost Accounting - Passive                                  | 005339MIU                  | 005339MIU                  | 005339MIU                   | 1,250                                  | 20%                     | 1,000                                      | 33.73                  | 26.56                  | 22.12                  | 19.39                  | 18.18                  |  |
|  |   | Reform PDC Cost Accounting - Active                                   | 005340MIU                  | 005340MIU                  | 005340MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                  | 53.13                  | 44.24                  | 38.78                  | 36.36                  | \$50 Annual Plan                                   |
|  |   | Reform PDC Cost Accounting - Upgrade                                  | 005351MIU                  | 005351MIU                  | 005351MIU                   | 1,250                                  | 20%                     | 1,000                                      | 33.73                  | 26.56                  | 22.12                  | 19.39                  | 18.18                  |  |
|  |   | Reform PDC Desktop Form Filler - 1 workstation                        | 005326MIU                  | 005326MIU                  | 005326MIU                   | 130                                    | 20%                     | 104  | 3.51                   | 2.76                   | 2.30                   | 2.02                   | 1.89                   | \$50 Annual Plan                                   |
|  |   | Reform PDC Desktop Form Filler - 10 workstations                      | 005327MIU                  | 005327MIU                  | 005327MIU                   | 1,195                                  | 20%                     | 956  | 32.25                  | 25.39                  | 21.15                  | 18.54                  | 17.38                  |  |
|  |   | Reform PDC Desktop Form Filler - 50 workstations                      | 005328MIU                  | 005328MIU                  | 005328MIU                   | 4,995                                  | 20%                     | 3,996                                      | 134.80                 | 106.15                 | 88.39                  | 77.49                  | 72.65                  | \$50 Annual Plan                                   |
|  |   | Reform PDC Desktop MOST 1 Pack  | 005317MIU                  | 005317MIU                  | 005317MIU                   | 250                                    | 20%                     | 200  | 6.75                   | 5.31                   | 4.42                   | 3.88                   | 3.64                   |  |
|  |   | Reform PDC Desktop MOST 10 Pack                                       | 005318MIU                  | 005318MIU                  | 005318MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                  | 42.50                  | 35.39                  | 31.03                  | 29.09                  | \$50 Annual Plan                                   |
|  |   | Reform PDC MOST - Reform Tracker 1 MFP Pack                           | 005319MIU                  | 005319MIU                  | 005319MIU                   | 100                                    | 20%                     | 80   | 2.70                   | 2.13                   | 1.77                   | 1.55                   | 1.45                   |  |
|  |   | Reform PDC MOST - Reform Tracker 10 MFP Pack                          | 005320MIU                  | 005320MIU                  | 005320MIU                   | 750                                    | 20%                     | 600  | 20.24                  | 15.94                  | 13.27                  | 11.64                  | 10.91                  | \$50 Annual Plan                                   |
|  |   | Reform PDC MOST - Reform Tracker 25 MFP Pack                          | 005321MIU                  | 005321MIU                  | 005321MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                  | 31.88                  | 26.54                  | 23.27                  | 21.82                  |  |
|  |   | Reform PDC MOST - Reform Tracker 50 MFP Pack                          | 005322MIU                  | 005322MIU                  | 005322MIU                   | 2,750                                  | 20%                     | 2,200                                      | 74.21                  | 58.44                  | 48.66                  | 42.66                  | 40.00                  | \$50 Annual Plan                                   |
|  |   | Reform PDC MOST - Reform Tracker 100 MFP Pack                         | 005323MIU                  | 005323MIU                  | 005323MIU                   | 4,500                                  | 20%                     | 3,600                                      | 121.44                 | 95.63                  | 79.63                  | 69.81                  | 65.45                  |  |
|  |   | Reform PDC MOST - Reform Tracker 500 MFP Pack                         | 005324MIU                  | 005324MIU                  | 005324MIU                   | 16,500                                 | 20%                     | 13,200                                     | 445.29                 | 350.63                 | 291.97                 | 255.97                 | 239.98                 | \$50 Annual Plan                                   |
|  |   | Reform PDC MOST - Reform Tracker 1000 MFP Pack                        | 005325MIU                  | 005325MIU                  | 005325MIU                   | 22,250                                 | 20%                     | 17,800                                     | 600.47                 | 472.82                 | 393.72                 | 345.18                 | 323.60                 |  |
|  |   | Reform PDC Reform Tracker - Print Server                              | 005329MIU                  | 005329MIU                  | 005329MIU                   | 1,250                                  | 20%                     | 1,000                                      | 33.73                  | 26.56                  | 22.12                  | 19.39                  | 18.18                  | \$50 Annual Plan                                   |
|  |   | Reform PDC Reform Tracker - 1 Workstation Pack                        | 005330MIU                  | 005330MIU                  | 005330MIU                   | 45                                     | 20%                     | 36   | 1.21                   | 0.96                   | 0.80                   | 0.70                   | 0.65                   |  |
|  |   | Reform PDC Reform Tracker - 10 Workstation Pack                       | 005331MIU                  | 005331MIU                  | 005331MIU                   | 400                                    | 20%                     | 320  | 10.79                  | 8.50                   | 7.08                   | 6.21                   | 5.82                   | \$50 Annual Plan                                   |
|  |   | Reform PDC Reform Tracker - 100 Workstation Pack                      | 005332MIU                  | 005332MIU                  | 005332MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                  | 74.38                  | 61.93                  | 54.30                  | 50.90                  |  |
|  |   | Reform PDC Reform Tracker - 250 Workstation Pack                      | 005333MIU                  | 005333MIU                  | 005333MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                 | 159.38                 | 132.71                 | 116.35                 | 109.08                 | \$50 Annual Plan                                   |
|  |   | Reform PDC Reform Tracker - 500 Workstation Pack                      | 005334MIU                  | 005334MIU                  | 005334MIU                   | 12,500                                 | 20%                     | 10,000                                     | 337.34                 | 265.63                 | 221.19                 | 193.92                 | 181.80                 |  |
|  |   | Reform PDC Reform Tracker - 1000Workstation Pack                      | 005335MIU                  | 005335MIU                  | 005335MIU                   | 20,000                                 | 20%                     | 16,000                                     | 539.74                 | 425.01                 | 353.90                 | 310.27                 | 290.88                 | \$50 Annual Plan                                   |
|  |   | Reform PDC Reform Tracker - 5000 Workstation Pack                     | 005336MIU                  | 005336MIU                  | 005336MIU                   | 75,000                                 | 20%                     | 60,000                                     | 2,024.04               | 1,593.78               | 1,327.14               | 1,163.52               | 1,090.80               |  |
|  |   | Reform PDC Reform Tracker - 10000 Workstation Pack                    | 005337MIU                  | 005337MIU                  | 005337MIU                   | 130,000                                | 20%                     | 104,000                                    | 3,508.34               | 2,762.55               | 2,300.38               | 2,016.77               | 1,890.72               | \$50 Annual Plan                                   |
|  |   | Reform PDC Reform Tracker - 15000 Workstation Pack                    | 005338MIU                  | 005338MIU                  | 005338MIU                   | 165,000                                | 20%                     | 132,000                                    | 4,452.89               | 3,506.32               | 2,919.71               | 2,559.74               | 2,399.76               |  |
|  |   | <b>Core Server Components</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Reform PDC Ent Bundle Tier 1  | 005664MIU                  | 005664MIU                  | 005664MIU                   | 244                                    | 20%                     | 196  | 6.61                   | 5.21                   | 4.34                   | 3.80                   | 3.56                   | \$50 Annual Plan                                   |
|  |   | Reform PDC Ent Bundle Tier 2  | 005665MIU                  | 005665MIU                  | 005665MIU                   | 220                                    | 20%                     | 176  | 5.94                   | 4.68                   | 3.89                   | 3.41                   | 3.20                   |  |
|  |   | Reform PDC Ent Bundle Tier 3  | 005666MIU                  | 005666MIU                  | 005666MIU                   | 196                                    | 20%                     | 157  | 5.30                   | 4.17                   | 3.47                   | 3.04                   | 2.85                   |  |
|  |   | Reform PDC Ent Bundle Tier 4  | 005667MIU                  | 005667MIU                  | 005667MIU                   | 171                                    | 20%                     | 137  | 4.62                   | 3.64                   | 3.03                   | 2.66                   | 2.49                   |  |
|  |   |   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|--------------------|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |                    |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |                    |
|  |   | Reform PDC Ent Bundle Tier 5  | 005668MIU                  | 005668MIU                  | 005668MIU                   | 147                                    | 20%                     | 118  | 3.98                   | 3.13                   | 2.61                   | 2.29                   | 2.15                   |  |                    |
|  |   | Reform PDC Ent Bundle Tier 6  | 005669MIU                  | 005669MIU                  | 005669MIU                   | 133                                    | 20%                     | 107  | 3.61                   | 2.84                   | 2.37                   | 2.07                   | 1.95                   |  |                    |
|  |   | <b>MFP Tracker Comonents (MFP Tracking and Reports)</b>               |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | Reform PDC Ent MFP Track Bundle Tier 1                                | 005670MIU                  | 005670MIU                  | 005670MIU                   | 22                                     | 19%                     | 18   | 0.61                   | 0.48                   | 0.40                   | 0.35                   | 0.33                   |  |                    |
|  |   | Reform PDC Ent MFP Track Bundle Tier 2                                | 005671MIU                  | 005671MIU                  | 005671MIU                   | 20                                     | 20%                     | 16   | 0.54                   | 0.43                   | 0.35                   | 0.31                   | 0.29                   |  |                    |
|  |   | Reform PDC Ent MFP Track Bundle Tier 3                                | 005672MIU                  | 005672MIU                  | 005672MIU                   | 18                                     | 16%                     | 15   | 0.51                   | 0.40                   | 0.33                   | 0.29                   | 0.27                   |  |                    |
|  |   | Reform PDC Ent MFP Track Bundle Tier 4                                | 005673MIU                  | 005673MIU                  | 005673MIU                   | 16                                     | 16%                     | 13   | 0.44                   | 0.35                   | 0.29                   | 0.25                   | 0.24                   |  |                    |
|  |   | Reform PDC Ent MFP Track Bundle Tier 5                                | 005674MIU                  | 005674MIU                  | 005674MIU                   | 13                                     | 18%                     | 11   | 0.37                   | 0.29                   | 0.24                   | 0.21                   | 0.20                   |  |                    |
|  |   | Reform PDC Ent MFP Track Bundle Tier 6                                | 005675MIU                  | 005675MIU                  | 005675MIU                   | 11                                     | 19%                     | 9  | 0.30                   | 0.24                   | 0.20                   | 0.17                   | 0.16                   |  |                    |
|  |   | <b>Client/PS Tracker Comonents (Print Tracking and Reports)</b>       |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | Reform PDC Ent Print Track 5,000 Users                                | 005676MIU                  | 005676MIU                  | 005676MIU                   | 72,222                                 | 20%                     | 57,778                                     | 1,949.08               | 1,534.76               | 1,277.99               | 1,120.43               | 1,050.40               |  |                    |
|  |   | Reform PDC Ent Print Track 10,000 Users                               | 005677MIU                  | 005677MIU                  | 005677MIU                   | 133,333                                | 20%                     | 106,667                                    | 3,598.30               | 2,833.40               | 2,359.37               | 2,068.49               | 1,939.21               |  |                    |
|  |   | Reform PDC Ent Print Track 15,000 Users                               | 005678MIU                  | 005678MIU                  | 005678MIU                   | 183,333                                | 20%                     | 146,667                                    | 4,947.66               | 3,895.92               | 3,244.13               | 2,844.17               | 2,666.41               |  |                    |
|  |   | Reform PDC Ent Print Track 20,000 Users                               | 005679MIU                  | 005679MIU                  | 005679MIU                   | 222,222                                | 20%                     | 177,778                                    | 5,997.16               | 4,722.32               | 3,932.27               | 3,447.47               | 3,232.00               |  |                    |
|  |   | Reform PDC Ent Print Track 30,000 Users                               | 005680MIU                  | 005680MIU                  | 005680MIU                   | 326,667                                | 20%                     | 261,334                                    | 8,815.82               | 6,941.82               | 5,780.45               | 5,067.79               | 4,751.05               |  |                    |
|  |   | Reform PDC Ent Print Track 40,000 Users                               | 005681MIU                  | 005681MIU                  | 005681MIU                   | 426,667                                | 20%                     | 341,334                                    | 11,514.56              | 9,066.86               | 7,549.97               | 6,619.15               | 6,205.45               |  |                    |
|  |   | Reform PDC Ent Print Track 50,000 Users                               | 005682MIU                  | 005682MIU                  | 005682MIU                   | 522,222                                | 20%                     | 417,778                                    | 14,093.32              | 11,097.44              | 9,240.83               | 8,101.55               | 7,595.20               |  |                    |
|  |   | Reform PDC Ent Print Track 60,000 Users                               | 005683MIU                  | 005683MIU                  | 005683MIU                   | 613,333                                | 20%                     | 490,667                                    | 16,552.16              | 13,033.59              | 10,853.06              | 9,515.01               | 8,920.33               |  |                    |
|  |   | Reform PDC Ent Print Track 70,000 Users                               | 005684MIU                  | 005684MIU                  | 005684MIU                   | 700,000                                | 20%                     | 560,000                                    | 18,891.04              | 14,875.28              | 12,386.64              | 10,859.52              | 10,180.80              |  |                    |
|  |   | Reform PDC Ent Print Track 80,000 Users                               | 005685MIU                  | 005685MIU                  | 005685MIU                   | 755,556                                | 20%                     | 604,445                                    | 20,390.35              | 16,055.87              | 13,369.72              | 11,721.40              | 10,988.81              |  |                    |
|  |   | Reform PDC Ent Print Track 90,000 Users                               | 005686MIU                  | 005686MIU                  | 005686MIU                   | 800,000                                | 20%                     | 640,000                                    | 21,589.76              | 17,000.32              | 14,156.16              | 12,410.88              | 11,635.20              |  |                    |
|  |   | <b>MicroPress Products</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | <b>MicroPress X Family Series</b>                                     |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | MicroPress Prodigy Server (limited availability)                      | 002278MIU                  | 002278MIU                  | 002278MIU                   | 13,995                                 | 20%                     | 11,196                                     | 377.69                 | 297.40                 | 247.64                 | 217.11                 | 203.54                 |  | \$899 Annual Plan  |
|  |   | MicroPress Professional Server (limited availability)                 | 002279MIU                  | 002279MIU                  | 002279MIU                   | 21,995                                 | 20%                     | 17,596                                     | 593.58                 | 467.40                 | 389.21                 | 341.22                 | 319.90                 |  | \$2500 Annual Plan |
|  |   | MicroPress Production Server (limited availability)                   | 002280MIU                  | 002280MIU                  | 002280MIU                   | 46,995                                 | 20%                     | 37,596                                     | 1,268.26               | 998.66                 | 831.59                 | 728.06                 | 683.50                 |  | \$4500 Annual Plan |
|  |   | <b>MicroPress 8 Series Servers and Upgrades</b>                       |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | MicroPress 0135R Solo Server  | 003997MIU                  | 003997MIU                  | 003997MIU                   | 12,990                                 | 20%                     | 10,392                                     | 350.56                 | 276.04                 | 229.86                 | 201.52                 | 188.93                 |  |                    |
|  |   | MicroPress 7075R Solo Server  | 003998MIU                  | 003998MIU                  | 003998MIU                   | 12,290                                 | 20%                     | 9,832                                      | 331.67                 | 261.17                 | 217.47                 | 190.66                 | 178.75                 |  |                    |
|  |   | MicroPress 9090R Solo Server  | 003999MIU                  | 003999MIU                  | 003999MIU                   | 15,990                                 | 20%                     | 12,792                                     | 431.53                 | 339.79                 | 282.95                 | 248.06                 | 232.56                 |  |                    |
|  |   | MicroPress 070/092H Solo Server                                       | 004020MIU                  | 004020MIU                  | 004020MIU                   | 12,290                                 | 20%                     | 9,832                                      | 331.67                 | 261.17                 | 217.47                 | 190.66                 | 178.75                 |  |                    |
|  |   | MicroPress Plus Server  | 004000MIU                  | 004000MIU                  | 004000MIU                   | 25,990                                 | 20%                     | 20,792                                     | 701.40                 | 552.30                 | 459.90                 | 403.20                 | 378.00                 |  |                    |
|  |   | MicroPress Max Server   | 004001MIU                  | 004001MIU                  | 004001MIU                   | 42,410                                 | 20%                     | 33,928                                     | 1,144.53               | 901.23                 | 750.45                 | 657.93                 | 616.81                 |  |                    |
|  |   | MicroPress Solo to Plus Server Upgrade                                | 004014MIU                  | 004014MIU                  | 004014MIU                   | 20,990                                 | 20%                     | 16,792                                     | 566.46                 | 446.05                 | 371.42                 | 325.63                 | 305.28                 |  |                    |
|  |   | Ricoh Solo Server Upgrade   | 004015MIU                  | 004015MIU                  | 004015MIU                   | 9,000                                  | 20%                     | 7,200                                      | 242.88                 | 191.25                 | 159.26                 | 139.62                 | 130.90                 |  |                    |
|  |   | Ricoh Plus Server Upgrade   | 004016MIU                  | 004016MIU                  | 004016MIU                   | 9,000                                  | 20%                     | 7,200                                      | 242.88                 | 191.25                 | 159.26                 | 139.62                 | 130.90                 |  |                    |
|  |   | Production PowerEdge 1800 to Max Server Upgrade                       | 004017MIU                  | 004017MIU                  | 004017MIU                   | 13,990                                 | 20%                     | 11,192                                     | 377.55                 | 297.29                 | 247.56                 | 217.04                 | 203.47                 |  |                    |
|  |   | Production PowerEdge 2900 to Max Server Upgrade                       | 004018MIU                  | 004018MIU                  | 004018MIU                   | 13,990                                 | 20%                     | 11,192                                     | 377.55                 | 297.29                 | 247.56                 | 217.04                 | 203.47                 |  |                    |
|  |   | MicroPress Plus NFR Server  | 004019MIU                  | 004019MIU                  | 004019MIU                   | 5,000                                  | 11%                     | 4,460                                      | 150.45                 | 118.47                 | 98.65                  | 86.49                  | 81.08                  |  |                    |
|  |   | <b>Connectivity Kits: B&amp;W Printers</b>                            |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | PrintStation 0136r  | 005123MIU                  | 005123MIU                  | 005123MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                 | 170.00                 | 141.56                 | 124.11                 | 116.35                 |  |                    |
|  |   | PrintStation 0135R  | 002637MIU                  | 002637MIU                  | 002637MIU                   | 3,750                                  | 20%                     | 3,000                                      | 101.20                 | 79.69                  | 66.36                  | 58.18                  | 54.54                  |  | \$299 Annual Plan  |
|  |   | PrintStation 0156r  | 002690MIU                  | 002690MIU                  | 002690MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                 | 170.00                 | 141.56                 | 124.11                 | 116.35                 |  |                    |
|  |   | PrintStation 070-092H   | 002689MIU                  | 002689MIU                  | 002689MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                 | 85.00                  | 70.78                  | 62.05                  | 58.18                  |  |                    |
|  |   | <b>Connectivity Kits: Production Printers</b>                         |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | PrintStation 9090r  | 004053MIU                  | 004053MIU                  | 004053MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                 | 170.00                 | 141.56                 | 124.11                 | 116.35                 |  | \$299 Annual Plan  |
|  |   | <b>Connectivity Kits: Color Printers</b>                              |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | 7075R MicroPress Connectivity Kit                                     | 003805MIU                  | 003805MIU                  | 003805MIU                   | 5,975                                  | 20%                     | 4,780                                      | 161.25                 | 126.97                 | 105.73                 | 92.69                  | 86.90                  |  | \$299 Annual Plan  |
|  |   | 10/1000 Color Connectivity Net Card                                   | 001222MIU                  | 001222MIU                  | 001222MIU                   | 333                                    | 20%                     | 267  | 9.01                   | 7.09                   | 5.91                   | 5.18                   | 4.85                   |  |                    |
|  |   | PrintStation 5560R  | 002570MIU                  | 002570MIU                  | 002570MIU                   | 5,550                                  | 20%                     | 4,440                                      | 149.78                 | 117.94                 | 98.21                  | 86.10                  | 80.72                  |  |                    |
|  |   | <b>Hardware Options</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | ScanStation for MicroPress 8  | 004013MIU                  | 004013MIU                  | 004013MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                 | 170.00                 | 141.56                 | 124.11                 | 116.35                 |  |                    |
|  |   | MicroPress Pro Series Dual Port 10/1000 NIC                           | 002751MIU                  | 002751MIU                  | 002751MIU                   | 650                                    | 20%                     | 520  | 17.54                  | 13.81                  | 11.50                  | 10.08                  | 9.45                   |  |                    |
|  |   | MicroPress Stand  | 002775MIU                  | 002775MIU                  | 002775MIU                   | 656                                    | 20%                     | 525  | 17.71                  | 13.95                  | 11.61                  | 10.18                  | 9.54                   |  |                    |
|  |   | <b>RIP Options:</b>   |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | 1000 Mbps Switch  | 004007MIU                  | 004007MIU                  | 004007MIU                   | 2,200                                  | 20%                     | 1,760                                      | 59.37                  | 46.75                  | 38.93                  | 34.13                  | 32.00                  |  |                    |
|  |   | MicroPress Remote TRueEdit 3 License                                  | 001625MIU                  | 001625MIU                  | 001625MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                  | 42.50                  | 35.39                  | 31.03                  | 29.09                  |  |                    |
|  |   | MicroPress Remote TRueEdit 10 License                                 | 001626MIU                  | 001626MIU                  | 001626MIU                   | 7,000                                  | 20%                     | 5,600                                      | 188.91                 | 148.75                 | 123.87                 | 108.60                 | 101.81                 |  |                    |
|  |   | MicroPress Remote TRueEdit 25 License                                 | 001627MIU                  | 001627MIU                  | 001627MIU                   | 13,500                                 | 20%                     | 10,800                                     | 364.33                 | 286.88                 | 238.89                 | 209.43                 | 196.34                 |  |                    |
|  |   | MicroPress TRueEdit Upgrade 10  | 001629MIU                  | 001629MIU                  | 001629MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                 | 106.25                 | 88.48                  | 77.57                  | 72.72                  |  |                    |
|  |   | MicroPress TRueEdit Upgrade 25  | 001630MIU                  | 001630MIU                  | 001630MIU                   | 11,500                                 | 20%                     | 9,200                                      | 310.35                 | 244.38                 | 203.49                 | 178.41                 | 167.26                 |  |                    |
|  |   | <b>MicroPress Professional Server Options:</b>                        |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |                    |
|  |   | Remote PowerRIP MicroPress 8  | 004005MIU                  | 004005MIU                  | 004005MIU                   | 3,720                                  | 20%                     | 2,976                                      | 100.39                 | 79.05                  | 65.83                  | 57.71                  | 54.10                  |  |                    |

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|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Remote PowerRIP Add-on License  | 004006MIU                  | 004006MIU                  | 004006MIU                   | 3,100                                  | 20%                     | 2,480                                      | 83.66                           | 65.88                           | 54.86                           | 48.09                           | 45.09                           |  |
|  |   | MicroSpool for Solo Server  | 004008MIU                  | 004008MIU                  | 004008MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
|  |   | TruePCL for Solo/Plus Servers   | 004009MIU                  | 004009MIU                  | 004009MIU                   | 750                                    | 20%                     | 600  | 20.24                           | 15.94                           | 13.27                           | 11.64                           | 10.91                           |  |
|  |   | DocuClass Core Module 1 YR M&S  | 004101MIU                  | 004101MIU                  | 004101MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | MicroImager 2.7 Standalone  | 004011MIU                  | 004011MIU                  | 004011MIU                   | 2,600                                  | 20%                     | 2,080                                      | 70.17                           | 55.25                           | 46.01                           | 40.34                           | 37.81                           |  |
|  |   | MicroImager 2.7 Solo/Plus Servers                                     | 004012MIU                  | 004012MIU                  | 004012MIU                   | 2,600                                  | 20%                     | 2,080                                      | 70.17                           | 55.25                           | 46.01                           | 40.34                           | 37.81                           |  |
|  |   | <b>Extended Hardware Warranty</b>                                     |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Solo 2 Year Hardware Warranty Extension - Years 4 & 5                 | 004346MIU                  | 004346MIU                  | 004346MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | Plus 2 Year Hardware Warranty Extension - Years 4 & 5                 | 004347MIU                  | 004347MIU                  | 004347MIU                   | 1,300                                  | 20%                     | 1,040                                      | 35.08                           | 27.63                           | 23.00                           | 20.17                           | 18.91                           |  |
|  |   | Max 2 Year Hardware Warranty Extension - Years 4 & 5                  | 004348MIU                  | 004348MIU                  | 004348MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | <b>Services</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | MicroPress Administrative Fee   | 004352MIU                  | 004352MIU                  | 004352MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | <b>Monitors &amp; Furniture</b>                                       |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | 17" CRT Monitor (limited availability)                                | 001225MIU                  | 001225MIU                  | 001225MIU                   | 450                                    | 20%                     | 360  | 12.14                           | 9.56                            | 7.96                            | 6.98                            | 6.54                            |  |
|  |   | PowerStation  | 000921MIU                  | 000921MIU                  | 000921MIU                   | 995                                    | 20%                     | 796  | 21.14                           | 17.61                           | 15.44                           | 14.47                           | 14.47                           |  |
|  |   | <b>Utilities</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | OPC-VE (limited availability)   | 001226MIU                  | 001226MIU                  | 001226MIU                   | 2,680                                  | 20%                     | 2,144                                      | 72.33                           | 56.95                           | 47.42                           | 41.58                           | 38.98                           |  |
|  |   | <b>Utilities</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | MX Upgrade to 7.x (limited availability)                              | 002288MIU                  | 002288MIU                  | 002288MIU                   | 14,965                                 | 10%                     | 13,461                                     | 454.09                          | 357.56                          | 297.74                          | 261.04                          | 244.72                          | \$4500 Annual Plan                                 |
|  |   | <b>Options for SX and DX (Software)</b>                               |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | MicroSpool (option for SX only) (limited availability)                | 001227MIU                  | 001227MIU                  | 001227MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
|  |   | PowerRIP (second RIP)   | 001229MIU                  | 001229MIU                  | 001229MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | TRueScript  | 001231MIU                  | 001231MIU                  | 001231MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | OCR and Micro TIFF (limited availability)                             | 001232MIU                  | 001232MIU                  | 001232MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | <b>Options for MX</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | PowerRIP (second RIP)   | 001229MIU                  | 001229MIU                  | 001229MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | <b>Scanning Solutions</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | MicroImager for MicroPress (limited availability)                     | 001235MIU                  | 001235MIU                  | 001235MIU                   | 2,235                                  | 20%                     | 1,788                                      | 60.32                           | 47.49                           | 39.55                           | 34.67                           | 32.51                           |  |
|  |   | MicroImager Standalone (limited availability)                         | 001236MIU                  | 001236MIU                  | 001236MIU                   | 2,235                                  | 20%                     | 1,788                                      | 60.32                           | 47.49                           | 39.55                           | 34.67                           | 32.51                           |  |
|  |   | ScanStation (limited availability)                                    | 001237MIU                  | 001237MIU                  | 001237MIU                   | 6,000                                  | 20%                     | 4,800                                      | 161.92                          | 127.50                          | 106.17                          | 93.08                           | 87.26                           |  |
|  |   | <b>Options for M/DP Only</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | 256MB Memory Upgrade  | 000999MIU                  | 000999MIU                  | 000999MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | 18GB Hard Disk Drive Upgrade  | 001120MIU                  | 001120MIU                  | 001120MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | PSM to TIFF Utility   | 000989MIU                  | 000989MIU                  | 000989MIU                   | 2,095                                  | 20%                     | 1,676                                      | 56.54                           | 44.52                           | 37.07                           | 32.50                           | 30.47                           |  |
|  |   | PSM to PDF Utility  | 000926MIU                  | 000926MIU                  | 000926MIU                   | 2,095                                  | 20%                     | 1,676                                      | 56.54                           | 44.52                           | 37.07                           | 32.50                           | 30.47                           |  |
|  |   | <b>Digital StoreFront 4.0 Hardware and Software Solutions</b>         |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DSF 4.0 Software only   | 001973MIU                  | 001973MIU                  | 001973MIU                   | 25,000                                 | 20%                     | 20,000                                     | 674.68                          | 531.26                          | 442.38                          | 387.84                          | 363.60                          |  |
|  |   | DSF 3.0 Software Only   | 001974MIU                  | 001974MIU                  | 001974MIU                   | 20,995                                 | 15%                     | 17,890                                     | 603.50                          | 475.21                          | 395.71                          | 346.92                          | 325.24                          |  |
|  |   | DSF Hardware  | 004264MIU                  | 004264MIU                  | 004264MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | Digital StoreFront VDP XMPie  | 002996MIU                  | 002996MIU                  | 002996MIU                   | 12,500                                 | 20%                     | 10,000                                     | 337.34                          | 265.63                          | 221.19                          | 193.92                          | 181.80                          |  |
|  |   | DSF Template Driven Variable Data Documents                           | 001981MIU                  | 001981MIU                  | 001981MIU                   | 9,800                                  | 20%                     | 7,840                                      | 264.47                          | 208.25                          | 173.41                          | 152.03                          | 142.53                          |  |
|  |   | DSF Credit Card Billing   | 001982MIU                  | 001982MIU                  | 001982MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | DSF Authentication Package  | 001983MIU                  | 001983MIU                  | 001983MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | Digital StoreFront MIS Connector                                      | 002997MIU                  | 002997MIU                  | 002997MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Digital StoreFront EXT System Connector                               | 002998MIU                  | 002998MIU                  | 002998MIU                   | 7,000                                  | 20%                     | 5,600                                      | 188.91                          | 148.75                          | 123.87                          | 108.60                          | 101.81                          |  |
|  |   | Digital StoreFront Addl SF 5pk  | 002999MIU                  | 002999MIU                  | 002999MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
|  |   | Digital StoreFront Addl Printshops                                    | 003000MIU                  | 003000MIU                  | 003000MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Add'l StoreFronts (Unlimited)   | 004266MIU                  | 004266MIU                  | 004266MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Digital Storefront Addit Business Locations                           | 001980MIU                  | 001980MIU                  | 001980MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Digital StoreFront uDirect License                                    | 003001MIU                  | 003001MIU                  | 003001MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | Digital StoreFront Addl FP License                                    | 003002MIU                  | 003002MIU                  | 003002MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | Digital StoreFront XMPie CRD  | 003003MIU                  | 003003MIU                  | 003003MIU                   | 36,000                                 | 20%                     | 28,800                                     | 971.54                          | 765.01                          | 637.03                          | 558.49                          | 523.58                          |  |
|  |   | Digital StoreFront XMPie Retail                                       | 003004MIU                  | 003004MIU                  | 003004MIU                   | 42,000                                 | 20%                     | 33,600                                     | 1,133.46                        | 892.52                          | 743.20                          | 651.57                          | 610.85                          |  |
|  |   | Digital StoreFront FusionPro CRD                                      | 003005MIU                  | 003005MIU                  | 003005MIU                   | 36,000                                 | 20%                     | 28,800                                     | 971.54                          | 765.01                          | 637.03                          | 558.49                          | 523.58                          |  |
|  |   | Digital StoreFront FusionPro Retail                                   | 003006MIU                  | 003006MIU                  | 003006MIU                   | 42,000                                 | 20%                     | 33,600                                     | 1,133.46                        | 892.52                          | 743.20                          | 651.57                          | 610.85                          |  |
|  |   | Digital StoreFront Base Software 1 YR Maintenance                     | 002590MIU                  | 002590MIU                  | 002590MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | Digital StoreFront Base Software Upgrade to 24/7 support-1 YR         | 002592MIU                  | 002592MIU                  | 002592MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | Digital StoreFront VDP XMPie 1 YR Maint                               | 003007MIU                  | 003007MIU                  | 003007MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | Digital Store Front VDP FusionPro 1 YR Maintenance                    | 002599MIU                  | 002599MIU                  | 002599MIU                   | 1,900                                  | 20%                     | 1,520                                      | 51.28                           | 40.38                           | 33.62                           | 29.48                           | 27.63                           |  |
|  |   | DSF Advanced Automated Pricing Annual Maint.                          | 002594MIU                  | 002594MIU                  | 002594MIU                   | 1,800                                  | 20%                     | 1,440                                      | 48.58                           | 38.25                           | 31.85                           | 27.92                           | 26.18                           |  |
|  |   | DSF Credit Card Billing Annual Maint.                                 | 002597MIU                  | 002597MIU                  | 002597MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | DSF AD/LDAP Annual Maint.   | 002593MIU                  | 002593MIU                  | 002593MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | DSF EXT Sys Connect - 1-YR Maintenance                                | 003009MIU                  | 003009MIU                  | 003009MIU                   | 1,400                                  | 20%                     | 1,120                                      | 37.78                           | 29.75                           | 24.77                           | 21.72                           | 20.36                           |  |

# RICOH SAVIN LANIER

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|--|---|--|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|  |   |  |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |
|  |   |  |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |
|  |   | Digital StoreFront ADDL SF 1 YR Maint  | 003010MIU                  | 003010MIU                  | 003010MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                  | 31.88                  | 26.54                  | 23.27                  | 21.82                  |  |
|  |   | Digital StoreFront Printshop 1 YR Maint                                      | 003011MIU                  | 003011MIU                  | 003011MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                  | 31.88                  | 26.54                  | 23.27                  | 21.82                  |  |
|  |   | Digital StoreFront XMPie CRD 1 YR Maint                                      | 003012MIU                  | 003012MIU                  | 003012MIU                   | 7,200                                  | 20%                     | 5,760                                      | 194.31                 | 153.00                 | 127.41                 | 111.70                 | 104.72                 |  |
|  |   | Digital StoreFront XMPie Retail 1 YR Maint                                   | 003013MIU                  | 003013MIU                  | 003013MIU                   | 8,400                                  | 20%                     | 6,720                                      | 226.69                 | 178.50                 | 148.64                 | 130.31                 | 122.17                 |  |
|  |   | Digital StoreFront FP CRD 1 YR Maint   | 003014MIU                  | 003014MIU                  | 003014MIU                   | 7,200                                  | 20%                     | 5,760                                      | 194.31                 | 153.00                 | 127.41                 | 111.70                 | 104.72                 |  |
|  |   | Digital StoreFront FP Retail 1 YR Maint                                      | 003015MIU                  | 003015MIU                  | 003015MIU                   | 8,400                                  | 20%                     | 6,720                                      | 226.69                 | 178.50                 | 148.64                 | 130.31                 | 122.17                 |  |
|  |   | Digital StoreFront 2 x to Current  | 002984MIU                  | 002984MIU                  | 002984MIU                   | 3,500                                  | 4%                      | 3,362                                      | 113.41                 | 89.30                  | 74.36                  | 65.20                  | 61.12                  |  |
|  |   | DSF Std Implementation 36hr  | 003016MIU                  | 003016MIU                  | 003016MIU                   | 8,500                                  | 6%                      | 8,014                                      | 270.34                 | 212.88                 | 177.26                 | 155.41                 | 145.69                 |  |
|  |   | DSF Premium Implementation-52hr  | 003017MIU                  | 003017MIU                  | 003017MIU                   | 11,500                                 |                         | 11,500                                     | 387.94                 | 305.47                 | 254.37                 | 223.01                 | 209.07                 |  |
|  |   | DSF Express Software Kit   | 001733MIU                  | 001733MIU                  | 001733MIU                   | 8,995                                  | 20%                     | 7,196                                      | 242.75                 | 191.15                 | 159.17                 | 139.54                 | 130.82                 |  |
|  |   | DSF Express Integrated Solution  | 001734MIU                  | 001734MIU                  | 001734MIU                   | 11,995                                 | 20%                     | 9,596                                      | 323.71                 | 254.90                 | 212.25                 | 186.09                 | 174.46                 |  |
|  |   | DSF Authentication Package   | 001983MIU                  | 001983MIU                  | 001983MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                 | 85.00                  | 70.78                  | 62.05                  | 58.18                  |  |
|  |   | DSF AD/LDAP Annual Maint.  | 002593MIU                  | 002593MIU                  | 002593MIU                   | 800                                    | 20%                     | 640  | 21.59                  | 17.00                  | 14.16                  | 12.41                  | 11.64                  |  |
|  |   | DSF Express 2.x & Above to Latest Version                                    | 004654MIU                  | 004654MIU                  | 004654MIU                   | 2,000                                  | 3%                      | 1,946                                      | 65.65                  | 51.69                  | 43.04                  | 37.74                  | 35.38                  |  |
|  |   | DSF Express 3.x/4.x to DSF 4.0 Upgrade                                       | 004655MIU                  | 004655MIU                  | 004655MIU                   | 22,000                                 | 20%                     | 17,600                                     | 593.72                 | 467.51                 | 389.29                 | 341.30                 | 319.97                 |  |
| <b>DIGITAL STOREFRONT (EFI Hosted)</b>         |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Digital StoreFront ASP Platform Activation                                   | 003946MIU                  | 003946MIU                  | 003946MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                 | 159.38                 | 132.71                 | 116.35                 | 109.08                 |  |
|  |   | Digital StoreFront ASP VDP XMPie Activation                                  | 003947MIU                  | 003947MIU                  | 003947MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                 | 85.00                  | 70.78                  | 62.05                  | 58.18                  |  |
|  |   | Digital StoreFront ASP VDP FusionPro Activation                              | 003948MIU                  | 003948MIU                  | 003948MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                  | 42.50                  | 35.39                  | 31.03                  | 29.09                  |  |
|  |   | Digital StoreFront ASP Platform 1 Year Maintenance                           | 003963MIU                  | 003963MIU                  | 003963MIU                   | 12,000                                 | 20%                     | 9,600                                      | 323.85                 | 255.00                 | 212.34                 | 186.16                 | 174.53                 |  |
|  |   | Digital StoreFront ASP Support 24/7 Add-on 1 Year Maintenance                | 003964MIU                  | 003964MIU                  | 003964MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                  | 74.38                  | 61.93                  | 54.30                  | 50.90                  |  |
|  |   | Digital StoreFront ASP VDP XMPie 1 Year Maintenance                          | 003965MIU                  | 003965MIU                  | 003965MIU                   | 6,000                                  | 20%                     | 4,800                                      | 161.92                 | 127.50                 | 106.17                 | 93.08                  | 87.26                  |  |
|  |   | Digital StoreFront ASP VDP FusionPro 1 Year Maintenance                      | 003966MIU                  | 003966MIU                  | 003966MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                 | 106.25                 | 88.48                  | 77.57                  | 72.72                  |  |
|  |   | Digital StoreFront ASP Pricing Engine 1 Year Maintenance                     | 003967MIU                  | 003967MIU                  | 003967MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                  | 63.75                  | 53.09                  | 46.54                  | 43.63                  |  |
|  |   | Digital StoreFront ASP Credit Cards 1 Year Maintenance                       | 003968MIU                  | 003968MIU                  | 003968MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                  | 42.50                  | 35.39                  | 31.03                  | 29.09                  |  |
|  |   | Digital StoreFront ASO Authentication PKG 1 Year Maintenance                 | 003969MIU                  | 003969MIU                  | 003969MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                  | 42.50                  | 35.39                  | 31.03                  | 29.09                  |  |
|  |   | Digital StoreFront ASP MS Connector 1 Year Maintenance                       | 003970MIU                  | 003970MIU                  | 003970MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                  | 53.13                  | 44.24                  | 38.78                  | 36.36                  |  |
|  |   | Digital StoreFront ASP External System Connector 1 Year Maintenance          | 003971MIU                  | 003971MIU                  | 003971MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                  | 74.38                  | 61.93                  | 54.30                  | 50.90                  |  |
|  |   | Digital StoreFront ASP Additional Storefronts 1 Year Maintenance             | 003972MIU                  | 003972MIU                  | 003972MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                 | 85.00                  | 70.78                  | 62.05                  | 58.18                  |  |
|  |   | Digital StoreFront ASP Additional Printshops 1 Year Maintenance              | 003973MIU                  | 003973MIU                  | 003973MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                  | 53.13                  | 44.24                  | 38.78                  | 36.36                  |  |
|  |   | Digital StoreFront ASP Additional 20GB Enterprise Storage 1 Year Maintenance | 003974MIU                  | 003974MIU                  | 003974MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                  | 31.88                  | 26.54                  | 23.27                  | 21.82                  |  |
|  |   | Digital StoreFront ASP CRD XMPie Bundle 1 Year Maintenance                   | 003975MIU                  | 003975MIU                  | 003975MIU                   | 14,000                                 | 20%                     | 11,200                                     | 377.82                 | 297.51                 | 247.73                 | 217.19                 | 203.62                 |  |
|  |   | <b>Market Bundles: Subscription</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | 3 Year SUBSCRIPTION: Platform, Pricing, Credit Cards (20% discount)          | 004267MIU                  | 004267MIU                  | 004267MIU                   | 36,000                                 | 20%                     | 28,800                                     | 971.54                 | 765.01                 | 637.03                 | 558.49                 | 523.58                 |  |
|  |   | 5 Year SUBSCRIPTION: Platform, Pricing, Credit Cards (20% discount)          | 004268MIU                  | 004268MIU                  | 004268MIU                   | 51,000                                 | 20%                     | 40,800                                     | 1,376.35               | 1,083.77               | 902.46                 | 791.19                 | 741.74                 |  |
|  |   | Digital StoreFront ASP XMPie Bundle Maintenance                              | 003976MIU                  | 003976MIU                  | 003976MIU                   | 19,250                                 | 20%                     | 15,400                                     | 519.50                 | 409.07                 | 340.63                 | 298.64                 | 279.97                 |  |
|  |   | 3 Year SUBSCRIPTION: XMPie Retail/Commercial Bundle (30% discount)           | 004269MIU                  | 004269MIU                  | 004269MIU                   | 52,000                                 | 20%                     | 41,600                                     | 1,403.33               | 1,105.02               | 920.15                 | 806.71                 | 756.29                 |  |
|  |   | 5 Year SUBSCRIPTION: XMPie Retail/Commercial Bundle (30% discount)           | 004270MIU                  | 004270MIU                  | 004270MIU                   | 76,000                                 | 20%                     | 60,800                                     | 2,051.03               | 1,615.03               | 1,344.84               | 1,179.03               | 1,105.34               |  |
|  |   | Digital StoreFront ASP Retail FusionPro 1 Year Maintenance                   | 003978MIU                  | 003978MIU                  | 003978MIU                   | 17,500                                 | 20%                     | 14,000                                     | 472.28                 | 371.88                 | 309.67                 | 271.49                 | 254.52                 |  |
|  |   | 3 Year SUBSCRIPTION: FusionPro Retail/Commercial Bundle (30% discount)       | 004271MIU                  | 004271MIU                  | 004271MIU                   | 46,800                                 | 20%                     | 37,440                                     | 1,263.00               | 994.52                 | 828.14                 | 726.04                 | 680.66                 |  |
|  |   | 5 Year SUBSCRIPTION: FusionPro Retail/Commercial Bundle (30% discount)       | 004272MIU                  | 004272MIU                  | 004272MIU                   | 68,500                                 | 20%                     | 54,800                                     | 1,848.62               | 1,455.65               | 1,212.12               | 1,062.68               | 996.26                 |  |
| <b>DATAWORKS</b>                               |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Dataworks3 Direct Mail   | 003522MIU                  | 003522MIU                  | 003522MIU                   | 2,629                                  | 20%                     | 2,104                                      | 70.98                  | 55.89                  | 46.54                  | 40.80                  | 38.25                  |  |
|  |   | Dataworks3 Small / Medium Business Suite (10 Device Pack)                    | 003523MIU                  | 003523MIU                  | 003523MIU                   | 11,688                                 | 20%                     | 9,351                                      | 315.45                 | 248.39                 | 206.83                 | 181.33                 | 170.00                 | \$269 Annual Plan                                  |
|  |   | Dataworks3 Small / Medium Business (3 Device Pack)                           | 003524MIU                  | 003524MIU                  | 003524MIU                   | 5,075                                  | 20%                     | 4,060                                      | 136.96                 | 107.85                 | 89.80                  | 78.73                  | 73.81                  | \$231 Annual Plan                                  |
|  |   | Dataworks3 Send for Small / Medium Business                                  | 003525MIU                  | 003525MIU                  | 003525MIU                   | 1,583                                  | 20%                     | 1,267                                      | 42.74                  | 33.66                  | 28.02                  | 24.57                  | 23.03                  |  |
|  |   | Dataworks3 Archive for Small / Medium Business                               | 003526MIU                  | 003526MIU                  | 003526MIU                   | 1,583                                  | 20%                     | 1,267                                      | 42.74                  | 33.66                  | 28.02                  | 24.57                  | 23.03                  |  |
|  |   | Dataworks3 Mail for Small / Medium Business - Up to 250K pieces per year     | 003527MIU                  | 003527MIU                  | 003527MIU                   | 3,500                                  | 12%                     | 3,072                                      | 103.63                 | 81.60                  | 67.95                  | 59.57                  | 55.85                  |  |
|  |   | Dataworks3 Mail for Small / Medium Business - Up to 500K pieces per year     | 003528MIU                  | 003528MIU                  | 003528MIU                   | 7,000                                  | 17%                     | 5,821                                      | 196.37                 | 154.62                 | 128.75                 | 112.88                 | 105.83                 |  |
|  |   | Dataworks3 Professional Services (1/2 day)                                   | 003545MIU                  | 003545MIU                  | 003545MIU                   | 825                                    | 12%                     | 726  | 24.49                  | 19.28                  | 16.06                  | 14.08                  | 13.20                  |  |
|  |   | Dataworks3 PRO, 5 Device Pack (1-54ppm)                                      | 003529MIU                  | 003529MIU                  | 003529MIU                   | 8,120                                  | 20%                     | 6,496                                      | 219.14                 | 172.55                 | 143.69                 | 125.97                 | 118.10                 | \$242 Annual Plan                                  |
|  |   | Dataworks3 PRO, 25 Device Pack (1-54ppm)                                     | 003530MIU                  | 003530MIU                  | 003530MIU                   | 18,854                                 | 20%                     | 15,084                                     | 508.84                 | 400.68                 | 333.64                 | 292.51                 | 274.23                 | \$349 Annual Plan                                  |
|  |   | Dataworks3 PRO, 100 Device Pack (1-54ppm)                                    | 003531MIU                  | 003531MIU                  | 003531MIU                   | 47,451                                 | 20%                     | 37,961                                     | 1,280.58               | 1,008.36               | 839.66                 | 736.14                 | 690.13                 | \$753 Annual Plan                                  |
|  |   | Dataworks3 PRO, 250 Device Pack (1-54ppm)                                    | 003532MIU                  | 003532MIU                  | 003532MIU                   | 92,365                                 | 20%                     | 73,892                                     | 2,492.67               | 1,962.79               | 1,634.42               | 1,432.91               | 1,343.36               | \$1559 Annual Plan                                 |
|  |   | Dataworks3 PRO, 2 Device Pack (55-155ppm)                                    | 003533MIU                  | 003533MIU                  | 003533MIU                   | 10,911                                 | 20%                     | 8,729                                      | 294.46                 | 231.67                 | 193.08                 | 169.27                 | 158.69                 | \$226 Annual Plan                                  |
|  |   | Dataworks3 PRO, 5 Device Pack (55-155ppm)                                    | 003534MIU                  | 003534MIU                  | 003534MIU                   | 27,862                                 | 20%                     | 22,290                                     | 751.93                 | 592.09                 | 493.03                 | 432.25                 | 405.23                 | \$242 Annual Plan                                  |
|  |   | Dataworks3 PRO, 10 Device Pack (55-155ppm)                                   | 003535MIU                  | 003535MIU                  | 003535MIU                   | 43,391                                 | 20%                     | 34,713                                     | 922.08                 | 767.82                 | 637.15                 | 563.15                 | 531.08                 | \$269 Annual Plan                                  |
|  |   | Dataworks3 PRO, 25 Device Pack (55-155ppm)                                   | 003536MIU                  | 003536MIU                  | 003536MIU                   | 61,915                                 | 20%                     | 49,532                                     | 1,670.91               | 1,315.72               | 1,095.60               | 960.52                 | 900.49                 | \$349 Annual Plan                                  |
|  |   | Dataworks3 PRO, 50 Device Pack (55-155ppm)                                   | 003537MIU                  | 003537MIU                  | 003537MIU                   | 82,089                                 | 20%                     | 65,672                                     | 2,215.38               | 1,744.45               | 1,452.60               | 1,273.51               | 1,193.92               | \$484 Annual Plan                                  |
|  |   | Dataworks3 PRO, 2 Device Pack (156-184ppm)                                   | 003538MIU                  | 003538MIU                  | 003538MIU                   | 26,390                                 | 20%                     | 21,112                                     | 712.19                 | 560.80                 | 466.98                 | 409.40                 | 383.82                 | \$226 Annual Plan                                  |
|  |   | Dataworks3 PRO, 5 Device Pack (156-184ppm)                                   | 003539MIU                  | 003539MIU                  | 003539MIU                   | 46,436                                 | 20%                     | 37,149                                     | 1,253.18               | 986.79                 | 821.70                 | 720.39                 | 675.37                 | \$242 Annual Plan                                  |
|  |   | Dataworks3 PRO, 10 Device Pack (156-184ppm)                                  | 003540MIU                  | 003540MIU                  | 003540MIU                   | 74,476                                 | 20%                     | 59,581                                     | 2,009.91               | 1,582.65               | 1,317.87               | 1,155.39               | 1,083.18               | \$269 Annual Plan                                  |

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Dataworks3 Archive for PRO  | 003541MIU                  | 003541MIU                  | 003541MIU                   | 10,125                                 | 20%                     | 8,100                                      | 273.25                          | 215.16                          | 179.16                          | 157.08                          | 147.26                          |  |
|  |   | Dataworks3 Send for PRO   | 003542MIU                  | 003542MIU                  | 003542MIU                   | 10,125                                 | 20%                     | 8,100                                      | 273.25                          | 215.16                          | 179.16                          | 157.08                          | 147.26                          |  |
|  |   | Dataworks3 Mail for PRO (<100K / Month)                                 | 003543MIU                  | 003543MIU                  | 003543MIU                   | 26,250                                 | 20%                     | 21,000                                     | 708.41                          | 557.82                          | 464.50                          | 407.23                          | 381.78                          |  |
|  |   | Dataworks3 for PRO (<Unlimited / Month)                                 | 003544MIU                  | 003544MIU                  | 003544MIU                   | 40,950                                 | 20%                     | 32,760                                     | 1,105.13                        | 870.20                          | 724.62                          | 635.28                          | 595.58                          |  |
|  |   | Dataworks3 Annual Support 1000  | 003546MIU                  | 003546MIU                  | 003546MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | Dataworks3 Annual Support 100   | 003870MIU                  | 003870MIU                  | 003870MIU                   | 100                                    | 20%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | Dataworks3 Annual Support 10  | 003871MIU                  | 003871MIU                  | 003871MIU                   | 10                                     | 20%                     | 8  | 0.27                            | 0.21                            | 0.18                            | 0.16                            | 0.15                            |  |
|  |   | Dataworks3 Small / Medium Business (1 Device Pack)                      | 003864MIU                  | 003864MIU                  | 003864MIU                   | 4,470                                  | 20%                     | 3,576                                      | 120.63                          | 94.99                           | 79.10                           | 69.35                           | 65.01                           |  |
|  |   | Dataworks3 PRO, 1 Device Pack (1-54ppm)                                 | 003865MIU                  | 003865MIU                  | 003865MIU                   | 6,120                                  | 20%                     | 4,896                                      | 165.16                          | 130.05                          | 108.29                          | 94.94                           | 89.01                           |  |
|  |   | Dataworks3 PRO, 2 Device Pack (1-54ppm)                                 | 003866MIU                  | 003866MIU                  | 003866MIU                   | 7,120                                  | 20%                     | 5,696                                      | 192.15                          | 151.30                          | 125.99                          | 110.46                          | 103.55                          |  |
|  |   | Dataworks3 PRO, 10 Device Pack (1-54ppm)                                | 003867MIU                  | 003867MIU                  | 003867MIU                   | 13,150                                 | 20%                     | 10,520                                     | 354.88                          | 279.44                          | 232.69                          | 204.00                          | 191.25                          |  |
|  |   | Dataworks3 PRO, 1 Device Pack (55-155ppm)                               | 003868MIU                  | 003868MIU                  | 003868MIU                   | 9,295                                  | 20%                     | 7,436                                      | 250.85                          | 197.52                          | 164.48                          | 144.20                          | 135.19                          |  |
|  |   | Dataworks3 PRO, 1 Device Pack (156-184ppm)                              | 003869MIU                  | 003869MIU                  | 003869MIU                   | 18,750                                 | 20%                     | 15,000                                     | 506.01                          | 398.45                          | 331.79                          | 290.88                          | 272.70                          |  |
| <b>DocuClass Product Line</b>                  |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
| <b>DocuClass Express</b>                       |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Express Module  | 004785MIU                  | 004785MIU                  | 004785MIU                   | 3,300                                  | 20%                     | 2,640                                      | 89.06                           | 70.13                           | 58.39                           | 51.19                           | 48.00                           |  |
|  |   | DocuClass Express Additional User License (per license)                 | 004787MIU                  | 004787MIU                  | 004787MIU                   | 400                                    | 20%                     | 320  | 10.79                           | 8.50                            | 7.08                            | 6.21                            | 5.82                            |  |
|  |   | DocuClass Express to DocuClass Upgrade                                  | 004789MIU                  | 004789MIU                  | 004789MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | DocuClass Express to DocuClass Upgrade Additional User License (per lic | 004791MIU                  | 004791MIU                  | 004791MIU                   | 400                                    | 20%                     | 320  | 10.79                           | 8.50                            | 7.08                            | 6.21                            | 5.82                            |  |
|  |   | DocuClass MS Office Plug-in 10 Pack                                     | 004793MIU                  | 004793MIU                  | 004793MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | DocuClass E-mail Agent  | 004797MIU                  | 004797MIU                  | 004797MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | DocuClass Express Module 1YR M&S  | 004786MIU                  | 004786MIU                  | 004786MIU                   | 693                                    | 20%                     | 555  | 18.72                           | 14.74                           | 12.28                           | 10.76                           | 10.09                           |  |
|  |   | DocuClass Express Additional User License (per license) 1 YR M&S        | 004788MIU                  | 004788MIU                  | 004788MIU                   | 84                                     | 19%                     | 68   | 2.29                            | 1.81                            | 1.50                            | 1.32                            | 1.24                            |  |
|  |   | DocuClass Express to DocuClass Upgrade 1 YR M&S                         | 004790MIU                  | 004790MIU                  | 004790MIU                   | 840                                    | 20%                     | 672  | 22.67                           | 17.85                           | 14.86                           | 13.03                           | 12.22                           |  |
|  |   | DocuClass Express to DocuClass Upgrade Additional User License (per lic | 004792MIU                  | 004792MIU                  | 004792MIU                   | 84                                     | 19%                     | 68   | 2.29                            | 1.81                            | 1.50                            | 1.32                            | 1.24                            |  |
|  |   | DocuClass MS Office Plug-in 10 Pack 1 YR M&S                            | 004794MIU                  | 004794MIU                  | 004794MIU                   | 315                                    | 20%                     | 252  | 8.50                            | 6.69                            | 5.57                            | 4.89                            | 4.58                            |  |
|  |   | DocuClass Email Agent 1 YR M&S  | 004798MIU                  | 004798MIU                  | 004798MIU                   | 840                                    | 20%                     | 675  | 22.77                           | 17.93                           | 14.93                           | 13.09                           | 12.27                           |  |
|  |   | DocuClass Express Process Automation Customization Services             | 004808MIU                  | 004808MIU                  | 004808MIU                   | 1,200                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | Process Automation Customization Services (Remote 4hrs)                 | 004809MIU                  | 004809MIU                  | 004809MIU                   | 750                                    | 20%                     | 750  | 25.30                           | 19.92                           | 16.59                           | 14.54                           | 13.64                           |  |
| <b>Server System Module</b>                    |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Core Module   | 004003MIU                  | 004003MIU                  | 004003MIU                   | 6,000                                  | 20%                     | 4,800                                      | 161.92                          | 127.50                          | 106.17                          | 93.08                           | 87.26                           |  |
|  |   | DocuClass Web Server  | 004004MIU                  | 004004MIU                  | 004004MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | DocuClass Audit Agent   | 004055MIU                  | 004055MIU                  | 004055MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | DocuClass Fax Manager   | 004056MIU                  | 004056MIU                  | 004056MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | DocuClass Electronic Forms  | 004057MIU                  | 004057MIU                  | 004057MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | DocuClass COLD - ERM  | 004058MIU                  | 004058MIU                  | 004058MIU                   | 5,000                                  | 20%                     | 4,400                                      | 148.43                          | 116.88                          | 97.32                           | 85.32                           | 79.99                           |  |
|  |   | DocuClass Storage to Worm Media   | 004059MIU                  | 004059MIU                  | 004059MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | DocuClass Standard Data Capture   | 004060MIU                  | 004060MIU                  | 004060MIU                   | 4,500                                  | 20%                     | 3,600                                      | 121.44                          | 95.63                           | 79.63                           | 69.81                           | 65.45                           |  |
|  |   | DocuClass Info Push   | 004061MIU                  | 004061MIU                  | 004061MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
| <b>Client Module</b>                           |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass MFP Link  | 004062MIU                  | 004062MIU                  | 004062MIU                   | 500                                    | 20%                     | 400  | 13.49                           | 10.63                           | 8.85                            | 7.76                            | 7.27                            |  |
|  |   | DocuClass MFP Link 5-10 Pack  | 004063MIU                  | 004063MIU                  | 004063MIU                   | 450                                    | 20%                     | 360  | 12.14                           | 9.56                            | 7.96                            | 6.98                            | 6.54                            |  |
|  |   | DocuClass MFP Link 11-30 Pack   | 004064MIU                  | 004064MIU                  | 004064MIU                   | 350                                    | 20%                     | 280  | 9.45                            | 7.44                            | 6.19                            | 5.43                            | 5.09                            |  |
|  |   | DocuClass MFP Link Over 30  | 004065MIU                  | 004065MIU                  | 004065MIU                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | DocuClass Full Client License   | 004066MIU                  | 004066MIU                  | 004066MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | DocuClass 10 Pack Full Client License                                   | 004067MIU                  | 004067MIU                  | 004067MIU                   | 7,600                                  | 20%                     | 6,080                                      | 205.10                          | 161.50                          | 134.48                          | 117.90                          | 110.53                          |  |
|  |   | DocuClass 50 Pack Full Client License                                   | 004068MIU                  | 004068MIU                  | 004068MIU                   | 36,000                                 | 20%                     | 28,800                                     | 971.54                          | 765.01                          | 637.03                          | 558.49                          | 523.58                          |  |
|  |   | DocuClass Unlimited Full Client License                                 | 004070MIU                  | 004070MIU                  | 004070MIU                   | 200,000                                | 20%                     | 160,000                                    | 5,397.44                        | 4,250.08                        | 3,539.04                        | 3,102.72                        | 2,908.80                        |  |
|  |   | DocuClass Read Only Client  | 004071MIU                  | 004071MIU                  | 004071MIU                   | 400                                    | 20%                     | 320  | 10.79                           | 8.50                            | 7.08                            | 6.21                            | 5.82                            |  |
|  |   | DocuClass Read Only Client 10 Pack                                      | 004072MIU                  | 004072MIU                  | 004072MIU                   | 3,700                                  | 20%                     | 2,960                                      | 99.85                           | 78.63                           | 65.47                           | 57.40                           | 53.81                           |  |
|  |   | DocuClass Read Only Client 50 Pack                                      | 004073MIU                  | 004073MIU                  | 004073MIU                   | 16,500                                 | 20%                     | 13,200                                     | 445.29                          | 350.63                          | 291.97                          | 255.97                          | 239.98                          |  |
|  |   | DocuClass Read Only Client Unlimited                                    | 004075MIU                  | 004075MIU                  | 004075MIU                   | 70,000                                 | 20%                     | 56,000                                     | 1,889.10                        | 1,487.53                        | 1,238.66                        | 1,085.95                        | 1,018.08                        |  |
| <b>Input Module</b>                            |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Standard Scanning   | 004076MIU                  | 004076MIU                  | 004076MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | DocuClass Advanced Scanning 1   | 004077MIU                  | 004077MIU                  | 004077MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | DocuClass Additional Advanced Scanning                                  | 004078MIU                  | 004078MIU                  | 004078MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | DocuClass Basic OCR (Now - DocuClass Image OCR Engine)                  | 004079MIU                  | 004079MIU                  | 004079MIU                   | 1,000                                  | 20%                     | 800  | 26.99                           | 21.25                           | 17.70                           | 15.51                           | 14.54                           |  |
|  |   | DocuClass DC OCR Server (add: Includes 2 Image OCR Engines)             | 004152MIU                  | 004152MIU                  | 004152MIU                   | 1,050                                  | 20%                     | 1,050                                      | 35.42                           | 27.89                           | 23.22                           | 20.36                           | 19.09                           |  |
|  |   | DocuClass XML Connector   | 004080MIU                  | 004080MIU                  | 004080MIU                   | 600                                    | 20%                     | 480  | 16.19                           | 12.75                           | 10.62                           | 9.31                            | 8.73                            |  |
|  |   | DocuClass Import Agent  | 004081MIU                  | 004081MIU                  | 004081MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | DocuClass Virtual Printer Enterprise                                    | 004082MIU                  | 004082MIU                  | 004082MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
| <b>Output Module</b>                           |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Export to Media   | 004083MIU                  | 004083MIU                  | 004083MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |

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|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | DocuClass Export to CSV<br><u>Workflow Module</u>                     | 004084MIU                  | 004084MIU                  | 004084MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | DocuClass Workflow Manager Express                                    | 004085MIU                  | 004085MIU                  | 004085MIU                   | 4,500                                  | 20%                     | 3,600                                      | 121.44                          | 95.63                           | 79.63                           | 69.81                           | 65.45                           |  |
|  |   | DocuClass Workflow Concurrent Client                                  | 004086MIU                  | 004086MIU                  | 004086MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | DocuClass Workflow Concurrent Client Upgrade                          | 004087MIU                  | 004087MIU                  | 004087MIU                   | 700                                    | 20%                     | 560  | 18.89                           | 14.88                           | 12.39                           | 10.86                           | 10.18                           |  |
|  |   | <u>Integration Module</u>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass API Module  | 004144MIU                  | 004144MIU                  | 004144MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | <u>Maintenance &amp; Support Server System Module</u>                 |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Core Module 1 YR M&S  | 004101MIU                  | 004101MIU                  | 004101MIU                   | 1,260                                  | 20%                     | 1,008                                      | 34.00                           | 26.78                           | 22.30                           | 19.55                           | 18.33                           |  |
|  |   | DocuClass Web Server 1 YR M&S   | 004102MIU                  | 004102MIU                  | 004102MIU                   | 525                                    | 20%                     | 420  | 14.17                           | 11.16                           | 9.29                            | 8.14                            | 7.64                            |  |
|  |   | DocuClass Audit Agent 1 YR M&S  | 004103MIU                  | 004103MIU                  | 004103MIU                   | 525                                    | 20%                     | 420  | 14.17                           | 11.16                           | 9.29                            | 8.14                            | 7.64                            |  |
|  |   | DocuClass Fax Manager 1 YR M&S  | 004104MIU                  | 004104MIU                  | 004104MIU                   | 735                                    | 20%                     | 588  | 19.84                           | 15.62                           | 13.01                           | 11.40                           | 10.69                           |  |
|  |   | DocuClass Electronic Forms 1 YR M&S                                   | 004105MIU                  | 004105MIU                  | 004105MIU                   | 1,050                                  | 20%                     | 840  | 28.34                           | 22.31                           | 18.58                           | 16.29                           | 15.27                           |  |
|  |   | DocuClass COLD - ERM 1 YR M&S   | 004106MIU                  | 004106MIU                  | 004106MIU                   | 1,155                                  | 20%                     | 924  | 31.17                           | 24.54                           | 20.44                           | 17.92                           | 16.80                           |  |
|  |   | DocuClass Storage to Worm Media 1 YR M&S                              | 004107MIU                  | 004107MIU                  | 004107MIU                   | 1,050                                  | 20%                     | 840  | 28.34                           | 22.31                           | 18.58                           | 16.29                           | 15.27                           |  |
|  |   | DocuClass Standard Data Capture 1 YR M&S                              | 004108MIU                  | 004108MIU                  | 004108MIU                   | 945                                    | 20%                     | 756  | 25.50                           | 20.08                           | 16.72                           | 14.66                           | 13.74                           |  |
|  |   | DocuClass Info Push 1 YR M&S  | 004109MIU                  | 004109MIU                  | 004109MIU                   | 735                                    | 20%                     | 588  | 19.84                           | 15.62                           | 13.01                           | 11.40                           | 10.69                           |  |
|  |   | <u>Maintenance &amp; Support Client Module</u>                        |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass MFP Link 1 YR M&S   | 004110MIU                  | 004110MIU                  | 004110MIU                   | 105                                    | 20%                     | 84   | 2.83                            | 2.23                            | 1.86                            | 1.63                            | 1.53                            |  |
|  |   | DocuClass MFP Link 5-10 Pack 1 YR M&S                                 | 004111MIU                  | 004111MIU                  | 004111MIU                   | 95                                     | 20%                     | 76   | 2.56                            | 2.02                            | 1.68                            | 1.47                            | 1.38                            |  |
|  |   | DocuClass MFP Link 11-30 Pack 1 YR M&S                                | 004112MIU                  | 004112MIU                  | 004112MIU                   | 74                                     | 19%                     | 60   | 2.02                            | 1.59                            | 1.33                            | 1.16                            | 1.09                            |  |
|  |   | DocuClass MFP Link Over 30 1 YR M&S                                   | 004113MIU                  | 004113MIU                  | 004113MIU                   | 63                                     | 19%                     | 51   | 1.72                            | 1.35                            | 1.13                            | 0.99                            | 0.93                            |  |
|  |   | DocuClass Full Client License 1 YR M&S                                | 004114MIU                  | 004114MIU                  | 004114MIU                   | 168                                    | 20%                     | 135  | 4.55                            | 3.59                            | 2.99                            | 2.62                            | 2.45                            |  |
|  |   | DocuClass 10 Pack Full Client License 1 YR M&S                        | 004115MIU                  | 004115MIU                  | 004115MIU                   | 1,596                                  | 20%                     | 1,277                                      | 43.08                           | 33.92                           | 28.25                           | 24.76                           | 23.22                           |  |
|  |   | DocuClass 50 Pack Full Client License 1 YR M&S                        | 004116MIU                  | 004116MIU                  | 004116MIU                   | 7,560                                  | 20%                     | 6,048                                      | 204.02                          | 160.65                          | 133.78                          | 117.28                          | 109.95                          |  |
|  |   | DocuClass Unlimited Full Client License 1 YR M&S                      | 004118MIU                  | 004118MIU                  | 004118MIU                   | 42,000                                 | 20%                     | 33,600                                     | 1,133.46                        | 892.52                          | 743.20                          | 651.57                          | 610.85                          |  |
|  |   | DocuClass Read Only Client 1 YR M&S                                   | 004119MIU                  | 004119MIU                  | 004119MIU                   | 84                                     | 19%                     | 68   | 2.29                            | 1.81                            | 1.50                            | 1.32                            | 1.24                            |  |
|  |   | DocuClass Read Only Client 10 Pack 1 YR M&S                           | 004120MIU                  | 004120MIU                  | 004120MIU                   | 777                                    | 20%                     | 622  | 20.98                           | 16.52                           | 13.76                           | 12.06                           | 11.31                           |  |
|  |   | DocuClass Read Only Client 50 Pack 1 YR M&S                           | 004121MIU                  | 004121MIU                  | 004121MIU                   | 3,465                                  | 20%                     | 2,772                                      | 93.51                           | 73.63                           | 61.31                           | 53.75                           | 50.39                           |  |
|  |   | DocuClass Read Only Client Unlimited 1 YR M&S                         | 004123MIU                  | 004123MIU                  | 004123MIU                   | 14,700                                 | 20%                     | 11,760                                     | 396.71                          | 312.38                          | 260.12                          | 228.05                          | 213.80                          |  |
|  |   | <u>Maintenance &amp; Support Input Module</u>                         |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Standard Scanning 1 YR M&S                                  | 004125MIU                  | 004125MIU                  | 004125MIU                   | 210                                    | 20%                     | 168  | 5.67                            | 4.46                            | 3.72                            | 3.26                            | 3.05                            |  |
|  |   | DocuClass Advanced Scanning 1 - 1 YR M&S                              | 004126MIU                  | 004126MIU                  | 004126MIU                   | 420                                    | 20%                     | 336  | 11.33                           | 8.93                            | 7.43                            | 6.52                            | 6.11                            |  |
|  |   | DocuClass Additional Advanced Scanning 1 YR M&S                       | 004127MIU                  | 004127MIU                  | 004127MIU                   | 420                                    | 20%                     | 336  | 11.33                           | 8.93                            | 7.43                            | 6.52                            | 6.11                            |  |
|  |   | DocuClass Basic OCR 1 YR M&S (Now - Image OCR Engine 1 YR M&S)        | 004128MIU                  | 004128MIU                  | 004128MIU                   | 210                                    | 20%                     | 168  | 5.67                            | 4.46                            | 3.72                            | 3.26                            | 3.05                            |  |
|  |   | DocuClass DC OCR Server (add: includes 2 Image OCR Engines) 1 YR M    | 004153MIU                  | 004153MIU                  | 004153MIU                   | 504                                    | 20%                     | 404  | 13.63                           | 10.73                           | 8.94                            | 7.83                            | 7.34                            |  |
|  |   | DocuClass XML Connector 1 YR M&S                                      | 004129MIU                  | 004129MIU                  | 004129MIU                   | 126                                    | 20%                     | 101  | 3.41                            | 2.68                            | 2.23                            | 1.96                            | 1.84                            |  |
|  |   | DocuClass Import Agent 1 YR M&S                                       | 004130MIU                  | 004130MIU                  | 004130MIU                   | 525                                    | 20%                     | 420  | 14.17                           | 11.16                           | 9.29                            | 8.14                            | 7.64                            |  |
|  |   | DocuClass Virtual Printer Enterprise 1 YR M&S                         | 004131MIU                  | 004131MIU                  | 004131MIU                   | 630                                    | 20%                     | 504  | 17.00                           | 13.39                           | 11.15                           | 9.77                            | 9.16                            |  |
|  |   | <u>Maintenance &amp; Support Output Module</u>                        |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Export to Media 1 YR M&S                                    | 004132MIU                  | 004132MIU                  | 004132MIU                   | 525                                    | 20%                     | 420  | 14.17                           | 11.16                           | 9.29                            | 8.14                            | 7.64                            |  |
|  |   | DocuClass Export to CSV 1 YR M&S                                      | 004133MIU                  | 004133MIU                  | 004133MIU                   | 525                                    | 20%                     | 420  | 14.17                           | 11.16                           | 9.29                            | 8.14                            | 7.64                            |  |
|  |   | <u>Maintenance &amp; Support Workflow Module</u>                      |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass Workflow Manager Express 1 YR M&S                           | 004134MIU                  | 004134MIU                  | 004134MIU                   | 945                                    | 20%                     | 756  | 25.50                           | 20.08                           | 16.72                           | 14.66                           | 13.74                           |  |
|  |   | DocuClass Workflow Concurrent Client 1 YR M&S                         | 004135MIU                  | 004135MIU                  | 004135MIU                   | 315                                    | 20%                     | 252  | 8.50                            | 6.69                            | 5.57                            | 4.89                            | 4.58                            |  |
|  |   | DocuClass Workflow Concurrent Client Upgrade 1 YR M&S                 | 004136MIU                  | 004136MIU                  | 004136MIU                   | 147                                    | 20%                     | 118  | 3.98                            | 3.13                            | 2.61                            | 2.29                            | 2.15                            |  |
|  |   | <u>Maintenance &amp; Support Integration Module</u>                   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuClass API Module 1 YR M&S   | 004147MIU                  | 004147MIU                  | 004147MIU                   | 1,050                                  | 20%                     | 840  | 28.34                           | 22.31                           | 18.58                           | 16.29                           | 15.27                           |  |
|  |   | <u>Maintenance &amp; Support Professional Services</u>                |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | On-Site Technical Services Daily Rate                                 | 004089MIU                  | 004089MIU                  | 004089MIU                   | 1,200                                  | 0%                      | 1,198                                      | 40.41                           | 31.82                           | 26.50                           | 23.23                           | 21.78                           |  |
|  |   | Remote Installation and Tech Support 4 HR Rate                        | 004091MIU                  | 004091MIU                  | 004091MIU                   | 560                                    | 0%                      | 559  | 18.86                           | 14.85                           | 12.36                           | 10.84                           | 10.16                           |  |
|  |   | Process Automation Consulting Services                                | 004092MIU                  | 004092MIU                  | 004092MIU                   | 1,500                                  | 0%                      | 1,498                                      | 50.53                           | 39.79                           | 33.13                           | 29.05                           | 27.23                           |  |
|  |   | On-Line Technical & Administrator Certification                       | 004095MIU                  | 004095MIU                  | 004095MIU                   | 450                                    | 0%                      | 449  | 15.15                           | 11.93                           | 9.93                            | 8.71                            | 8.16                            |  |
|  |   | Classroom Certification Training                                      | 004098MIU                  | 004098MIU                  | 004098MIU                   | 700                                    | 0%                      | 700  | 23.61                           | 18.59                           | 15.48                           | 13.57                           | 12.73                           |  |
|  |   | eCabinet Export Utility   | 004099MIU                  | 004099MIU                  | 004099MIU                   | 1,500                                  | 0%                      | 1,498                                      | 50.53                           | 39.79                           | 33.13                           | 29.05                           | 27.23                           |  |
|  |   | eCabinet Export Services  | 004100MIU                  | 004100MIU                  | 004100MIU                   | 1,200                                  | 0%                      | 1,198                                      | 40.41                           | 31.82                           | 26.50                           | 23.23                           | 21.78                           |  |
|  |   | <b>Doculex</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | <u>Server System Modules</u>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuLex Archive Studio Small Office - 10 Users with 1 YR M&S          | 004280MIU                  | 004280MIU                  | 004280MIU                   | 12,594                                 | 20%                     | 10,076                                     | 339.90                          | 267.65                          | 222.87                          | 195.39                          | 183.18                          |  |
|  |   | DocuLex Archive Studio Professional - 50 Users with 1 YR M&S          | 004281MIU                  | 004281MIU                  | 004281MIU                   | 25,194                                 | 20%                     | 20,156                                     | 679.94                          | 535.40                          | 445.83                          | 390.87                          | 366.44                          |  |
|  |   | DocuLex Archive Studio Enterprise - Unlimited Users with 1 YR M&S     | 004282MIU                  | 004282MIU                  | 004282MIU                   | 50,394                                 | 20%                     | 40,316                                     | 1,360.02                        | 1,070.91                        | 891.75                          | 781.81                          | 732.94                          |  |
|  |   | <u>Client Licenses</u>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | DocuLex Archive Studio Additional 10 User License Pack with 1 YR M&S  | 004283MIU                  | 004283MIU                  | 004283MIU                   | 3,096                                  | 20%                     | 2,477                                      | 83.56                           | 65.80                           | 54.79                           | 48.03                           | 45.03                           |  |

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|   |   | DigiDocFlow Additional MFP Single License                              | 004221MIU                  | 004221MIU                  | 004221MIU                   | 499                                    | 20%                     | 400  | 13.49                  | 10.63                  | 8.85                   | 7.76                   | 7.27                   |  |
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|   |   | DigiDocFlow Additional 50 MFP License Pack                             | 004223MIU                  | 004223MIU                  | 004223MIU                   | 18,799                                 | 20%                     | 15,040                                     | 507.36                 | 399.51                 | 332.67                 | 291.66                 | 273.43                 |  |
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|   |   | DigiDocFlow LiveLink Connector   | 004234MIU                  | 004234MIU                  | 004234MIU                   | 1,099                                  | 20%                     | 880  | 29.69                  | 23.38                  | 19.46                  | 17.06                  | 16.00                  |  |
|   |   | DigiDocFlow Oracle Connector   | 004235MIU                  | 004235MIU                  | 004235MIU                   | 1,099                                  | 20%                     | 880  | 29.69                  | 23.38                  | 19.46                  | 17.06                  | 16.00                  |  |
| <b>Maintenance &amp; Support Options</b>              |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|   |   | DigiDocFlow Basic with 1 MFP License 1 YR M&S                          | 004237MIU                  | 004237MIU                  | 004237MIU                   | 162                                    | 20%                     | 130  | 4.39                   | 3.45                   | 2.88                   | 2.52                   | 2.36                   |  |
|   |   | DigiDocFlow Additional MFP Single License 1 YR M&S                     | 004238MIU                  | 004238MIU                  | 004238MIU                   | 90                                     | 20%                     | 72   | 2.43                   | 1.91                   | 1.59                   | 1.40                   | 1.31                   |  |
|   |   | DigiDocFlow Additional 10 MFP License Pack 1 YR M&S                    | 004239MIU                  | 004239MIU                  | 004239MIU                   | 756                                    | 20%                     | 605  | 20.41                  | 16.07                  | 13.38                  | 11.73                  | 11.00                  |  |
|   |   | DigiDocFlow Additional 50 MFP License Pack 1 YR M&S                    | 004240MIU                  | 004240MIU                  | 004240MIU                   | 3,384                                  | 20%                     | 2,708                                      | 91.35                  | 71.93                  | 59.90                  | 52.51                  | 49.23                  |  |
|   |   | DigiDocFlow Features Pack (per Server) 1 YR M&S includes s/w upgrades  | 005633MIU                  | 005633MIU                  | 005633MIU                   | 108                                    | 19%                     | 87   | 2.93                   | 2.31                   | 1.92                   | 1.69                   | 1.58                   |  |
|   |   | DigiDocFlow Modules & Connectors (price per module and/or connector) 1 | 005634MIU                  | 005634MIU                  | 005634MIU                   | 198                                    | 24%                     | 159  | 5.36                   | 4.22                   | 3.52                   | 3.08                   | 2.89                   |  |
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|   |   | DigiDocFlow Remote Installation Services                               | 004249MIU                  | 004249MIU                  | 004249MIU                   | 450                                    | 0%                      | 449  | 15.15                  | 11.93                  | 9.93                   | 8.71                   | 8.16                   |  |
|   |   | DigiDocFlow Half Day Professional Services                             | 004252MIU                  | 004252MIU                  | 004252MIU                   | 450                                    | 0%                      | 449  | 15.15                  | 11.93                  | 9.93                   | 8.71                   | 8.16                   |  |
|   |   | DigiDocFlow Full Day Professional Services                             | 004253MIU                  | 004253MIU                  | 004253MIU                   | 800                                    | 0%                      | 799  | 26.95                  | 21.22                  | 17.67                  | 15.49                  | 14.53                  |  |
| <b>Xythos Product Line</b>                            |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
| <b>Server System Module</b>                           |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|   |   | Xythos Business Suite - 25 Named User Licenses                         | 004154MIU                  | 004154MIU                  | 004154MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                 | 212.50                 | 176.95                 | 155.14                 | 145.44                 |  |
|   |   | Xythos Business Suite - 50 Named User Licenses                         | 004155MIU                  | 004155MIU                  | 004155MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                 | 318.76                 | 265.43                 | 232.70                 | 218.16                 |  |
|   |   | Xythos Business Suite - 125 Named User Licenses                        | 004156MIU                  | 004156MIU                  | 004156MIU                   | 30,000                                 | 20%                     | 24,000                                     | 809.62                 | 637.51                 | 530.86                 | 465.41                 | 436.32                 |  |
|   |   | Xythos Business Suite - 250 Named User Licenses                        | 004157MIU                  | 004157MIU                  | 004157MIU                   | 57,500                                 | 20%                     | 46,000                                     | 1,551.76               | 1,221.90               | 1,017.47               | 892.03                 | 836.28                 |  |
|   |   | Xythos Business Suite - 500 Named User Licenses                        | 004158MIU                  | 004158MIU                  | 004158MIU                   | 80,000                                 | 20%                     | 64,000                                     | 2,158.98               | 1,700.03               | 1,415.62               | 1,241.09               | 1,163.52               |  |
|   |   | Xythos Business Suite - 1000 Named User Licenses                       | 004159MIU                  | 004159MIU                  | 004159MIU                   | 120,000                                | 20%                     | 96,000                                     | 3,238.46               | 2,550.05               | 2,123.42               | 1,861.63               | 1,745.28               |  |
| <b>Records Management</b>                             |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|   |   | Xythos Records Management Module - 25 Named Users                      | 004160MIU                  | 004160MIU                  | 004160MIU                   | 30,000                                 | 20%                     | 24,000                                     | 809.62                 | 637.51                 | 530.86                 | 465.41                 | 436.32                 |  |
|   |   | Xythos Records Management Module - 50 Named Users                      | 004161MIU                  | 004161MIU                  | 004161MIU                   | 60,000                                 | 20%                     | 48,000                                     | 1,619.23               | 1,275.02               | 1,061.71               | 930.82                 | 872.64                 |  |
| <b>Integration Module</b>                             |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|   |   | Xythos API Module  | 004162MIU                  | 004162MIU                  | 004162MIU                   | 35,000                                 | 20%                     | 28,000                                     | 944.55                 | 743.76                 | 619.33                 | 542.98                 | 509.04                 |  |
| <b>Maintenance &amp; Support Server System Module</b> |   |  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|   |   | Xythos Business Suite - 25 Named User Licenses 1 YR M&S                | 004163MIU                  | 004163MIU                  | 004163MIU                   | 2,000                                  | 6%                      | 1,882                                      | 63.49                  | 49.99                  | 41.63                  | 36.50                  | 34.21                  |  |
|   |   | Xythos Business Suite - 50 Named User Licenses 1 YR M&S                | 004164MIU                  | 004164MIU                  | 004164MIU                   | 3,000                                  | 6%                      | 2,823                                      | 95.23                  | 74.99                  | 62.44                  | 54.74                  | 51.32                  |  |

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| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit       | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                    | FMV                    | FMV                    | FMV                    | FMV                    | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease                  | Lease                  | Lease                  | Lease                  | Lease                  |  |
|  |   |   |                            |                            |                             |  |                         |  | 36 Monthly<br>Payments | 48 Monthly<br>Payments | 60 Monthly<br>Payments | 72 Monthly<br>Payments | 84 Monthly<br>Payments |  |
|  |   | Xyθος Business Suite - 125 Named User Licenses 1 YR M&S                     | 004172MIU                  | 004172MIU                  | 004172MIU                   | 6,000                                  | 6%                      | 5,646                                      | 190.46                 | 149.97                 | 124.88                 | 109.49                 | 102.64                 |  |
|  |   | Xyθος Business Suite - 250 Named User Licenses 1 YR M&S                     | 004173MIU                  | 004173MIU                  | 004173MIU                   | 11,500                                 | 6%                      | 10,820                                     | 365.00                 | 287.41                 | 239.33                 | 209.82                 | 196.71                 |  |
|  |   | Xyθος Business Suite - 500 Named User Licenses 1 YR M&S                     | 004174MIU                  | 004174MIU                  | 004174MIU                   | 16,000                                 | 6%                      | 15,054                                     | 507.83                 | 399.88                 | 332.98                 | 291.93                 | 273.68                 |  |
|  |   | Xyθος Business Suite - 1000 Named User Licenses 1 YR M&S                    | 004175MIU                  | 004175MIU                  | 004175MIU                   | 24,000                                 | 6%                      | 22,580                                     | 761.71                 | 599.79                 | 499.45                 | 437.87                 | 410.50                 |  |
|  |   | <b>Maintenance &amp; Support Records Management</b>                         |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Xyθος Records Management Module - 25 Named Users 1 YR M&S                   | 004176MIU                  | 004176MIU                  | 004176MIU                   | 6,000                                  | 6%                      | 5,646                                      | 190.46                 | 149.97                 | 124.88                 | 109.49                 | 102.64                 |  |
|  |   | Xyθος Records Management Module - 50 Named Users 1 YR M&S                   | 004177MIU                  | 004177MIU                  | 004177MIU                   | 12,000                                 | 6%                      | 11,290                                     | 380.86                 | 299.90                 | 249.72                 | 218.94                 | 205.25                 |  |
|  |   | <b>Maintenance &amp; Support Integration Module</b>                         |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Xyθος API Module 1 YR M&S   | 004178MIU                  | 004178MIU                  | 004178MIU                   | 7,000                                  | 6%                      | 6,586                                      | 222.17                 | 174.94                 | 145.68                 | 127.72                 | 119.73                 |  |
|  |   | <b>Professional Services</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Xyθος Quick Start Training - 3 Days   | 004179MIU                  | 004179MIU                  | 004179MIU                   | 6,000                                  |                         | 6,000                                      | 202.40                 | 159.38                 | 132.71                 | 116.35                 | 109.08                 |  |
|  |   | Xyθος Consulting Services Daily Rate  | 004180MIU                  | 004180MIU                  | 004180MIU                   | 2,000                                  |                         | 2,000                                      | 67.47                  | 53.13                  | 44.24                  | 38.78                  | 36.36                  |  |
|  |   | Xyθος Consulting Services Half Day Rate                                     | 004181MIU                  | 004181MIU                  | 004181MIU                   | 1,000                                  |                         | 1,000                                      | 33.73                  | 26.56                  | 22.12                  | 19.39                  | 18.18                  |  |
|  |   | Xyθος Business Suite - 2500 named user licenses                             | 005308MIU                  | 005308MIU                  | 005308MIU                   | 150,000                                | 20%                     | 120,000                                    | 4,048.08               | 3,187.56               | 2,654.28               | 2,327.04               | 2,181.60               |  |
|  |   | Xyθος Connector for Ricoh   | 005310MIU                  | 005310MIU                  | 005310MIU                   | 1,000                                  |                         | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  |  |
|  |   | Xyθος Business Suite - 2500 named user licenses 1 YR M&S                    | 005309MIU                  | 005309MIU                  | 005309MIU                   | 30,000                                 | 9%                      | 27,274                                     | 920.06                 | 724.48                 | 603.27                 | 528.90                 | 495.84                 |  |
|  |   | Xyθος Connector for Ricoh 1 YR M&S  | 005311MIU                  | 005311MIU                  | 005311MIU                   | 200                                    | 9%                      | 182  | 6.14                   | 4.83                   | 4.03                   | 3.53                   | 3.31                   |  |
|  |   | Xyθος Consulting Hourly Rate  | 005312MIU                  | 005312MIU                  | 005312MIU                   | 200                                    |                         | 200  | 6.75                   | 5.31                   | 4.42                   | 3.88                   | 3.64                   |  |
|  |   | <b>Technesis</b>  |                            |                            |                             |  |                         |  |                        |                        |                        |                        |                        |  |
|  |   | Technesis Network Deployment Server   | 004656MIU                  | 004656MIU                  | 004656MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                  | 31.88                  | 26.54                  | 23.27                  | 21.82                  |  |
|  |   | Technesis Additional Network Deployment Server                              | 004657MIU                  | 004657MIU                  | 004657MIU                   | 1,000                                  | 20%                     | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  |  |
|  |   | Technesis Print Server Tracking (Per Print Server After First)              | 004658MIU                  | 004658MIU                  | 004658MIU                   | 1,000                                  | 20%                     | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  |  |
|  |   | Technesis Client - 5 Client Pack  | 004659MIU                  | 004659MIU                  | 004659MIU                   | 275                                    | 20%                     | 220  | 7.42                   | 5.84                   | 4.87                   | 4.27                   | 4.00                   |  |
|  |   | Technesis Client - 10 Client Pack   | 004660MIU                  | 004660MIU                  | 004660MIU                   | 500                                    | 20%                     | 400  | 13.49                  | 10.63                  | 8.85                   | 7.76                   | 7.27                   |  |
|  |   | Technesis Client - 25 Client Pack   | 004661MIU                  | 004661MIU                  | 004661MIU                   | 1,100                                  | 20%                     | 880  | 29.69                  | 23.38                  | 19.46                  | 17.06                  | 16.00                  |  |
|  |   | Technesis Client - 50 Client Pack   | 004662MIU                  | 004662MIU                  | 004662MIU                   | 1,900                                  | 20%                     | 1,520                                      | 51.28                  | 40.38                  | 33.62                  | 29.48                  | 27.63                  |  |
|  |   | Technesis Client - 100 Client Pack  | 004663MIU                  | 004663MIU                  | 004663MIU                   | 3,450                                  | 20%                     | 2,760                                      | 93.11                  | 73.31                  | 61.05                  | 53.52                  | 50.18                  |  |
|  |   | Technesis Client - 250 Client Pack  | 004664MIU                  | 004664MIU                  | 004664MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                 | 170.00                 | 141.56                 | 124.11                 | 116.35                 |  |
|  |   | Technesis Client - 500 Client Pack  | 004665MIU                  | 004665MIU                  | 004665MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                 | 318.76                 | 265.43                 | 232.70                 | 218.16                 |  |
|  |   | Technesis Client - 1000 Client Pack   | 004666MIU                  | 004666MIU                  | 004666MIU                   | 29,000                                 | 20%                     | 23,200                                     | 782.63                 | 616.26                 | 513.16                 | 448.89                 | 421.78                 |  |
|  |   | Technesis Client - 2500 Client Pack   | 004667MIU                  | 004667MIU                  | 004667MIU                   | 46,250                                 | 20%                     | 37,000                                     | 1,248.16               | 982.83                 | 818.40                 | 717.50                 | 672.66                 |  |
|  |   | Technesis Client - 5000 Client Pack   | 004668MIU                  | 004668MIU                  | 004668MIU                   | 67,500                                 | 20%                     | 54,000                                     | 1,821.64               | 1,434.40               | 1,194.43               | 1,047.17               | 981.72                 |  |
|  |   | Technesis Client - 10000 Client Pack  | 004669MIU                  | 004669MIU                  | 004669MIU                   | 100,000                                | 20%                     | 80,000                                     | 2,698.72               | 2,125.04               | 1,769.52               | 1,551.36               | 1,454.40               |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (1-5) Per Device                       | 004670MIU                  | 004670MIU                  | 004670MIU                   | 650                                    | 20%                     | 520  | 17.54                  | 13.81                  | 11.50                  | 10.08                  | 9.45                   |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (6-25) Per Device                      | 004671MIU                  | 004671MIU                  | 004671MIU                   | 625                                    | 20%                     | 500  | 16.87                  | 13.28                  | 11.06                  | 9.70                   | 9.09                   |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (26-50) Per Device                     | 004672MIU                  | 004672MIU                  | 004672MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (51+) Per Device                       | 004673MIU                  | 004673MIU                  | 004673MIU                   | 400                                    | 6%                      | 377  | 12.72                  | 10.01                  | 8.34                   | 7.31                   | 6.85                   |  |
|  |   | Technesis SmartSync Deltek Advantage Plug-In                                | 004674MIU                  | 004674MIU                  | 004674MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis SmartSync Deltek Vision Plug-In                                   | 004675MIU                  | 004675MIU                  | 004675MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis SmartSync Sema 4 Plug-In  | 004676MIU                  | 004676MIU                  | 004676MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis SmartSync Windows 2000 Plug-In                                    | 004677MIU                  | 004677MIU                  | 004677MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis SmartSync BST Plug-In   | 004678MIU                  | 004678MIU                  | 004678MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis SmartSync Dream Plug-In   | 004679MIU                  | 004679MIU                  | 004679MIU                   | 600                                    | 20%                     | 480  | 16.19                  | 12.75                  | 10.62                  | 9.31                   | 8.73                   |  |
|  |   | Technesis SmartSync Axiom Plug-In   | 004680MIU                  | 004680MIU                  | 004680MIU                   | 500                                    | 20%                     | 400  | 13.49                  | 10.63                  | 8.85                   | 7.76                   | 7.27                   |  |
|  |   | Technesis Custom SmartSync Plug-In  | 004681MIU                  | 004681MIU                  | 004681MIU                   | 1,000                                  | 20%                     | 800  | 26.99                  | 21.25                  | 17.70                  | 15.51                  | 14.54                  |  |
|  |   | Technesis Print Assessments (1- 500 workstations for a 90 day period)       | 004682MIU                  | 004682MIU                  | 004682MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                  | 31.88                  | 26.54                  | 23.27                  | 21.82                  |  |
|  |   | Technesis Print Assessments (501- 2500 workstations for a 90 day period)    | 004683MIU                  | 004683MIU                  | 004683MIU                   | 6,400                                  | 20%                     | 5,120                                      | 172.20                 | 136.00                 | 113.25                 | 99.29                  | 93.08                  |  |
|  |   | Technesis Print Assessments (2501- 5000 workstations for a 90 day period)   | 004684MIU                  | 004684MIU                  | 004684MIU                   | 11,000                                 | 20%                     | 8,800                                      | 296.86                 | 233.75                 | 194.65                 | 170.65                 | 159.98                 |  |
|  |   | Technesis Print Assessments (5001 - 10000 workstations for a 90 day period) | 004685MIU                  | 004685MIU                  | 004685MIU                   | 18,000                                 | 20%                     | 14,400                                     | 485.77                 | 382.51                 | 318.51                 | 279.24                 | 261.79                 |  |
|  |   | Technesis Print Assessments (10001+ workstations for a 90 day period)       | 004686MIU                  | 004686MIU                  | 004686MIU                   | 25,000                                 | 20%                     | 20,000                                     | 674.68                 | 531.26                 | 442.38                 | 387.84                 | 363.60                 |  |
|  |   | Annual Maintenance - Technesis Network Deployment Server                    | 004687MIU                  | 004687MIU                  | 004687MIU                   | 255                                    | 17%                     | 211  | 7.12                   | 5.60                   | 4.67                   | 4.09                   | 3.84                   |  |
|  |   | Annual Maintenance - Additional Network Deployment Server License           | 004688MIU                  | 004688MIU                  | 004688MIU                   | 170                                    | 18%                     | 140  | 4.72                   | 3.72                   | 3.10                   | 2.71                   | 2.55                   |  |
|  |   | Annual Maintenance - Print Server Tracking (per Print server after 1st)     | 004689MIU                  | 004689MIU                  | 004689MIU                   | 170                                    | 18%                     | 140  | 4.72                   | 3.72                   | 3.10                   | 2.71                   | 2.55                   |  |
|  |   | Annual Maintenance - Technesis Client - 5 Client Pack                       | 004690MIU                  | 004690MIU                  | 004690MIU                   | 47                                     | 17%                     | 39   | 1.32                   | 1.04                   | 0.86                   | 0.76                   | 0.71                   |  |
|  |   | Annual Maintenance - Technesis Client - 10 Client Pack                      | 004691MIU                  | 004691MIU                  | 004691MIU                   | 85                                     | 16%                     | 71   | 2.40                   | 1.89                   | 1.57                   | 1.38                   | 1.29                   |  |
|  |   | Annual Maintenance - Technesis Client - 25 Client Pack                      | 004692MIU                  | 004692MIU                  | 004692MIU                   | 187                                    | 17%                     | 154  | 5.20                   | 4.09                   | 3.41                   | 2.99                   | 2.80                   |  |
|  |   | Annual Maintenance - Technesis Client - 50 Client Pack                      | 004693MIU                  | 004693MIU                  | 004693MIU                   | 323                                    | 17%                     | 267  | 9.01                   | 7.09                   | 5.91                   | 5.18                   | 4.85                   |  |
|  |   | Annual Maintenance - Technesis Client - 100 Client Pack                     | 004694MIU                  | 004694MIU                  | 004694MIU                   | 587                                    | 17%                     | 485  | 16.36                  | 12.88                  | 10.73                  | 9.41                   | 8.82                   |  |
|  |   | Annual Maintenance - Technesis Client - 250 Client Pack                     | 004695MIU                  | 004695MIU                  | 004695MIU                   | 1,360                                  | 17%                     | 1,124                                      | 37.92                  | 29.86                  | 24.86                  | 21.80                  | 20.43                  |  |
|  |   | Annual Maintenance - Technesis Client - 500 Client Pack                     | 004696MIU                  | 004696MIU                  | 004696MIU                   | 2,550                                  | 17%                     | 2,107                                      | 71.08                  | 55.97                  | 46.60                  | 40.86                  | 38.31                  |  |
|  |   | Annual Maintenance - Technesis Client - 1000 Client Pack                    | 004697MIU                  | 004697MIU                  | 004697MIU                   | 4,930                                  | 17%                     | 4,073                                      | 137.40                 | 108.19                 | 90.09                  | 78.98                  | 74.05                  |  |
|  |   | Annual Maintenance - Technesis Client - 2500 Client Pack                    | 004698MIU                  | 004698MIU                  | 004698MIU                   | 7,863                                  | 17%                     | 6,496                                      | 219.14                 | 172.55                 | 143.69                 | 125.97                 | 118.10                 |  |
|  |   | Annual Maintenance - Technesis Client - 5000 Client Pack                    | 004699MIU                  | 004699MIU                  | 004699MIU                   | 11,475                                 | 17%                     | 9,480                                      | 319.80                 | 251.82                 | 209.69                 | 183.84                 | 172.35                 |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance  
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Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

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| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit    | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                             | FMV                             | FMV                             | FMV                             | FMV                             | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|--|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |  |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Annual Maintenance - Technesis Client - 10000 Client Pack                | 004700MIU                  | 004700MIU                  | 004700MIU                   | 17,000                                 | 17%                     | 14,043                                     | 473.73                          | 373.02                          | 310.62                          | 272.32                          | 255.30                          |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded(1-5), for ea             | 004701MIU                  | 004701MIU                  | 004701MIU                   | 111                                    | 17%                     | 92   | 3.10                            | 2.44                            | 2.03                            | 1.78                            | 1.78                            |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded(6-25), for ea            | 004702MIU                  | 004702MIU                  | 004702MIU                   | 106                                    | 17%                     | 88   | 2.97                            | 2.34                            | 1.95                            | 1.71                            | 1.60                            |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded(26-50), for ea           | 004703MIU                  | 004703MIU                  | 004703MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded(50+), for ea             | 004704MIU                  | 004704MIU                  | 004704MIU                   | 68                                     |                         | 68   | 2.29                            | 1.81                            | 1.50                            | 1.32                            | 1.24                            |  |
|  |   | Annual Maintenance - SmartSync Deltek Advantage Plug-In                  | 004705MIU                  | 004705MIU                  | 004705MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - SmartSync Deltek Vision Plug-In                     | 004706MIU                  | 004706MIU                  | 004706MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - SmartSync Sema 4 Plug-In                            | 004707MIU                  | 004707MIU                  | 004707MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - SmartSync Wind 2000 Plug-In                         | 004708MIU                  | 004708MIU                  | 004708MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - SmartSync BST Plug-In                               | 004709MIU                  | 004709MIU                  | 004709MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - SmartSync Dream Plug-In                             | 004710MIU                  | 004710MIU                  | 004710MIU                   | 102                                    | 17%                     | 85   | 2.87                            | 2.26                            | 1.88                            | 1.65                            | 1.55                            |  |
|  |   | Annual Maintenance - SmartSync Axiom Plug-In                             | 004711MIU                  | 004711MIU                  | 004711MIU                   | 85                                     | 16%                     | 71   | 2.40                            | 1.89                            | 1.57                            | 1.38                            | 1.29                            |  |
|  |   | Annual Maintenance - Custom SmartSync Plug-In                            | 004712MIU                  | 004712MIU                  | 004712MIU                   | 170                                    | 18%                     | 140  | 4.72                            | 3.72                            | 3.10                            | 2.71                            | 2.55                            |  |
|  |   | First day of on-site services (incl.T&E)                                 | 004713MIU                  | 004713MIU                  | 004713MIU                   | 3,500                                  |                         | 3,500                                      | 118.07                          | 92.97                           | 77.42                           | 67.87                           | 63.63                           |  |
|  |   | Additional day of on-site (inclT&E)                                      | 004714MIU                  | 004714MIU                  | 004714MIU                   | 1,500                                  |                         | 1,500                                      | 50.60                           | 39.84                           | 33.18                           | 29.09                           | 27.27                           |  |
|  |   | Web install  | 004715MIU                  | 004715MIU                  | 004715MIU                   | 600                                    |                         | 600  | 20.24                           | 15.94                           | 13.27                           | 11.64                           | 10.91                           |  |
|  |   | Custom onlineTraining session (1/2 day)                                  | 004716MIU                  | 004716MIU                  | 004716MIU                   | 600                                    |                         | 600  | 20.24                           | 15.94                           | 13.27                           | 11.64                           | 10.91                           |  |
|  |   | Custom Services (billed hourly)  | 004717MIU                  | 004717MIU                  | 004717MIU                   | 150                                    |                         | 150  | 5.06                            | 3.98                            | 3.32                            | 2.91                            | 2.73                            |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (101-200) Per Device                | 005607MIU                  | 005607MIU                  | 005607MIU                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded ( 101-200) - per device  | 005608MIU                  | 005608MIU                  | 005608MIU                   | 51                                     | 20%                     | 41   | 1.38                            | 1.09                            | 0.91                            | 0.80                            | 0.75                            |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (201-500) Per Device                | 005609MIU                  | 005609MIU                  | 005609MIU                   | 175                                    | 20%                     | 140  | 4.72                            | 3.72                            | 3.10                            | 2.71                            | 2.55                            |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded (201-500) - per device   | 005610MIU                  | 005610MIU                  | 005610MIU                   | 30                                     | 19%                     | 24   | 0.81                            | 0.64                            | 0.53                            | 0.47                            | 0.44                            |  |
|  |   | Technesis iBridge Ricoh ESA Embedded (501+) Per Device                   | 005611MIU                  | 005611MIU                  | 005611MIU                   | 75                                     | 20%                     | 60   | 2.02                            | 1.59                            | 1.33                            | 1.16                            | 1.09                            |  |
|  |   | Annual Maintenance - iBridge Ricoh ESA Embedded (501+) - per device.     | 005612MIU                  | 005612MIU                  | 005612MIU                   | 13                                     | 14%                     | 11   | 0.37                            | 0.29                            | 0.24                            | 0.21                            | 0.20                            |  |
|  |   | <b>Omtool</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | AccuRoute Server Platform  | 004363MIU                  | 004363MIU                  | 004363MIU                   | 12,500                                 | 20%                     | 10,000                                     | 337.34                          | 265.63                          | 221.19                          | 193.92                          | 181.80                          |  |
|  |   | AccuRoute Server Failover Platform                                       | 004364MIU                  | 004364MIU                  | 004364MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute Server for Small Offices                                       | 004365MIU                  | 004365MIU                  | 004365MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Upgrade to AccuRoute from Genifax  | 004366MIU                  | 004366MIU                  | 004366MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Upgrade from AccuRoute Small Office to AccuRoute Base                    | 004367MIU                  | 004367MIU                  | 004367MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute Single User License  | 004368MIU                  | 004368MIU                  | 004368MIU                   | 75                                     | 20%                     | 60   | 2.02                            | 1.59                            | 1.33                            | 1.16                            | 1.09                            |  |
|  |   | AccuRoute User Access Licenses (250-499 Users)                           | 004369MIU                  | 004369MIU                  | 004369MIU                   | 59                                     | 20%                     | 48   | 1.62                            | 1.28                            | 1.06                            | 0.93                            | 0.87                            |  |
|  |   | AccuRoute User Access Licenses (500-999 Users)                           | 004370MIU                  | 004370MIU                  | 004370MIU                   | 45                                     | 20%                     | 36   | 1.21                            | 0.96                            | 0.80                            | 0.70                            | 0.65                            |  |
|  |   | AccuRoute User Access Licenses (1000-2499 Users)                         | 004371MIU                  | 004371MIU                  | 004371MIU                   | 41                                     | 20%                     | 33   | 1.11                            | 0.88                            | 0.73                            | 0.64                            | 0.60                            |  |
|  |   | AccuRoute User Access Licenses (2500+ Users)                             | 004372MIU                  | 004372MIU                  | 004372MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | AccuRoute Legal Option Pack for Interwoven                               | 004373MIU                  | 004373MIU                  | 004373MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | AccuRoute Legal Option Pack for Hummingbird                              | 004374MIU                  | 004374MIU                  | 004374MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | Core Ricoh Java Enabled Device License                                   | 004375MIU                  | 004375MIU                  | 004375MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | Ricoh Java Enabled Device License (2-9 Devices)                          | 004376MIU                  | 004376MIU                  | 004376MIU                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | Ricoh Java Enabled Device License (10-99 Devices)                        | 004490MIU                  | 004490MIU                  | 004490MIU                   | 200                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | Ricoh Java Enabled Device License (100+ Devices)                         | 004493MIU                  | 004493MIU                  | 004493MIU                   | 100                                    | 20%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | Embedded Cost Recovery Device License                                    | 004377MIU                  | 004377MIU                  | 004377MIU                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | Genifax Server Software UL Users   | 004378MIU                  | 004378MIU                  | 004378MIU                   | 5,600                                  | 20%                     | 4,480                                      | 151.13                          | 119.00                          | 99.09                           | 86.88                           | 81.45                           |  |
|  |   | Genifax Server Software (Notes) UL Users                                 | 004379MIU                  | 004379MIU                  | 004379MIU                   | 5,600                                  | 20%                     | 4,480                                      | 151.13                          | 119.00                          | 99.09                           | 86.88                           | 81.45                           |  |
|  |   | Passive Cluster Add-On Genifax   | 004380MIU                  | 004380MIU                  | 004380MIU                   | 2,900                                  | 20%                     | 2,320                                      | 78.26                           | 61.63                           | 51.32                           | 44.99                           | 42.18                           |  |
|  |   | AccuRoute/ Genifax Cost Recovery Add-On                                  | 004381MIU                  | 004381MIU                  | 004381MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
|  |   | AccuRoute/ Genifax Fax Ports Add-On                                      | 004382MIU                  | 004382MIU                  | 004382MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Compose Component Add-On                              | 004383MIU                  | 004383MIU                  | 004383MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | AccuRoute/ Genifax Conversion Tool for Legacy Documents in DMS Add-On    | 004384MIU                  | 004384MIU                  | 004384MIU                   | 12,000                                 | 20%                     | 9,600                                      | 323.85                          | 255.00                          | 212.34                          | 186.16                          | 174.53                          |  |
|  |   | AccuRoute Barcode Extractor Add-On                                       | 004385MIU                  | 004385MIU                  | 004385MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Image-In Queue (Healthcare Software)                  | 004433MIU                  | 004433MIU                  | 004433MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool (Healthcare Software)       | 004436MIU                  | 004436MIU                  | 004436MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (2-9 Licen | 004439MIU                  | 004439MIU                  | 004439MIU                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (10-99 Lic | 004442MIU                  | 004442MIU                  | 004442MIU                   | 200                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (100+ Lic  | 004445MIU                  | 004445MIU                  | 004445MIU                   | 100                                    | 20%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | AccuRoute/ Genifax ObjectArchive System                                  | 004448MIU                  | 004448MIU                  | 004448MIU                   | 25,000                                 | 20%                     | 20,000                                     | 674.68                          | 531.26                          | 442.38                          | 387.84                          | 363.60                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (0-50 Units)                  | 004451MIU                  | 004451MIU                  | 004451MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                          | 318.76                          | 265.43                          | 232.70                          | 218.16                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (51-400 Units)                | 004454MIU                  | 004454MIU                  | 004454MIU                   | 22,500                                 | 20%                     | 18,000                                     | 607.21                          | 478.13                          | 398.14                          | 349.06                          | 327.24                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (401-800 Units)               | 004457MIU                  | 004457MIU                  | 004457MIU                   | 26,250                                 | 20%                     | 21,000                                     | 708.41                          | 557.82                          | 464.50                          | 407.23                          | 381.78                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (801+ Units)                  | 004460MIU                  | 004460MIU                  | 004460MIU                   | 45,000                                 | 20%                     | 36,000                                     | 1,214.42                        | 956.27                          | 796.28                          | 698.11                          | 654.48                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (ID Capture)                  | 004463MIU                  | 004463MIU                  | 004463MIU                   | 600                                    | 20%                     | 480  | 16.19                           | 12.75                           | 10.62                           | 9.31                            | 8.73                            |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (0-50 Units)                | 004466MIU                  | 004466MIU                  | 004466MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (51-400 Units)              | 004469MIU                  | 004469MIU                  | 004469MIU                   | 6,250                                  | 20%                     | 5,000                                      | 168.67                          | 132.82                          | 110.60                          | 96.96                           | 90.90                           |  |

# RICOH SAVIN LANIER

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|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (401-800 Units)                      | 004472MIU                  | 004472MIU                  | 004472MIU                   | 8,750                                  | 20%                     | 7,000                                      | 236.14                          | 185.94                          | 154.83                          | 135.74                          | 127.26                          |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (801+ Units)                         | 004475MIU                  | 004475MIU                  | 004475MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute/ Genifax Legato Backup (0-50 Units)                                     | 004478MIU                  | 004478MIU                  | 004478MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (51-400 Units)                                   | 004481MIU                  | 004481MIU                  | 004481MIU                   | 6,250                                  | 20%                     | 5,000                                      | 168.67                          | 132.82                          | 110.60                          | 96.96                           | 90.90                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (401-800 Units)                                  | 004484MIU                  | 004484MIU                  | 004484MIU                   | 8,750                                  | 20%                     | 7,000                                      | 236.14                          | 185.94                          | 154.83                          | 135.74                          | 127.26                          |  |
|  |   | AccuRoute/ Genifax Legato Backup (801+ Units)                                     | 004487MIU                  | 004487MIU                  | 004487MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (0-50 Units)                      | 004496MIU                  | 004496MIU                  | 004496MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (51-400 Units)                    | 004499MIU                  | 004499MIU                  | 004499MIU                   | 6,250                                  | 20%                     | 5,000                                      | 168.67                          | 132.82                          | 110.60                          | 96.96                           | 90.90                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (401-800 Units)                   | 004502MIU                  | 004502MIU                  | 004502MIU                   | 8,750                                  | 20%                     | 7,000                                      | 236.14                          | 185.94                          | 154.83                          | 135.74                          | 127.26                          |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (801+ Units)                      | 004505MIU                  | 004505MIU                  | 004505MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (0-50 Units)                            | 004508MIU                  | 004508MIU                  | 004508MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (51-400 Units)                          | 004511MIU                  | 004511MIU                  | 004511MIU                   | 6,250                                  | 20%                     | 5,000                                      | 168.67                          | 132.82                          | 110.60                          | 96.96                           | 90.90                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (401-800 Units)                         | 004514MIU                  | 004514MIU                  | 004514MIU                   | 8,750                                  | 20%                     | 7,000                                      | 236.14                          | 185.94                          | 154.83                          | 135.74                          | 127.26                          |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (801+ Units)                            | 004517MIU                  | 004517MIU                  | 004517MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (0-50 Units)           | 004520MIU                  | 004520MIU                  | 004520MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (51-400 Units)         | 004523MIU                  | 004523MIU                  | 004523MIU                   | 6,250                                  | 20%                     | 5,000                                      | 168.67                          | 132.82                          | 110.60                          | 96.96                           | 90.90                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (401-800 Units)        | 004526MIU                  | 004526MIU                  | 004526MIU                   | 8,750                                  | 20%                     | 7,000                                      | 236.14                          | 185.94                          | 154.83                          | 135.74                          | 127.26                          |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (801+ Units)           | 004529MIU                  | 004529MIU                  | 004529MIU                   | 10,000                                 | 20%                     | 8,000                                      | 269.87                          | 212.50                          | 176.95                          | 155.14                          | 145.44                          |  |
|  |   | AccuRoute/ Genifax Microsoft Exchange Connector                                   | 004532MIU                  | 004532MIU                  | 004532MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | AccuRoute/ Genifax IBM Lotus Notes Connector                                      | 004535MIU                  | 004535MIU                  | 004535MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | AccuRoute/ Genifax Telco Connector  | 004538MIU                  | 004538MIU                  | 004538MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 1   | 004541MIU                  | 004541MIU                  | 004541MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 2   | 004544MIU                  | 004544MIU                  | 004544MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 3   | 004547MIU                  | 004547MIU                  | 004547MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | AccuRoute/ Genifax T.37 Fax Connector   | 004550MIU                  | 004550MIU                  | 004550MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | XML Input Connector for AccuRoute   | 004553MIU                  | 004553MIU                  | 004553MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | XML STORE Connector for AccuRoute   | 004556MIU                  | 004556MIU                  | 004556MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                          | 318.76                          | 265.43                          | 232.70                          | 218.16                          |  |
|  |   | AccuRoute/ Genifax Connector for CT Summatic                                      | 004559MIU                  | 004559MIU                  | 004559MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax for Dataflight   | 004562MIU                  | 004562MIU                  | 004562MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax for Ringtail   | 004565MIU                  | 004565MIU                  | 004565MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | AccuRoute/ Genifax SR-140 2 Channel FOIP  | 004568MIU                  | 004568MIU                  | 004568MIU                   | 1,560                                  | 9%                      | 1,421                                      | 47.94                           | 37.75                           | 31.43                           | 27.56                           | 25.83                           |  |
|  |   | AccuRoute/ Genifax SR-140 4 Channel FOIP  | 004571MIU                  | 004571MIU                  | 004571MIU                   | 2,530                                  | 9%                      | 2,303                                      | 77.69                           | 61.17                           | 50.94                           | 44.66                           | 41.87                           |  |
|  |   | AccuRoute/ Genifax SR-140 8 Channel FOIP  | 004574MIU                  | 004574MIU                  | 004574MIU                   | 4,960                                  | 9%                      | 4,515                                      | 152.31                          | 119.93                          | 99.87                           | 87.55                           | 82.08                           |  |
|  |   | AccuRoute/ Genifax SR-140 12 Channel FOIP   | 004577MIU                  | 004577MIU                  | 004577MIU                   | 7,290                                  | 9%                      | 6,637                                      | 223.89                          | 176.30                          | 146.80                          | 128.70                          | 120.66                          |  |
|  |   | AccuRoute/ Genifax SR-140 24 Channel FOIP   | 004580MIU                  | 004580MIU                  | 004580MIU                   | 13,650                                 | 9%                      | 12,426                                     | 419.18                          | 330.07                          | 274.85                          | 240.96                          | 225.90                          |  |
|  |   | AccuRoute/ Genifax SR-140 30 Channel FOIP   | 004582MIU                  | 004582MIU                  | 004582MIU                   | 16,480                                 | 9%                      | 15,003                                     | 506.11                          | 398.52                          | 331.85                          | 290.94                          | 272.75                          |  |
|  |   | AccuRoute/ Genifax SR-140 48 Channel FOIP   | 004586MIU                  | 004586MIU                  | 004586MIU                   | 27,295                                 | 9%                      | 24,848                                     | 838.22                          | 660.04                          | 549.61                          | 481.85                          | 451.74                          |  |
|  |   | AccuRoute/ Genifax SR-140 60 Channel FOIP   | 004589MIU                  | 004589MIU                  | 004589MIU                   | 32,960                                 | 9%                      | 30,005                                     | 1,012.19                        | 797.02                          | 663.68                          | 581.86                          | 545.49                          |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (10-49 Devices)                  | 004728MIU                  | 004728MIU                  | 004728MIU                   | 800                                    | 20%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (50-99 Devices)                  | 004729MIU                  | 004729MIU                  | 004729MIU                   | 700                                    | 20%                     | 560  | 18.89                           | 14.88                           | 12.39                           | 10.86                           | 10.18                           |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (100-199 Devices)                | 004730MIU                  | 004730MIU                  | 004730MIU                   | 500                                    | 20%                     | 400  | 13.49                           | 10.63                           | 8.85                            | 7.76                            | 7.27                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (200-499 Devices)                | 004731MIU                  | 004731MIU                  | 004731MIU                   | 250                                    | 20%                     | 200  | 6.75                            | 5.31                            | 4.42                            | 3.88                            | 3.64                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (500+ Devices)                   | 004732MIU                  | 004732MIU                  | 004732MIU                   | 175                                    | 20%                     | 140  | 4.72                            | 3.72                            | 3.10                            | 2.71                            | 2.55                            |  |
|  |   | AccuRoute Server Platform (1YR M&S Advantage Support)                             | 004386MIU                  | 004386MIU                  | 004386MIU                   | 2,500                                  | 15%                     | 2,135                                      | 72.02                           | 56.71                           | 47.22                           | 41.40                           | 38.81                           |  |
|  |   | AccuRoute Server Failover Platform (1YR M&S Advantage Support)                    | 004388MIU                  | 004388MIU                  | 004388MIU                   | 2,000                                  | 15%                     | 1,708                                      | 57.62                           | 45.37                           | 37.78                           | 33.12                           | 31.05                           |  |
|  |   | AccuRoute Server for Small Offices (1YR M&S Advantage Support)                    | 004390MIU                  | 004390MIU                  | 004390MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | Upgrade to AccuRoute from Genifax (1YR M&S Advantage Support)                     | 004392MIU                  | 004392MIU                  | 004392MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | Upgrade from AccuRoute Small Office to AccuRoute Base (1YR M&S Advantage Support) | 004394MIU                  | 004394MIU                  | 004394MIU                   | 2,000                                  | 15%                     | 1,708                                      | 57.62                           | 45.37                           | 37.78                           | 33.12                           | 31.05                           |  |
|  |   | AccuRoute Single User License (1YR M&S Advantage Support)                         | 004397MIU                  | 004397MIU                  | 004397MIU                   | 15                                     | 13%                     | 13   | 0.44                            | 0.35                            | 0.29                            | 0.25                            | 0.24                            |  |
|  |   | AccuRoute User Access Licenses (250-499 Users) (1YR M&S Advantage Support)        | 004399MIU                  | 004399MIU                  | 004399MIU                   | 12                                     | 8%                      | 11   | 0.37                            | 0.29                            | 0.24                            | 0.21                            | 0.20                            |  |
|  |   | AccuRoute User Access Licenses (500-999 Users) (1YR M&S Advantage Support)        | 004401MIU                  | 004401MIU                  | 004401MIU                   | 9                                      | 11%                     | 8  | 0.27                            | 0.21                            | 0.18                            | 0.16                            | 0.15                            |  |
|  |   | AccuRoute User Access Licenses (1000-2499 Users) (1YR M&S Advantage Support)      | 004403MIU                  | 004403MIU                  | 004403MIU                   | 8                                      | 2%                      | 8  | 0.27                            | 0.21                            | 0.18                            | 0.16                            | 0.15                            |  |
|  |   | AccuRoute User Access Licenses (2500+ Users) (1YR M&S Advantage Support)          | 004405MIU                  | 004405MIU                  | 004405MIU                   | 6                                      | 7%                      | 6  | 0.20                            | 0.16                            | 0.13                            | 0.12                            | 0.11                            |  |
|  |   | AccuRoute Legal Option Pack for Interwoven (1YR M&S Advantage Support)            | 004407MIU                  | 004407MIU                  | 004407MIU                   | 6                                      | 7%                      | 6  | 0.20                            | 0.16                            | 0.13                            | 0.12                            | 0.11                            |  |
|  |   | AccuRoute Legal Option Pack for Hummingbird (1YR M&S Advantage Support)           | 004409MIU                  | 004409MIU                  | 004409MIU                   | 7                                      | 14%                     | 6  | 0.20                            | 0.16                            | 0.13                            | 0.12                            | 0.11                            |  |
|  |   | Core Ricoh Java Enabled Device License (1YR M&S Advantage Support)                | 004411MIU                  | 004411MIU                  | 004411MIU                   | 300                                    | 14%                     | 257  | 8.67                            | 6.83                            | 5.68                            | 4.98                            | 4.67                            |  |
|  |   | Ricoh Java Enabled Device License (2-9 Devices) (1YR M&S Advantage Support)       | 004413MIU                  | 004413MIU                  | 004413MIU                   | 60                                     | 13%                     | 52   | 1.75                            | 1.38                            | 1.15                            | 1.01                            | 0.95                            |  |
|  |   | Ricoh Java Enabled Device License (10-99 Devices) (1YR M&S Advantage Support)     | 004491MIU                  | 004491MIU                  | 004491MIU                   | 40                                     | 13%                     | 35   | 1.18                            | 0.93                            | 0.77                            | 0.68                            | 0.64                            |  |
|  |   | Ricoh Java Enabled Device License (100+ Devices) (1YR M&S Advantage Support)      | 004494MIU                  | 004494MIU                  | 004494MIU                   | 20                                     | 15%                     | 17   | 0.57                            | 0.45                            | 0.38                            | 0.33                            | 0.31                            |  |
|  |   | Embedded Cost Recovery Device License (1YR M&S Advantage Support)                 | 004415MIU                  | 004415MIU                  | 004415MIU                   | 60                                     | 13%                     | 52   | 1.75                            | 1.38                            | 1.15                            | 1.01                            | 0.95                            |  |
|  |   | Genifax Server Software UL Users (1YR M&S Advantage Support)                      | 004417MIU                  | 004417MIU                  | 004417MIU                   | 1,120                                  | 15%                     | 956  | 32.25                           | 25.39                           | 21.15                           | 18.54                           | 17.38                           |  |
|  |   | Genifax Server Software (Notes) UL Users (1YR M&S Advantage Support)              | 004419MIU                  | 004419MIU                  | 004419MIU                   | 1,120                                  | 15%                     | 956  | 32.25                           | 25.39                           | 21.15                           | 18.54                           | 17.38                           |  |
|  |   | Passive Cluster Add-On Genifax (1YR M&S Advantage Support)                        | 004421MIU                  | 004421MIU                  | 004421MIU                   | 580                                    | 14%                     | 496  | 16.73                           | 13.18                           | 10.97                           | 9.62                            | 9.02                            |  |

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|--|---|--|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |  |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | AccuRoute/ Genifax Cost Recovery Add-On (1YR M&S Advantage Support)                            | 004425MIU                  | 004425MIU                  | 004425MIU                   | 600                                    | 15%                     | 513  | 17.31                           | 13.63                           | 11.35                           | 9.95                            | 9.33                            |  |
|  |   | AccuRoute/ Genifax Fax Ports Add-On (1YR M&S Advantage Support)                                | 004423MIU                  | 004423MIU                  | 004423MIU                   | 160                                    | 14%                     | 138  | 4.66                            | 3.67                            | 3.05                            | 2.68                            | 2.51                            |  |
|  |   | AccuRoute/ Genifax Compose Component Add-On (1YR M&S Advantage Support)                        | 004427MIU                  | 004427MIU                  | 004427MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax Conversion Tool for Legacy Documents in DMS Add-On                          | 004429MIU                  | 004429MIU                  | 004429MIU                   | 2,400                                  | 15%                     | 2,049                                      | 69.12                           | 54.43                           | 45.32                           | 39.73                           | 37.25                           |  |
|  |   | AccuRoute Barcode Extractor Add-On (1YR M&S Advantage Support)                                 | 004431MIU                  | 004431MIU                  | 004431MIU                   | 1,000                                  | 15%                     | 854  | 28.81                           | 22.68                           | 18.89                           | 16.56                           | 15.53                           |  |
|  |   | AccuRoute/ Genifax Image-In Queue (Healthcare Software) (1YR M&S Advantage Support)            | 004434MIU                  | 004434MIU                  | 004434MIU                   | 1,000                                  | 15%                     | 854  | 28.81                           | 22.68                           | 18.89                           | 16.56                           | 15.53                           |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool (Healthcare Software) (1YR M&S Advantage Support) | 004437MIU                  | 004437MIU                  | 004437MIU                   | 300                                    | 14%                     | 257  | 8.67                            | 6.83                            | 5.68                            | 4.98                            | 4.67                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (2-9 Licenses)                   | 004440MIU                  | 004440MIU                  | 004440MIU                   | 60                                     | 13%                     | 52   | 1.75                            | 1.38                            | 1.15                            | 1.01                            | 0.95                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (10-99 Licenses)                 | 004444MIU                  | 004444MIU                  | 004444MIU                   | 40                                     | 13%                     | 35   | 1.18                            | 0.93                            | 0.77                            | 0.68                            | 0.64                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (100+ Licenses)                  | 004446MIU                  | 004446MIU                  | 004446MIU                   | 20                                     | 15%                     | 17   | 0.57                            | 0.45                            | 0.38                            | 0.33                            | 0.31                            |  |
|  |   | AccuRoute/ Genifax ObjectArchive System (1YR M&S Advantage Support)                            | 004449MIU                  | 004449MIU                  | 004449MIU                   | 5,000                                  | 15%                     | 4,268                                      | 143.98                          | 113.37                          | 94.40                           | 82.77                           | 77.59                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (0-50 Units) (1YR M&S Advantage Support)            | 004452MIU                  | 004452MIU                  | 004452MIU                   | 1,800                                  | 15%                     | 1,537                                      | 51.85                           | 40.83                           | 34.00                           | 29.81                           | 27.94                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (51-400 Units) (1YR M&S Advantage Support)          | 004455MIU                  | 004455MIU                  | 004455MIU                   | 2,700                                  | 15%                     | 2,304                                      | 61.20                           | 47.72                           | 50.96                           | 44.68                           | 41.89                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (401-800 Units) (1YR M&S Advantage Support)         | 004458MIU                  | 004458MIU                  | 004458MIU                   | 3,150                                  | 15%                     | 2,689                                      | 90.71                           | 71.43                           | 59.48                           | 52.15                           | 48.89                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (801+ Units) (1YR M&S Advantage Support)            | 004461MIU                  | 004461MIU                  | 004461MIU                   | 5,400                                  | 15%                     | 4,609                                      | 155.48                          | 122.43                          | 101.95                          | 89.38                           | 83.79                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (ID Capture) (1YR M&S Advantage Support)            | 004464MIU                  | 004464MIU                  | 004464MIU                   | 120                                    | 14%                     | 103  | 3.47                            | 2.74                            | 2.28                            | 2.00                            | 1.87                            |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (0-50 Units) (1YR M&S Advantage Support)          | 004467MIU                  | 004467MIU                  | 004467MIU                   | 600                                    | 15%                     | 513  | 17.31                           | 13.63                           | 11.35                           | 9.95                            | 9.33                            |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (51-400 Units) (1YR M&S Advantage Support)        | 004470MIU                  | 004470MIU                  | 004470MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (401-800 Units) (1YR M&S Advantage Support)       | 004473MIU                  | 004473MIU                  | 004473MIU                   | 1,050                                  | 15%                     | 897  | 30.26                           | 23.83                           | 19.84                           | 17.39                           | 16.31                           |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (801+ Units) (1YR M&S Advantage Support)          | 004476MIU                  | 004476MIU                  | 004476MIU                   | 1,200                                  | 15%                     | 1,025                                      | 34.58                           | 27.23                           | 22.67                           | 19.88                           | 18.63                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (0-50 Units) (1YR M&S Advantage Support)                      | 004479MIU                  | 004479MIU                  | 004479MIU                   | 600                                    | 15%                     | 513  | 17.31                           | 13.63                           | 11.35                           | 9.95                            | 9.33                            |  |
|  |   | AccuRoute/ Genifax Legato Backup (51-400 Units) (1YR M&S Advantage Support)                    | 004482MIU                  | 004482MIU                  | 004482MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (401-800 Units) (1YR M&S Advantage Support)                   | 004485MIU                  | 004485MIU                  | 004485MIU                   | 1,050                                  | 15%                     | 897  | 30.26                           | 23.83                           | 19.84                           | 17.39                           | 16.31                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (801+ Units) (1YR M&S Advantage Support)                      | 004488MIU                  | 004488MIU                  | 004488MIU                   | 1,200                                  | 15%                     | 1,025                                      | 34.58                           | 27.23                           | 22.67                           | 19.88                           | 18.63                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (0-50 Units) (1YR M&S Advantage Support)       | 004497MIU                  | 004497MIU                  | 004497MIU                   | 600                                    | 15%                     | 513  | 17.31                           | 13.63                           | 11.35                           | 9.95                            | 9.33                            |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (51-400 Units) (1YR M&S Advantage Support)     | 004500MIU                  | 004500MIU                  | 004500MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (401-800 Units) (1YR M&S Advantage Support)    | 004503MIU                  | 004503MIU                  | 004503MIU                   | 1,050                                  | 15%                     | 897  | 30.26                           | 23.83                           | 19.84                           | 17.39                           | 16.31                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (801+ Units) (1YR M&S Advantage Support)       | 004506MIU                  | 004506MIU                  | 004506MIU                   | 1,200                                  | 15%                     | 1,025                                      | 34.58                           | 27.23                           | 22.67                           | 19.88                           | 18.63                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (0-50 Units) (1YR M&S Advantage Support)             | 004509MIU                  | 004509MIU                  | 004509MIU                   | 600                                    | 15%                     | 513  | 17.31                           | 13.63                           | 11.35                           | 9.95                            | 9.33                            |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (51-400 Units) (1YR M&S Advantage Support)           | 004512MIU                  | 004512MIU                  | 004512MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (401-800 Units) (1YR M&S Advantage Support)          | 004515MIU                  | 004515MIU                  | 004515MIU                   | 1,050                                  | 15%                     | 897  | 30.26                           | 23.83                           | 19.84                           | 17.39                           | 16.31                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (801+ Units) (1YR M&S Advantage Support)             | 004518MIU                  | 004518MIU                  | 004518MIU                   | 1,200                                  | 15%                     | 1,025                                      | 34.58                           | 27.23                           | 22.67                           | 19.88                           | 18.63                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (0-50 Units)                        | 004521MIU                  | 004521MIU                  | 004521MIU                   | 600                                    | 15%                     | 513  | 17.31                           | 13.63                           | 11.35                           | 9.95                            | 9.33                            |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (51-400 Units)                      | 004524MIU                  | 004524MIU                  | 004524MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (401-800 Units)                     | 004527MIU                  | 004527MIU                  | 004527MIU                   | 1,050                                  | 15%                     | 897  | 30.26                           | 23.83                           | 19.84                           | 17.39                           | 16.31                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (801+ Units)                        | 004530MIU                  | 004530MIU                  | 004530MIU                   | 1,200                                  | 15%                     | 1,025                                      | 34.58                           | 27.23                           | 22.67                           | 19.88                           | 18.63                           |  |
|  |   | AccuRoute/ Genifax Microsoft Exchange Connector (1YR M&S Advantage Support)                    | 004533MIU                  | 004533MIU                  | 004533MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | AccuRoute/ Genifax IBM Lotus Notes Connector (1YR M&S Advantage Support)                       | 004536MIU                  | 004536MIU                  | 004536MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | AccuRoute/ Genifax Telco Connector (1YR M&S Advantage Support)                                 | 004539MIU                  | 004539MIU                  | 004539MIU                   | 300                                    | 14%                     | 257  | 8.67                            | 6.83                            | 5.68                            | 4.98                            | 4.67                            |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 1 (1YR M&S Advantage Support)                            | 004542MIU                  | 004542MIU                  | 004542MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 2 (1YR M&S Advantage Support)                            | 004545MIU                  | 004545MIU                  | 004545MIU                   | 1,000                                  | 15%                     | 854  | 28.81                           | 22.68                           | 18.89                           | 16.56                           | 15.53                           |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 3 (1YR M&S Advantage Support)                            | 004548MIU                  | 004548MIU                  | 004548MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax T.37 Fax Connector (1YR M&S Advantage Support)                              | 004551MIU                  | 004551MIU                  | 004551MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | XML Input Connector for AccuRoute (1YR M&S Advantage Support)                                  | 004554MIU                  | 004554MIU                  | 004554MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | XML STORE Connector for AccuRoute (1YR M&S Advantage Support)                                  | 004557MIU                  | 004557MIU                  | 004557MIU                   | 3,000                                  | 15%                     | 2,561                                      | 86.39                           | 68.03                           | 56.65                           | 49.66                           | 46.56                           |  |
|  |   | AccuRoute/ Genifax Connector for CT Summatic (1YR M&S Advantage Support)                       | 004560MIU                  | 004560MIU                  | 004560MIU                   | 1,000                                  | 15%                     | 854  | 28.81                           | 22.68                           | 18.89                           | 16.56                           | 15.53                           |  |
|  |   | AccuRoute/ Genifax for Dataflight (1YR M&S Advantage Support)                                  | 004563MIU                  | 004563MIU                  | 004563MIU                   | 1,000                                  | 15%                     | 854  | 28.81                           | 22.68                           | 18.89                           | 16.56                           | 15.53                           |  |
|  |   | AccuRoute/ Genifax for Ringtail (1YR M&S Advantage Support)                                    | 004566MIU                  | 004566MIU                  | 004566MIU                   | 1,000                                  | 15%                     | 854  | 28.81                           | 22.68                           | 18.89                           | 16.56                           | 15.53                           |  |
|  |   | AccuRoute/ Genifax SR-140 2 Channel FOIP (1YR M&S Advantage Support)                           | 004569MIU                  | 004569MIU                  | 004569MIU                   | 312                                    | 15%                     | 266  | 8.97                            | 7.07                            | 5.88                            | 5.16                            | 4.84                            |  |
|  |   | AccuRoute/ Genifax SR-140 4 Channel FOIP (1YR M&S Advantage Support)                           | 004573MIU                  | 004573MIU                  | 004573MIU                   | 506                                    | 14%                     | 433  | 14.61                           | 11.50                           | 9.58                            | 8.40                            | 7.87                            |  |
|  |   | AccuRoute/ Genifax SR-140 8 Channel FOIP (1YR M&S Advantage Support)                           | 004575MIU                  | 004575MIU                  | 004575MIU                   | 992                                    | 15%                     | 848  | 28.61                           | 22.53                           | 18.76                           | 16.44                           | 15.42                           |  |
|  |   | AccuRoute/ Genifax SR-140 12 Channel FOIP (1YR M&S Advantage Support)                          | 004578MIU                  | 004578MIU                  | 004578MIU                   | 1,458                                  | 15%                     | 1,245                                      | 42.00                           | 33.07                           | 27.54                           | 24.14                           | 22.63                           |  |
|  |   | AccuRoute/ Genifax SR-140 24 Channel FOIP (1YR M&S Advantage Support)                          | 004581MIU                  | 004581MIU                  | 004581MIU                   | 2,730                                  | 15%                     | 2,330                                      | 78.60                           | 61.89                           | 51.54                           | 45.18                           | 42.36                           |  |
|  |   | AccuRoute/ Genifax SR-140 30 Channel FOIP (1YR M&S Advantage Support)                          | 004584MIU                  | 004584MIU                  | 004584MIU                   | 3,296                                  | 15%                     | 2,814                                      | 94.93                           | 74.75                           | 62.24                           | 54.57                           | 51.16                           |  |
|  |   | AccuRoute/ Genifax SR-140 48 Channel FOIP (1YR M&S Advantage Support)                          | 004587MIU                  | 004587MIU                  | 004587MIU                   | 5,459                                  | 15%                     | 4,660                                      | 157.20                          | 123.78                          | 103.07                          | 90.37                           | 84.72                           |  |
|  |   | AccuRoute/ Genifax SR-140 60 Channel FOIP (1YR M&S Advantage Support)                          | 004590MIU                  | 004590MIU                  | 004590MIU                   | 6,592                                  | 15%                     | 5,626                                      | 189.79                          | 149.44                          | 124.44                          | 109.10                          | 102.28                          |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (10-49 Devices) (1YR M&S Advantage Support)   | 004733MIU                  | 004733MIU                  | 004733MIU                   | 160                                    | 14%                     | 138  | 4.66                            | 3.67                            | 3.05                            | 2.68                            | 2.51                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (50-99 Devices) (1YR M&S Advantage Support)   | 004734MIU                  | 004734MIU                  | 004734MIU                   | 140                                    | 14%                     | 120  | 4.05                            | 3.19                            | 2.65                            | 2.33                            | 2.18                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (100-199 Devices) (1YR M&S Advantage Support) | 004735MIU                  | 004735MIU                  | 004735MIU                   | 100                                    | 14%                     | 86   | 2.90                            | 2.28                            | 1.90                            | 1.67                            | 1.56                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (200-499 Devices) (1YR M&S Advantage Support) | 004736MIU                  | 004736MIU                  | 004736MIU                   | 50                                     | 14%                     | 43   | 1.45                            | 1.14                            | 0.95                            | 0.83                            | 0.78                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (500+ Devices) (1YR M&S Advantage Support)    | 004737MIU                  | 004737MIU                  | 004737MIU                   | 30                                     | 14%                     | 30   | 1.01                            | 0.80                            | 0.66                            | 0.58                            | 0.55                            |  |
|  |   | AccuRoute Server Platform (1YR M&S Advantage Plus Support)                                     | 004387MIU                  | 004387MIU                  | 004387MIU                   | 3,750                                  | 15%                     | 3,202                                      | 108.02                          | 85.05                           | 70.83                           | 62.09                           | 58.21                           |  |
|  |   | AccuRoute Server Failover Platform (1YR M&S Advantage Plus Support)                            | 004389MIU                  | 004389MIU                  | 004389MIU                   | 3,000                                  | 15%                     | 2,561                                      | 86.39                           | 68.03                           | 56.65                           | 49.66                           | 46.56                           |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance  
Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit    | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                             | FMV                             | FMV                             | FMV                             | FMV                             | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|--|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |  |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | AccuRoute Serbver for Small Offices (1YR M&S Advantage Plus Support)     | 004391MIU                  | 004391MIU                  | 004391MIU                   | 2,250                                  | 15%                     | 1,922                                      | 64.84                           | 51.05                           | 42.51                           | 37.27                           | 34.94                           |  |
|  |   | Upgrade to AccuRoute from Genifax (1YR M&S Advantage Plus Support)       | 004393MIU                  | 004393MIU                  | 004393MIU                   | 2,250                                  | 15%                     | 1,922                                      | 64.84                           | 51.05                           | 42.51                           | 37.27                           | 34.94                           |  |
|  |   | Upgrade from AccuRoute Small Office to AccuRoute Base (1YR M&S Adv       | 004395MIU                  | 004395MIU                  | 004395MIU                   | 3,000                                  | 15%                     | 2,561                                      | 86.39                           | 68.03                           | 56.65                           | 49.66                           | 46.56                           |  |
|  |   | AccuRoute Single User License (1YR M&S Advantage Plus Support)           | 004398MIU                  | 004398MIU                  | 004398MIU                   | 23                                     | 13%                     | 20   | 0.67                            | 0.53                            | 0.44                            | 0.39                            | 0.36                            |  |
|  |   | AccuRoute User Access Licenses (250-499 Users) (1YR M&S Advantage        | 004400MIU                  | 004400MIU                  | 004400MIU                   | 18                                     | 17%                     | 15   | 0.51                            | 0.40                            | 0.33                            | 0.29                            | 0.27                            |  |
|  |   | AccuRoute User Access Licenses (500-999 Users) (1YR M&S Advantage        | 004402MIU                  | 004402MIU                  | 004402MIU                   | 14                                     | 14%                     | 12   | 0.40                            | 0.32                            | 0.27                            | 0.23                            | 0.22                            |  |
|  |   | AccuRoute User Access Licenses (1000-2499 Users) (1YR M&S Advantag       | 004404MIU                  | 004404MIU                  | 004404MIU                   | 12                                     | 10%                     | 11   | 0.37                            | 0.29                            | 0.24                            | 0.21                            | 0.20                            |  |
|  |   | AccuRoute User Access Licenses (2500+ Users) (1YR M&S Advantage Pl       | 004406MIU                  | 004406MIU                  | 004406MIU                   | 10                                     | 10%                     | 9  | 0.30                            | 0.24                            | 0.20                            | 0.17                            | 0.16                            |  |
|  |   | AccuRoute Legal Option Pack for Interwoven (1YR M&S Advantage Plus S     | 004408MIU                  | 004408MIU                  | 004408MIU                   | 11                                     | 9%                      | 10   | 0.34                            | 0.27                            | 0.22                            | 0.19                            | 0.18                            |  |
|  |   | AccuRoute Legal Option Pack for Hummingbird (1YR M&S Advantage Plu       | 004410MIU                  | 004410MIU                  | 004410MIU                   | 11                                     | 9%                      | 10   | 0.34                            | 0.27                            | 0.22                            | 0.19                            | 0.18                            |  |
|  |   | Core Ricoh Java Enabled Device License (1YR M&S Advantage Plus Supp      | 004412MIU                  | 004412MIU                  | 004412MIU                   | 450                                    | 14%                     | 385  | 12.99                           | 10.23                           | 8.52                            | 7.47                            | 7.00                            |  |
|  |   | Ricoh Java Enabled Device License (2-9 Devices) (1YR M&S Advantage       | 004414MIU                  | 004414MIU                  | 004414MIU                   | 90                                     | 14%                     | 77   | 2.60                            | 2.05                            | 1.70                            | 1.49                            | 1.40                            |  |
|  |   | Ricoh Java Enabled Device License (10-99 Devices) (1YR M&S Advantag      | 004492MIU                  | 004492MIU                  | 004492MIU                   | 60                                     | 13%                     | 52   | 1.75                            | 1.38                            | 1.15                            | 1.01                            | 0.95                            |  |
|  |   | Ricoh Java Enabled Device License (100+ Devices) (1YR M&S Advantag       | 004495MIU                  | 004495MIU                  | 004495MIU                   | 30                                     | 13%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | Embedded Cost Recovery Device License (1YR M&S Advantage Plus Sup        | 004416MIU                  | 004416MIU                  | 004416MIU                   | 90                                     | 14%                     | 77   | 2.05                            | 1.60                            | 1.38                            | 1.24                            | 1.19                            |  |
|  |   | Genifax Server Software UL Users (1YR M&S Advantage Plus Support)        | 004418MIU                  | 004418MIU                  | 004418MIU                   | 1,680                                  | 15%                     | 1,435                                      | 48.41                           | 38.12                           | 31.74                           | 27.83                           | 26.09                           |  |
|  |   | Genifax Server Software (Notes) UL Users (1YR M&S Advantage Plus Su      | 004420MIU                  | 004420MIU                  | 004420MIU                   | 1,680                                  | 15%                     | 1,435                                      | 48.41                           | 38.12                           | 31.74                           | 27.83                           | 26.09                           |  |
|  |   | Passive Cluster Add-On Genifax (1YR M&S Advantage Plus Support)          | 004422MIU                  | 004422MIU                  | 004422MIU                   | 870                                    | 15%                     | 743  | 25.06                           | 19.74                           | 16.43                           | 14.41                           | 13.51                           |  |
|  |   | AccuRoute/ Genifax Cost Recovery Add-On (1YR M&S Advantage Plus S        | 004426MIU                  | 004426MIU                  | 004426MIU                   | 900                                    | 15%                     | 768  | 25.91                           | 20.40                           | 16.99                           | 14.89                           | 13.96                           |  |
|  |   | AccuRoute/ Genifax Fax Ports Add-On (1YR M&S Advantage Plus Suppo        | 004424MIU                  | 004424MIU                  | 004424MIU                   | 240                                    | 15%                     | 205  | 6.92                            | 5.45                            | 4.53                            | 3.98                            | 3.73                            |  |
|  |   | AccuRoute/ Genifax Compose Component Add-On (1YR M&S Advantage           | 004428MIU                  | 004428MIU                  | 004428MIU                   | 2,250                                  | 15%                     | 1,922                                      | 64.84                           | 51.05                           | 42.51                           | 37.27                           | 34.94                           |  |
|  |   | AccuRoute/ Genifax Conversion Tool for Legacy Documents in DMS Add-      | 004430MIU                  | 004430MIU                  | 004430MIU                   | 3,600                                  | 15%                     | 3,074                                      | 103.70                          | 81.85                           | 67.99                           | 59.61                           | 55.89                           |  |
|  |   | AccuRoute Barcode Extractor Add-On (1YR M&S Advantage Plus Support       | 004432MIU                  | 004432MIU                  | 004432MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax Image-In Queue (Healthcare Software) (1YR M&S Ad      | 004435MIU                  | 004435MIU                  | 004435MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool (Healthcare Software) (1YR  | 004438MIU                  | 004438MIU                  | 004438MIU                   | 450                                    | 14%                     | 385  | 12.99                           | 10.23                           | 8.52                            | 7.47                            | 7.00                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (2-9 Licen | 004441MIU                  | 004441MIU                  | 004441MIU                   | 90                                     | 14%                     | 77   | 2.60                            | 2.05                            | 1.70                            | 1.49                            | 1.40                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (10-99 Lic | 004443MIU                  | 004443MIU                  | 004443MIU                   | 60                                     | 13%                     | 52   | 1.75                            | 1.38                            | 1.15                            | 1.01                            | 0.95                            |  |
|  |   | AccuRoute/ Genifax Image-In Acquisition Tool Additional Users (100+ Lic  | 004447MIU                  | 004447MIU                  | 004447MIU                   | 30                                     | 13%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | AccuRoute/ Genifax ObjectArchive System (1YR M&S Advantage Plus Su       | 004450MIU                  | 004450MIU                  | 004450MIU                   | 7,500                                  | 15%                     | 6,402                                      | 215.97                          | 170.06                          | 141.61                          | 124.15                          | 116.39                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (0-50 Units) (1YR M&S Adv     | 004453MIU                  | 004453MIU                  | 004453MIU                   | 2,700                                  | 15%                     | 2,304                                      | 77.72                           | 61.20                           | 50.96                           | 44.68                           | 41.89                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (51-400 Units) (1YR M&S Ac    | 004456MIU                  | 004456MIU                  | 004456MIU                   | 4,050                                  | 15%                     | 3,458                                      | 116.65                          | 91.85                           | 76.49                           | 67.06                           | 62.87                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (401-800 Units) (1YR M&S A    | 004459MIU                  | 004459MIU                  | 004459MIU                   | 4,725                                  | 15%                     | 4,034                                      | 136.08                          | 107.16                          | 89.23                           | 78.23                           | 73.34                           |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (801+ Units) (1YR M&S Adv     | 004462MIU                  | 004462MIU                  | 004462MIU                   | 8,100                                  | 15%                     | 6,914                                      | 233.24                          | 183.66                          | 152.93                          | 134.08                          | 125.70                          |  |
|  |   | AccuRoute/ Genifax Image-In Direct Capture (ID Capture) (1YR M&S Adv     | 004465MIU                  | 004465MIU                  | 004465MIU                   | 180                                    | 14%                     | 154  | 5.20                            | 4.09                            | 3.41                            | 2.99                            | 2.80                            |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (0-50 Units) (1YR M&S A     | 004468MIU                  | 004468MIU                  | 004468MIU                   | 900                                    | 15%                     | 768  | 25.91                           | 20.40                           | 16.99                           | 14.89                           | 13.96                           |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (51-400 Units) (1YR M&S     | 004471MIU                  | 004471MIU                  | 004471MIU                   | 1,125                                  | 15%                     | 961  | 32.42                           | 25.53                           | 21.26                           | 18.64                           | 17.47                           |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (401-800 Units) (1YR M&     | 004474MIU                  | 004474MIU                  | 004474MIU                   | 1,575                                  | 15%                     | 1,345                                      | 45.37                           | 35.73                           | 29.75                           | 26.08                           | 24.45                           |  |
|  |   | AccuRoute/ Genifax Object Archive DVD Backup (801+ Units) (1YR M&S       | 004477MIU                  | 004477MIU                  | 004477MIU                   | 1,800                                  | 15%                     | 1,537                                      | 51.85                           | 40.83                           | 34.00                           | 29.81                           | 27.94                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (0-50 Units) (1YR M&S Advantage Pl      | 004480MIU                  | 004480MIU                  | 004480MIU                   | 900                                    | 15%                     | 768  | 25.91                           | 20.40                           | 16.99                           | 14.89                           | 13.96                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (51-400 Units) (1YR M&S Advantage       | 004483MIU                  | 004483MIU                  | 004483MIU                   | 1,125                                  | 15%                     | 961  | 32.42                           | 25.53                           | 21.26                           | 18.64                           | 17.47                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (401-800 Units) (1YR M&S Advantage      | 004486MIU                  | 004486MIU                  | 004486MIU                   | 1,575                                  | 15%                     | 1,345                                      | 45.37                           | 35.73                           | 29.75                           | 26.08                           | 24.45                           |  |
|  |   | AccuRoute/ Genifax Legato Backup (801+ Units) (1YR M&S Advantage Pl      | 004489MIU                  | 004489MIU                  | 004489MIU                   | 1,800                                  | 15%                     | 1,537                                      | 51.85                           | 40.83                           | 34.00                           | 29.81                           | 27.94                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (0-50 Units) (1YR M&S    | 004498MIU                  | 004498MIU                  | 004498MIU                   | 900                                    | 15%                     | 768  | 25.91                           | 20.40                           | 16.99                           | 14.89                           | 13.96                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (51-400 Units) (1YR M&   | 004501MIU                  | 004501MIU                  | 004501MIU                   | 1,125                                  | 15%                     | 961  | 32.42                           | 25.53                           | 21.26                           | 18.64                           | 17.47                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (401-800 Units) (1YR M   | 004504MIU                  | 004504MIU                  | 004504MIU                   | 1,575                                  | 15%                     | 1,345                                      | 45.37                           | 35.73                           | 29.75                           | 26.08                           | 24.45                           |  |
|  |   | AccuRoute/ Genifax Object Archive Tivoli Backup (801+ Units) (1YR M&S    | 004507MIU                  | 004507MIU                  | 004507MIU                   | 1,800                                  | 15%                     | 1,537                                      | 51.85                           | 40.83                           | 34.00                           | 29.81                           | 27.94                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (0-50 Units) (1YR M&S Adv      | 004510MIU                  | 004510MIU                  | 004510MIU                   | 900                                    | 15%                     | 768  | 25.91                           | 20.40                           | 16.99                           | 14.89                           | 13.96                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (51-400 Units) (1YR M&S Ad     | 004513MIU                  | 004513MIU                  | 004513MIU                   | 1,125                                  | 15%                     | 961  | 32.42                           | 25.53                           | 21.26                           | 18.64                           | 17.47                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (401-800 Units) (1YR M&S A     | 004516MIU                  | 004516MIU                  | 004516MIU                   | 1,575                                  | 15%                     | 1,345                                      | 45.37                           | 35.73                           | 29.75                           | 26.08                           | 24.45                           |  |
|  |   | AccuRoute/ Genifax Object Archive for EMC (801+ Units) (1YR M&S Adv      | 004519MIU                  | 004519MIU                  | 004519MIU                   | 1,800                                  | 15%                     | 1,537                                      | 51.85                           | 40.83                           | 34.00                           | 29.81                           | 27.94                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (0-50 Units)  | 004522MIU                  | 004522MIU                  | 004522MIU                   | 900                                    | 15%                     | 768  | 25.91                           | 20.40                           | 16.99                           | 14.89                           | 13.96                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (51-400 Uni   | 004525MIU                  | 004525MIU                  | 004525MIU                   | 1,125                                  | 15%                     | 961  | 32.42                           | 25.53                           | 21.26                           | 18.64                           | 17.47                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (401-800 U    | 004528MIU                  | 004528MIU                  | 004528MIU                   | 1,575                                  | 15%                     | 1,345                                      | 45.37                           | 35.73                           | 29.75                           | 26.08                           | 24.45                           |  |
|  |   | AccuRoute/ Genifax Object Archive Veritas Backup Executive (801+ Units   | 004531MIU                  | 004531MIU                  | 004531MIU                   | 1,800                                  | 15%                     | 1,537                                      | 51.85                           | 40.83                           | 34.00                           | 29.81                           | 27.94                           |  |
|  |   | AccuRoute/ Genifax Microsoft Exchange Connector (1YR M&S Advantage       | 004534MIU                  | 004534MIU                  | 004534MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax IBM Lotus Notes Connector (1YR M&S Advantage Pl       | 004537MIU                  | 004537MIU                  | 004537MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax Telco Connector (1YR M&S Advantage Plus Support)      | 004540MIU                  | 004540MIU                  | 004540MIU                   | 450                                    | 14%                     | 385  | 12.99                           | 10.23                           | 8.52                            | 7.47                            | 7.00                            |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 1 (1YR M&S Advantage Plus Su       | 004543MIU                  | 004543MIU                  | 004543MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 2 (1YR M&S Advantage Plus Su       | 004546MIU                  | 004546MIU                  | 004546MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax DMS Connector Tier 3 (1YR M&S Advantage Plus Su       | 004549MIU                  | 004549MIU                  | 004549MIU                   | 2,250                                  | 15%                     | 1,921                                      | 64.80                           | 51.03                           | 42.49                           | 37.25                           | 34.92                           |  |
|  |   | AccuRoute/ Genifax T.37 Fax Connector (1YR M&S Advantage Plus Supp       | 004552MIU                  | 004552MIU                  | 004552MIU                   | 2,250                                  | 15%                     | 1,921                                      | 64.80                           | 51.03                           | 42.49                           | 37.25                           | 34.92                           |  |
|  |   | XML Input Connector for AccuRoute (1YR M&S Advantage Plus Support)       | 004555MIU                  | 004555MIU                  | 004555MIU                   | 750                                    | 15%                     | 640  | 21.59                           | 17.00                           | 14.16                           | 12.41                           | 11.64                           |  |
|  |   | XML STORE Connector for AccuRoute (1YR M&S Advantage Plus Suppo          | 004558MIU                  | 004558MIU                  | 004558MIU                   | 4,500                                  | 15%                     | 3,841                                      | 129.57                          | 102.03                          | 84.96                           | 74.48                           | 69.83                           |  |

# RICOH SAVIN LANIER

Commonwealth of VA - VITA High Volume  
Purchase / Lease / Full Maintenance

Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Pricing Agreement.

Pricing valid for 90 Days.

| Copies<br>Prints<br>Developments<br>Per Minute | Target<br>Monthly<br>Volume /<br>Duty Cycle | Ricoh / Savin / Lanier<br>Equipment<br>and Options<br>Prices Per Unit         | Ricoh<br>Reorder<br>Number | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Jan-10<br>Suggested<br>Retail<br>Price | Discount<br>From<br>SRP | Customer<br>Purchase<br>Price<br>Effective | FMV                             | FMV                             | FMV                             | FMV                             | FMV                             | Ricoh<br>Service and Supplies<br>Maintenance Plans |
|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | AccuRoute/ Genifax Connector for CT Summatic (1YR M&S Advantage Plus Support) | 004561MIU                  | 004561MIU                  | 004561MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax for Dataflight (1YR M&S Advantage Plus Support)            | 004564MIU                  | 004564MIU                  | 004564MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax for Ringtail (1YR M&S Advantage Plus Support)              | 004567MIU                  | 004567MIU                  | 004567MIU                   | 1,500                                  | 15%                     | 1,280                                      | 43.18                           | 34.00                           | 28.31                           | 24.82                           | 23.27                           |  |
|  |   | AccuRoute/ Genifax SR-140 2 Channel FOIP (1YR M&S Advantage Plus Support)     | 004570MIU                  | 004570MIU                  | 004570MIU                   | 468                                    | 15%                     | 399  | 10.60                           | 8.83                            | 7.74                            | 7.25                            | 7.25                            |  |
|  |   | AccuRoute/ Genifax SR-140 4 Channel FOIP (1YR M&S Advantage Plus Support)     | 004572MIU                  | 004572MIU                  | 004572MIU                   | 759                                    | 15%                     | 648  | 21.86                           | 17.21                           | 14.33                           | 12.57                           | 11.78                           |  |
|  |   | AccuRoute/ Genifax SR-140 8 Channel FOIP (1YR M&S Advantage Plus Support)     | 004576MIU                  | 004576MIU                  | 004576MIU                   | 1,488                                  | 15%                     | 1,271                                      | 42.88                           | 33.76                           | 28.11                           | 24.65                           | 23.11                           |  |
|  |   | AccuRoute/ Genifax SR-140 12 Channel FOIP (1YR M&S Advantage Plus Support)    | 004579MIU                  | 004579MIU                  | 004579MIU                   | 2,187                                  | 15%                     | 1,867                                      | 62.98                           | 49.59                           | 41.30                           | 36.20                           | 33.94                           |  |
|  |   | AccuRoute/ Genifax SR-140 24 Channel FOIP (1YR M&S Advantage Plus Support)    | 004583MIU                  | 004583MIU                  | 004583MIU                   | 4,095                                  | 15%                     | 3,496                                      | 117.93                          | 92.86                           | 77.33                           | 67.79                           | 63.56                           |  |
|  |   | AccuRoute/ Genifax SR-140 30 Channel FOIP (1YR M&S Advantage Plus Support)    | 004585MIU                  | 004585MIU                  | 004585MIU                   | 4,944                                  | 15%                     | 4,221                                      | 142.39                          | 112.12                          | 93.36                           | 81.85                           | 76.74                           |  |
|  |   | AccuRoute/ Genifax SR-140 48 Channel FOIP (1YR M&S Advantage Plus Support)    | 004588MIU                  | 004588MIU                  | 004588MIU                   | 8,189                                  | 15%                     | 6,990                                      | 235.80                          | 185.68                          | 154.61                          | 135.55                          | 127.08                          |  |
|  |   | AccuRoute/ Genifax SR-140 80 Channel FOIP (1YR M&S Advantage Plus Support)    | 004591MIU                  | 004591MIU                  | 004591MIU                   | 9,888                                  | 15%                     | 8,440                                      | 284.71                          | 224.19                          | 186.68                          | 163.67                          | 153.44                          |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (10-49 Devices) (1YR)        | 004738MIU                  | 004738MIU                  | 004738MIU                   | 240                                    | 15%                     | 205  | 6.92                            | 5.45                            | 4.53                            | 3.98                            | 3.73                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (50-99 Devices) (1YR)        | 004739MIU                  | 004739MIU                  | 004739MIU                   | 210                                    | 15%                     | 179  | 6.04                            | 4.75                            | 3.96                            | 3.47                            | 3.25                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (100-199 Devices) (1YR)      | 004740MIU                  | 004740MIU                  | 004740MIU                   | 150                                    | 15%                     | 128  | 4.32                            | 3.40                            | 2.83                            | 2.48                            | 2.33                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (200-499 Devices) (1YR)      | 004741MIU                  | 004741MIU                  | 004741MIU                   | 75                                     | 15%                     | 64   | 1.70                            | 1.42                            | 1.24                            | 1.24                            | 1.16                            |  |
|  |   | Ricoh Embedded AccuRoute with Fax Device License (500+ Devices) (1YR)         | 004742MIU                  | 004742MIU                  | 004742MIU                   | 53                                     | 13%                     | 46   | 1.55                            | 1.22                            | 1.02                            | 0.89                            | 0.84                            |  |
|  |   | 2 Port Analog Loop Start Fax Board  | 004606MIU                  | 004606MIU                  | 004606MIU                   | 799                                    |                         | 799  | 26.95                           | 21.22                           | 17.67                           | 15.49                           | 14.53                           |  |
|  |   | Two Port DID Fax Board, PCIe  | 004607MIU                  | 004607MIU                  | 004607MIU                   | 2,475                                  | 9%                      | 2,242                                      | 75.63                           | 59.55                           | 49.59                           | 43.48                           | 40.76                           |  |
|  |   | Four Port DID Fax Board, PCIe   | 004608MIU                  | 004608MIU                  | 004608MIU                   | 4,020                                  | 9%                      | 3,641                                      | 122.83                          | 96.72                           | 80.54                           | 70.61                           | 66.19                           |  |
|  |   | Two Port Fax Board w/1DID, 1Loop, PCIe  | 004609MIU                  | 004609MIU                  | 004609MIU                   | 2,150                                  | 9%                      | 1,948                                      | 65.71                           | 51.74                           | 43.09                           | 37.78                           | 35.41                           |  |
|  |   | Four Port Fax Board w/2DID, 2Loop, PCIe                                       | 004610MIU                  | 004610MIU                  | 004610MIU                   | 4,020                                  | 9%                      | 3,641                                      | 122.83                          | 96.72                           | 80.54                           | 70.61                           | 66.19                           |  |
|  |   | 2 Channel Analog, v.34, PCIe  | 004611MIU                  | 004611MIU                  | 004611MIU                   | 1,995                                  | 9%                      | 1,808                                      | 60.99                           | 48.03                           | 39.99                           | 35.06                           | 32.87                           |  |
|  |   | 4 Channel Analog, v.34, PCIe  | 004612MIU                  | 004612MIU                  | 004612MIU                   | 3,295                                  | 9%                      | 2,984                                      | 100.66                          | 79.26                           | 66.00                           | 57.87                           | 54.25                           |  |
|  |   | 8 Channel Analog, v.34, PCIe  | 004613MIU                  | 004613MIU                  | 004613MIU                   | 6,195                                  | 9%                      | 5,611                                      | 189.28                          | 149.04                          | 124.11                          | 108.81                          | 102.01                          |  |
|  |   | 4 Channel Digital, PCIe   | 004614MIU                  | 004614MIU                  | 004614MIU                   | 4,995                                  | 9%                      | 4,524                                      | 152.61                          | 120.17                          | 100.07                          | 87.73                           | 82.25                           |  |
|  |   | 8 Channel Digital, PCIe   | 004615MIU                  | 004615MIU                  | 004615MIU                   | 7,495                                  | 9%                      | 6,788                                      | 228.99                          | 180.31                          | 150.14                          | 131.63                          | 123.41                          |  |
|  |   | 16 Channel Digital, PCIe  | 004616MIU                  | 004616MIU                  | 004616MIU                   | 12,290                                 | 9%                      | 11,129                                     | 375.43                          | 295.62                          | 246.16                          | 216.81                          | 202.33                          |  |
|  |   | 24 Channel Digital, PCIe  | 004617MIU                  | 004617MIU                  | 004617MIU                   | 17,490                                 | 9%                      | 15,839                                     | 534.31                          | 420.73                          | 350.34                          | 307.15                          | 287.95                          |  |
|  |   | Onsite Genifax Installation/ Configuration (Day One)                          | 004592MIU                  | 004592MIU                  | 004592MIU                   | 3,000                                  | 0%                      | 2,995                                      | 101.03                          | 79.56                           | 66.25                           | 58.08                           | 54.45                           |  |
|  |   | Onsite AccuRoute/ Genifax Additional Days of Installation                     | 004597MIU                  | 004597MIU                  | 004597MIU                   | 2,000                                  | 0%                      | 1,997                                      | 67.37                           | 53.05                           | 44.17                           | 38.73                           | 36.31                           |  |
|  |   | Onsite AccuRoute without Faxing Installation (Day One)                        | 004593MIU                  | 004593MIU                  | 004593MIU                   | 3,000                                  | 0%                      | 2,995                                      | 101.03                          | 79.56                           | 66.25                           | 58.08                           | 54.45                           |  |
|  |   | Onsite Genifax T1 Installation (Two Days)                                     | 004594MIU                  | 004594MIU                  | 004594MIU                   | 5,000                                  | 0%                      | 4,991                                      | 168.37                          | 132.58                          | 110.40                          | 96.79                           | 90.74                           |  |
|  |   | Onsite AccuRoute with Faxing Installation (Two Days)                          | 004595MIU                  | 004595MIU                  | 004595MIU                   | 5,000                                  | 0%                      | 4,991                                      | 168.37                          | 132.58                          | 110.40                          | 96.79                           | 90.74                           |  |
|  |   | AccuRoute Remote Install (No Telco)   | 004596MIU                  | 004596MIU                  | 004596MIU                   | 1,500                                  | 0%                      | 1,498                                      | 50.53                           | 39.79                           | 33.13                           | 29.05                           | 27.23                           |  |
|  |   | Onsite AccuRoute Training (One Day)   | 004598MIU                  | 004598MIU                  | 004598MIU                   | 3,000                                  | 0%                      | 2,995                                      | 101.03                          | 79.56                           | 66.25                           | 58.08                           | 54.45                           |  |
|  |   | Offsite Genifax Training (Three Days)   | 004599MIU                  | 004599MIU                  | 004599MIU                   | 3,000                                  | 0%                      | 2,995                                      | 101.03                          | 79.56                           | 66.25                           | 58.08                           | 54.45                           |  |
|  |   | Onsite Genifax Training (Two Days)  | 004600MIU                  | 004600MIU                  | 004600MIU                   | 5,000                                  | 0%                      | 4,991                                      | 168.37                          | 132.58                          | 110.40                          | 96.79                           | 90.74                           |  |
|  |   | Offsite AccuRoute Training without Fax (Two Days)                             | 004601MIU                  | 004601MIU                  | 004601MIU                   | 2,500                                  | 0%                      | 2,496                                      | 84.20                           | 66.30                           | 55.21                           | 48.40                           | 45.38                           |  |
|  |   | Offsite AccuRoute Training with Fax (Three Days)                              | 004602MIU                  | 004602MIU                  | 004602MIU                   | 3,000                                  | 0%                      | 2,995                                      | 101.03                          | 79.56                           | 66.25                           | 58.08                           | 54.45                           |  |
|  |   | Onsite AccuRoute Training with Fax (Two Days)                                 | 004603MIU                  | 004603MIU                  | 004603MIU                   | 5,000                                  | 0%                      | 4,991                                      | 168.37                          | 132.58                          | 110.40                          | 96.79                           | 90.74                           |  |
|  |   | Custom Training   | 004604MIU                  | 004604MIU                  | 004604MIU                   | 10,000                                 | 0%                      | 9,983                                      | 336.77                          | 265.18                          | 220.81                          | 193.59                          | 181.49                          |  |
|  |   | In-House Consulting Services (4HR Minimum)                                    | 004605MIU                  | 004605MIU                  | 004605MIU                   | 250                                    |                         | 250  | 8.43                            | 6.64                            | 5.53                            | 4.85                            | 4.55                            |  |
|  |   | <b>Fiery Central</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Server, Fiery Central, Focus, System, English Notes: 1,4,5,6,7                | 004138MIU                  | 004138MIU                  | 004138MIU                   | 17,390                                 | 20%                     | 13,912                                     | 469.31                          | 369.54                          | 307.72                          | 269.78                          | 252.92                          |  |
|  |   | Server, Fiery Central, Focus, System, French Notes: 1,4,5,6,7                 | 004142MIU                  | 004142MIU                  | 004142MIU                   | 17,390                                 | 20%                     | 13,912                                     | 469.31                          | 369.54                          | 307.72                          | 269.78                          | 252.92                          |  |
|  |   | Server, Fiery Central, Focus, System, Spanish Notes: 1,4,5,6,7                | 004146MIU                  | 004146MIU                  | 004146MIU                   | 17,390                                 | 20%                     | 13,912                                     | 469.31                          | 369.54                          | 307.72                          | 269.78                          | 252.92                          |  |
|  |   | Server, Fiery Central, Focus, Flow, English Notes: 1,4,5,6,7                  | 004139MIU                  | 004139MIU                  | 004139MIU                   | 28,635                                 | 20%                     | 22,908                                     | 772.78                          | 608.51                          | 506.70                          | 444.23                          | 416.47                          |  |
|  |   | Server, Fiery Central, Focus, Flow, French Notes: 1,4,5,6,7                   | 004143MIU                  | 004143MIU                  | 004143MIU                   | 28,635                                 | 20%                     | 22,908                                     | 772.78                          | 608.51                          | 506.70                          | 444.23                          | 416.47                          |  |
|  |   | Server, Fiery Central, Focus, Flow, Spanish Notes: 1,4,5,6,7                  | 004218MIU                  | 004218MIU                  | 004218MIU                   | 28,635                                 | 20%                     | 22,908                                     | 772.78                          | 608.51                          | 506.70                          | 444.23                          | 416.47                          |  |
|  |   | Server, Fiery Central, Focus, Balance, English Notes: 1,4,5,6,7               | 004140MIU                  | 004140MIU                  | 004140MIU                   | 24,885                                 | 20%                     | 19,908                                     | 671.58                          | 528.82                          | 440.35                          | 386.06                          | 361.93                          |  |
|  |   | Server, Fiery Central, Focus, Balance, French Notes: 1,4,5,6,7                | 004148MIU                  | 004148MIU                  | 004148MIU                   | 24,885                                 | 20%                     | 19,908                                     | 671.58                          | 528.82                          | 440.35                          | 386.06                          | 361.93                          |  |
|  |   | Server, Fiery Central, Focus, Balance, Spanish Notes: 1,4,5,6,7               | 004149MIU                  | 004149MIU                  | 004149MIU                   | 24,885                                 | 20%                     | 19,908                                     | 671.58                          | 528.82                          | 440.35                          | 386.06                          | 361.93                          |  |
|  |   | Server, Fiery Central, Focus, Flow, Balance, English Notes: 1,4,5,6,7         | 004141MIU                  | 004141MIU                  | 004141MIU                   | 36,130                                 | 20%                     | 28,904                                     | 975.05                          | 767.78                          | 639.33                          | 560.51                          | 525.47                          |  |
|  |   | Server, Fiery Central, Focus, Flow, Balance, French Notes: 1,4,5,6,7          | 004145MIU                  | 004145MIU                  | 004145MIU                   | 36,130                                 | 20%                     | 28,904                                     | 975.05                          | 767.78                          | 639.33                          | 560.51                          | 525.47                          |  |
|  |   | Server, Fiery Central, Focus, Flow, Balance, Spanish Notes: 1,4,5,6,7         | 004150MIU                  | 004150MIU                  | 004150MIU                   | 36,130                                 | 20%                     | 28,904                                     | 975.05                          | 767.78                          | 639.33                          | 560.51                          | 525.47                          |  |
|  |   | Software module, Kit Fiery Central Focus Notes 2,3,4,6,7                      | 004208MIU                  | 004208MIU                  | 004208MIU                   | 9,225                                  | 20%                     | 7,380                                      | 248.96                          | 196.03                          | 163.24                          | 143.11                          | 134.17                          |  |
|  |   | Software module, Kit Fiery Central Focus, Balance Notes 2,3,4,6,7             | 004168MIU                  | 004168MIU                  | 004168MIU                   | 16,720                                 | 20%                     | 13,376                                     | 451.23                          | 355.31                          | 295.86                          | 259.39                          | 243.18                          |  |
|  |   | Server Upgrades Kit HW/SW Fiery Central Flow Notes 2,3,4,6,7                  | 004188MIU                  | 004188MIU                  | 004188MIU                   | 11,245                                 | 20%                     | 8,996                                      | 303.47                          | 238.96                          | 198.98                          | 174.45                          | 163.55                          |  |
|  |   | Server software upgrade, Kit, option, Fiery Central Balance Notes 2,3,4,6     | 004189MIU                  | 004189MIU                  | 004189MIU                   | 7,495                                  | 20%                     | 5,996                                      | 202.27                          | 159.27                          | 132.63                          | 116.27                          | 109.01                          |  |
|  |   | Server Fiery Central Focus, Balance, Flow, NFR, English Notes 2,3,4,6         | 004304MIU                  | 004304MIU                  | 004304MIU                   | 5,495                                  |                         | 5,495                                      | 185.37                          | 145.96                          | 121.54                          | 106.56                          | 99.90                           |  |
|  |   | Server Fiery Central Focus, Balance, Flow, NFR, French Notes 2,3,4,6          | 004305MIU                  | 004305MIU                  | 004305MIU                   | 5,495                                  |                         | 5,495                                      | 185.37                          | 145.96                          | 121.54                          | 106.56                          | 99.90                           |  |
|  |   | Server Fiery Central Focus, Balance, Flow, NFR, Spanish Notes 2,3,4,6         | 004306MIU                  | 004306MIU                  | 004306MIU                   | 5,495                                  |                         | 5,495                                      | 185.37                          | 145.96                          | 121.54                          | 106.56                          | 99.90                           |  |
|  |   | Software Module Fiery Central Focus, Balance, Flow Demo NFR Notes 2,3,4,6     | 004307MIU                  | 004307MIU                  | 004307MIU                   | 999                                    |                         | 999  | 33.70                           | 26.54                           | 22.10                           | 19.37                           | 18.16                           |  |

# RICOH SAVIN LANIER

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|  |   | EFI Fiery Central Professional Service Install/Training (0-1 Module), does not include                                  | 004201MIU                  | 004201MIU                  | 004201MIU                   | 3,000                                  |                         | 3,000                                      | 101.20                          | 79.69                           | 66.36                           | 58.18                           | 54.54                           |  |
|  |   | EFI Fiery Central Professional Service Install/Training (2 Module), does not include Professional Services/Installation | 004202MIU                  | 004202MIU                  | 004202MIU                   | 4,500                                  |                         | 4,500                                      | 151.80                          | 119.53                          | 99.54                           | 87.26                           | 81.81                           |  |
|  |   | EFI Fiery Central Extended Dell PC Hardware Warranty Notes: 8   | 003923MIU                  | 003923MIU                  | 003923MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | EFI Tier 2 ,FC, Focus 1 year Annual Maintenance   | 004190MIU                  | 004190MIU                  | 004190MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | EFI Tier 2 ,FC, Focus 2 year Advance Maintenance  | 004191MIU                  | 004191MIU                  | 004191MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | EFI Tier 2 ,FC, Focus 3 year Advance Maintenance  | 004192MIU                  | 004192MIU                  | 004192MIU                   | 3,600                                  | 20%                     | 2,880                                      | 97.15                           | 76.50                           | 63.70                           | 55.85                           | 52.36                           |  |
|  |   | EFI Tier 2 , FC, Flow 1 year Annual Maintenance   | 004193MIU                  | 004193MIU                  | 004193MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | EFI Tier 2 ,FC, Flow 2 year Advance Maintenance   | 004194MIU                  | 004194MIU                  | 004194MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | EFI Tier 2 ,FC, Flow 3 year Advance Maintenance   | 004195MIU                  | 004195MIU                  | 004195MIU                   | 3,600                                  | 20%                     | 2,880                                      | 97.15                           | 76.50                           | 63.70                           | 55.85                           | 52.36                           |  |
|  |   | EFI Tier 2 , FC, Balance 1 year Annual Maintenance  | 004196MIU                  | 004196MIU                  | 004196MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | EFI Tier 2 , FC, Balance 2 year Annual Maintenance  | 004197MIU                  | 004197MIU                  | 004197MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | EFI Tier 2 , FC, Balance 3 year Annual Maintenance  | 004198MIU                  | 004198MIU                  | 004198MIU                   | 3,600                                  | 20%                     | 2,880                                      | 97.15                           | 76.50                           | 63.70                           | 55.85                           | 52.36                           |  |
|  |   | EFI Fiery Central Three-Days Certification Training At EFI MN Facility (Max 40)   | 004199MIU                  | 004199MIU                  | 004199MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | Kit EFI Fiery Central, 1 Additional Printer Engine Connection   | 004200MIU                  | 004200MIU                  | 004200MIU                   | 1,650                                  | 20%                     | 1,320                                      | 44.53                           | 35.06                           | 29.20                           | 25.60                           | 24.00                           |  |
|  |   | Fiery Central Kit EFI Compose 2.0, 3 seat Client License (Requires 004170MIU)   | 004169MIU                  | 004169MIU                  | 004169MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | Fiery Central Kit EFI Compose 2.0, 3 seat Client License (Requires 004170MIU)   | 004170MIU                  | 004170MIU                  | 004170MIU                   | 2,885                                  | 20%                     | 2,308                                      | 77.86                           | 61.31                           | 51.05                           | 44.76                           | 41.96                           |  |
|  |   | Fiery Central Kit EFI Impose 2.7  | 004171MIU                  | 004171MIU                  | 004171MIU                   | 3,710                                  | 20%                     | 2,968                                      | 100.12                          | 78.84                           | 65.65                           | 57.56                           | 53.96                           |  |
|  |   | Fiery Central Kit 3 seat client license EFI Impose 2.7(Requires 004184MIU)  | 004187MIU                  | 004187MIU                  | 004187MIU                   | 2,405                                  | 20%                     | 1,924                                      | 64.90                           | 51.11                           | 42.56                           | 37.31                           | 34.98                           |  |
|  |   | Furniture to House Fiery Central Server   | 004185MIU                  | 004185MIU                  | 004185MIU                   | 3,710                                  | 20%                     | 2,968                                      | 100.12                          | 78.84                           | 65.65                           | 57.56                           | 53.96                           |  |
|  |   |   | 004186MIU                  | 004186 MIU                 | 004186 MIU                  | 656                                    | 20%                     | 525  | 17.71                           | 13.95                           | 11.61                           | 10.18                           | 9.54                            |  |
| <b>Select Technology Product Line</b>            |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Select Technology m3i Access Module Single Device License   | 100244FNG                  | 100244FNG                  | 100244FNG                   | 400                                    | 20%                     | 320  | 10.79                           | 8.50                            | 7.08                            | 6.21                            | 5.82                            |  |
|  |   | Select Technology m3i Access Module 10 Device License Pack  | 100245FNG                  | 100245FNG                  | 100245FNG                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | Select Technology m3i Access Module 50 Device License Pack  | 100246FNG                  | 100246FNG                  | 100246FNG                   | 250                                    | 20%                     | 200  | 6.75                            | 5.31                            | 4.42                            | 3.88                            | 3.64                            |  |
|  |   | Select Technology m3i Access Module 100 Device License Pack   | 100247FNG                  | 100247FNG                  | 100247FNG                   | 230                                    | 20%                     | 184  | 6.21                            | 4.89                            | 4.07                            | 3.57                            | 3.35                            |  |
|  |   | Select Technology m3i Access Module 500 Device License Pack   | 100248FNG                  | 100248FNG                  | 100248FNG                   | 195                                    | 20%                     | 156  | 5.26                            | 4.14                            | 3.45                            | 3.03                            | 2.84                            |  |
|  |   | Select Technology m3i Access Module Single Device License 1YR M&S   | 100249FNG                  | 100249FNG                  | 100249FNG                   | 60                                     | 18%                     | 49   | 1.65                            | 1.30                            | 1.08                            | 0.95                            | 0.89                            |  |
|  |   | Select Technology m3i Access Module 10 Pack 1YR M&S   | 100250FNG                  | 100250FNG                  | 100250FNG                   | 45                                     | 18%                     | 37   | 1.25                            | 0.98                            | 0.82                            | 0.72                            | 0.67                            |  |
|  |   | Select Technology m3i Access Module 50 Pack 1YR M&S   | 100251FNG                  | 100251FNG                  | 100251FNG                   | 38                                     | 18%                     | 31   | 1.05                            | 0.82                            | 0.69                            | 0.60                            | 0.56                            |  |
|  |   | Select Technology m3i Access Module 100 Pack 1YR M&S  | 100252FNG                  | 100252FNG                  | 100252FNG                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | Select Technology m3i Access Module 500 Pack 1YR M&S  | 100253FNG                  | 100253FNG                  | 100253FNG                   | 29                                     | 18%                     | 24   | 0.81                            | 0.64                            | 0.53                            | 0.47                            | 0.44                            |  |
|  |   | Select Technology Professional Services (up to 8 hours remote)  | 100254FNG                  | 100254FNG                  | 100254FNG                   | 800                                    | 0%                      | 799  | 26.95                           | 21.22                           | 17.67                           | 15.49                           | 14.53                           |  |
| <b>CAC Readers</b>                               |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | SCR331 SCM USB Smart Card Reader Op Temp -10° C to 60° C Qty 5-14   | 005263MIU                  | 005263MIU                  | 005263MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | SCR331 SCM USB Smart Card Reader Op Temp -10° C to 60° C Qty 15-24  | 005264MIU                  | 005264MIU                  | 005264MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | SCR331 SCM USB Smart Card Reader Op Temp -10° C to 60° C Qty 25-34  | 005265MIU                  | 005265MIU                  | 005265MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | SCR331 SCM USB Smart Card Reader Op Temp -10° C to 60° C Qty 50-99  | 005266MIU                  | 005266MIU                  | 005266MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | SCR331 SCM USB Smart Card Reader Op Temp -10° C to 60° C Qty 100-499  | 005267MIU                  | 005267MIU                  | 005267MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | SCR331 SCM USB Smart Card Reader Op Temp -10° C to 60° C Qty 500+   | 005268MIU                  | 005268MIU                  | 005268MIU                   | 35                                     | 20%                     | 28   | 0.94                            | 0.74                            | 0.62                            | 0.54                            | 0.51                            |  |
|  |   | SCR3310 SCM USB Smart Card Reader Op Temp 0° C to 50° C Qty 5-14  | 005269MIU                  | 005269MIU                  | 005269MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | SCR3310 SCM USB Smart Card Reader Op Temp 0° C to 50° C Qty 15-24   | 005270MIU                  | 005270MIU                  | 005270MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | SCR3310 SCM USB Smart Card Reader Op Temp 0° C to 50° C Qty 25-34   | 005271MIU                  | 005271MIU                  | 005271MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | SCR3310 SCM USB Smart Card Reader Op Temp 0° C to 50° C Qty 50-99   | 005272MIU                  | 005272MIU                  | 005272MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | SCR3310 SCM USB Smart Card Reader Op Temp 0° C to 50° C Qty 100-499   | 005273MIU                  | 005273MIU                  | 005273MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | SCR3310 SCM USB Smart Card Reader Op Temp 0° C to 50° C Qty 500+  | 005274MIU                  | 005274MIU                  | 005274MIU                   | 32                                     | 19%                     | 26   | 0.88                            | 0.69                            | 0.58                            | 0.50                            | 0.47                            |  |
|  |   | 3121 Omni Key Cardman Reader w/Optional Mount, Qty 5-14 (price per card)  | 005275MIU                  | 005275MIU                  | 005275MIU                   | 45                                     | 4%                      | 43   | 1.45                            | 1.14                            | 0.95                            | 0.83                            | 0.78                            |  |
|  |   | 3121 Omni Key Cardman Reader w/Optional Mount, Qty 15-24 (price per card)   | 005276MIU                  | 005276MIU                  | 005276MIU                   | 45                                     | 13%                     | 39   | 1.32                            | 1.04                            | 0.86                            | 0.76                            | 0.71                            |  |
|  |   | 3121 Omni Key Cardman Reader w/Optional Mount, Qty 25-49 (price per card)   | 005277MIU                  | 005277MIU                  | 005277MIU                   | 45                                     | 18%                     | 37   | 1.25                            | 0.98                            | 0.82                            | 0.72                            | 0.67                            |  |
|  |   | 3121 Omni Key Cardman Reader w/Optional Mount, Qty 50-99 (price per card)   | 005278MIU                  | 005278MIU                  | 005278MIU                   | 45                                     | 20%                     | 36   | 1.21                            | 0.96                            | 0.80                            | 0.70                            | 0.65                            |  |
|  |   | 3121 Omni Key Cardman Reader w/Optional Mount, Qty 100-499 (price per card)   | 005279MIU                  | 005279MIU                  | 005279MIU                   | 45                                     | 20%                     | 36   | 1.21                            | 0.96                            | 0.80                            | 0.70                            | 0.65                            |  |
|  |   | 3121 Omni Key Cardman Reader w/Optional Mount, Qty 500+ (price per card)  | 005280MIU                  | 005280MIU                  | 005280MIU                   | 45                                     | 20%                     | 36   | 1.21                            | 0.96                            | 0.80                            | 0.70                            | 0.65                            |  |
| <b>Notable Solutions Inc. (NSi) Product Line</b> |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | AutoStore Express (1 MFP License)   | 004940MIU                  | 004940MIU                  | 004940MIU                   | 819                                    | 20%                     | 656  | 22.13                           | 17.43                           | 14.51                           | 12.72                           | 11.93                           |  |
|  |   | AutoStore Express Upgrade to AutoStore Workflow (1 MFP License)   | 004944MIU                  | 004944MIU                  | 004944MIU                   | 456                                    | 20%                     | 365  | 12.31                           | 9.70                            | 8.07                            | 7.08                            | 6.64                            |  |
|  |   | AutoStore Express (10 MFP License Pack)   | 004952MIU                  | 004952MIU                  | 004952MIU                   | 6,970                                  | 20%                     | 5,576                                      | 188.10                          | 148.12                          | 123.34                          | 108.13                          | 101.37                          |  |
|  |   | AutoStore Express (25 MFP License Pack)   | 004956MIU                  | 004956MIU                  | 004956MIU                   | 16,200                                 | 20%                     | 12,960                                     | 437.19                          | 344.26                          | 286.66                          | 251.32                          | 235.61                          |  |
|  |   | AutoStore Express (50 MFP License Pack)   | 004960MIU                  | 004960MIU                  | 004960MIU                   | 30,750                                 | 20%                     | 24,600                                     | 829.86                          | 653.45                          | 544.13                          | 477.04                          | 447.23                          |  |
|  |   | AutoStore Express (100 MFP License Pack)  | 005287MIU                  | 005287MIU                  | 005287MIU                   | 61,425                                 | 20%                     | 49,140                                     | 1,657.69                        | 1,305.31                        | 1,086.93                        | 952.92                          | 893.37                          |  |
|  |   | AutoStore Express Desktop License Pack Add-on (20 Users)  | 004964MIU                  | 004964MIU                  | 004964MIU                   | 819                                    | 20%                     | 656  | 22.13                           | 17.43                           | 14.51                           | 12.72                           | 11.93                           |  |
|  |   | AutoStore Express Desktop (Express to Workflow Upgrade)   | 005291MIU                  | 005291MIU                  | 005291MIU                   | 456                                    | 20%                     | 365  | 12.31                           | 9.70                            | 8.07                            | 7.08                            | 6.64                            |  |
|  |   | AutoStore Express File Import Add-on  | 004966MIU                  | 004966MIU                  | 004966MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | AutoStore Express File Import (Express to Workflow Upgrade)   | 005292MIU                  | 005292MIU                  | 005292MIU                   | 5,310                                  | 20%                     | 4,248                                      | 143.30                          | 112.84                          | 93.96                           | 82.38                           | 77.23                           |  |
|  |   | AutoStore Workflow (1 MFP License)  | 004977MIU                  | 004977MIU                  | 004977MIU                   | 1,199                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           |  |

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|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | AutoStore Workflow (10 MFP License Pack)  | 004985MIU                  | 004985MIU                  | 004985MIU                   | 9,832                                  | 20%                     | 7,866                                      | 265.35                          | 208.94                          | 173.99                          | 152.54                          | 143.00                          |  |
|  |   | AutoStore Workflow (25 MFP License Pack)  | 004989MIU                  | 004989MIU                  | 004989MIU                   | 23,980                                 | 20%                     | 19,184                                     | 647.15                          | 509.58                          | 424.33                          | 372.02                          | 348.77                          |  |
|  |   | AutoStore Workflow (50 MFP License Pack)  | 004993MIU                  | 004993MIU                  | 004993MIU                   | 46,761                                 | 20%                     | 37,409                                     | 1,261.96                        | 993.70                          | 827.45                          | 725.44                          | 680.10                          |  |
|  |   | AutoStore Workflow Desktop License Pack Add-on (20 Users)                       | 004997MIU                  | 004997MIU                  | 004997MIU                   | 1,199                                  | 20%                     | 960  | 32.38                           | 25.50                           | 21.23                           | 18.62                           | 17.45                           |  |
|  |   | AutoStore Workflow SMARTicket License Pack Add-on (20 Users)                    | 004998MIU                  | 004998MIU                  | 004998MIU                   | 1,750                                  | 20%                     | 1,400                                      | 47.23                           | 37.19                           | 30.97                           | 27.15                           | 25.45                           |  |
|  |   | AutoStore Workflow File Import Add-on   | 004999MIU                  | 004999MIU                  | 004999MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                          | 170.00                          | 141.56                          | 124.11                          | 116.35                          |  |
|  |   | AutoStore Workflow Advanced Barcode Add-on                                      | 005002MIU                  | 005002MIU                  | 005002MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | AutoStore Workflow Additional OCR Engine Add-on                                 | 005003MIU                  | 005003MIU                  | 005003MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | AutoStore Workflow Stamp Server Add-on  | 005004MIU                  | 005004MIU                  | 005004MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | AutoStore Workflow Reporting Add-on   | 005005MIU                  | 005005MIU                  | 005005MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | AutoStore Workflow Document Assistant Add-on                                    | 005006MIU                  | 005006MIU                  | 005006MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | AutoStore Workflow Equitrac Integration Add-on                                  | 005007MIU                  | 005007MIU                  | 005007MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | AutoStore Workflow RightFax Integration Add-on                                  | 005008MIU                  | 005008MIU                  | 005008MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | AutoStore Express (1 MFP License) 1YR M&S                                       | 004941MIU                  | 004941MIU                  | 004941MIU                   | 164                                    | 14%                     | 141  | 4.76                            | 3.75                            | 3.12                            | 2.73                            | 2.56                            |  |
|  |   | AutoStore Express (10 MFP License Pack) 1YR M&S                                 | 004953MIU                  | 004953MIU                  | 004953MIU                   | 1,394                                  | 15%                     | 1,190                                      | 40.14                           | 31.61                           | 26.32                           | 23.08                           | 21.63                           |  |
|  |   | AutoStore Express (25 MFP License Pack) 1YR M&S                                 | 004957MIU                  | 004957MIU                  | 004957MIU                   | 3,240                                  | 15%                     | 2,766                                      | 93.31                           | 73.47                           | 61.18                           | 53.64                           | 50.29                           |  |
|  |   | AutoStore Express (50 MFP License Pack) 1YR M&S                                 | 004961MIU                  | 004961MIU                  | 004961MIU                   | 6,150                                  | 15%                     | 5,250                                      | 177.10                          | 139.46                          | 116.12                          | 101.81                          | 95.45                           |  |
|  |   | AutoStore Express (100 MFP License Pack) 1YR M&S                                | 005288MIU                  | 005288MIU                  | 005288MIU                   | 12,285                                 | 15%                     | 10,487                                     | 353.77                          | 278.57                          | 231.96                          | 203.36                          | 190.65                          |  |
|  |   | AutoStore Express Desktop License Pack Add-on (20 Users) 1YR M&S                | 005289MIU                  | 005289MIU                  | 005289MIU                   | 164                                    | 14%                     | 141  | 4.76                            | 3.75                            | 3.12                            | 2.73                            | 2.56                            |  |
|  |   | AutoStore Express File Import Add-on 1YR M&S                                    | 005290MIU                  | 005290MIU                  | 005290MIU                   | 700                                    | 15%                     | 598  | 20.17                           | 15.88                           | 13.23                           | 11.60                           | 10.87                           |  |
|  |   | AutoStore Workflow (1 MFP License) 1YR M&S                                      | 004978MIU                  | 004978MIU                  | 004978MIU                   | 240                                    | 15%                     | 205  | 6.92                            | 5.45                            | 4.53                            | 3.98                            | 3.73                            |  |
|  |   | AutoStore Workflow (10 MFP License Pack) 1YR M&S                                | 004986MIU                  | 004986MIU                  | 004986MIU                   | 1,967                                  | 15%                     | 1,678                                      | 56.61                           | 44.57                           | 37.12                           | 32.54                           | 30.51                           |  |
|  |   | AutoStore Workflow (25 MFP License Pack) 1YR M&S                                | 004990MIU                  | 004990MIU                  | 004990MIU                   | 4,796                                  | 15%                     | 4,094                                      | 138.11                          | 108.75                          | 90.56                           | 79.39                           | 74.43                           |  |
|  |   | AutoStore Workflow (50 MFP License Pack) 1YR M&S                                | 004994MIU                  | 004994MIU                  | 004994MIU                   | 9,353                                  | 15%                     | 7,984                                      | 269.33                          | 212.08                          | 176.60                          | 154.83                          | 145.15                          |  |
|  |   | AutoStore Workflow Desktop License Pack Add-on (20 Users) 1YR M&S               | 005293MIU                  | 005293MIU                  | 005293MIU                   | 240                                    | 15%                     | 205  | 6.92                            | 5.45                            | 4.53                            | 3.98                            | 3.73                            |  |
|  |   | AutoStore Workflow SMARTicket License Pack Add-on (20 Users) 1YR M&S            | 005294MIU                  | 005294MIU                  | 005294MIU                   | 350                                    | 14%                     | 300  | 10.12                           | 7.97                            | 6.64                            | 5.82                            | 5.45                            |  |
|  |   | AutoStore Workflow File Import Add-on 1YR M&S                                   | 005295MIU                  | 005295MIU                  | 005295MIU                   | 1,600                                  | 15%                     | 1,366                                      | 46.08                           | 36.29                           | 30.21                           | 26.49                           | 24.83                           |  |
|  |   | AutoStore Workflow Advanced Barcode Add-on 1YR M&S                              | 005296MIU                  | 005296MIU                  | 005296MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | AutoStore Workflow Additional OCR Engine Add-on 1YR M&S                         | 005297MIU                  | 005297MIU                  | 005297MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | AutoStore Workflow Stamp Server Add-on 1YR M&S                                  | 005298MIU                  | 005298MIU                  | 005298MIU                   | 500                                    | 15%                     | 427  | 14.40                           | 11.34                           | 9.44                            | 8.28                            | 7.76                            |  |
|  |   | AutoStore Workflow Reporting Add-on 1YR M&S                                     | 005299MIU                  | 005299MIU                  | 005299MIU                   | 700                                    | 17%                     | 583  | 19.67                           | 15.49                           | 12.90                           | 11.31                           | 10.60                           |  |
|  |   | AutoStore Workflow Document Assistant Add-on 1YR M&S                            | 005300MIU                  | 005300MIU                  | 005300MIU                   | 700                                    | 15%                     | 598  | 20.17                           | 15.88                           | 13.23                           | 11.60                           | 10.87                           |  |
|  |   | AutoStore Workflow Equitrac Integration Add-on 1YR M&S                          | 005301MIU                  | 005301MIU                  | 005301MIU                   | 700                                    | 15%                     | 598  | 20.17                           | 15.88                           | 13.23                           | 11.60                           | 10.87                           |  |
|  |   | AutoStore Workflow RightFax Integration Add-on 1YR M&S                          | 005302MIU                  | 005302MIU                  | 005302MIU                   | 700                                    | 15%                     | 598  | 20.17                           | 15.88                           | 13.23                           | 11.60                           | 10.87                           |  |
|  |   | AutoStore Professional Services (1 Day On-Site)                                 | 005016MIU                  | 005016MIU                  | 005016MIU                   | 1,800                                  | 0%                      | 1,797                                      | 60.62                           | 47.73                           | 39.75                           | 34.85                           | 32.67                           |  |
|  |   | AutoStore Advanced Remote Installation Services                                 | 005303MIU                  | 005303MIU                  | 005303MIU                   | 1,000                                  | 0%                      | 998  | 33.67                           | 26.51                           | 22.07                           | 19.35                           | 18.14                           |  |
|  |   | AutoStore Online E-Learning (per person, 2 weeks)                               | 005018MIU                  | 005018MIU                  | 005018MIU                   | 500                                    | 0%                      | 499  | 16.83                           | 13.25                           | 11.04                           | 9.68                            | 9.07                            |  |
|  |   | AutoStore Classroom Training (per person, 5 days, NSI facility)                 | 005019MIU                  | 005019MIU                  | 005019MIU                   | 3,000                                  | 0%                      | 2,995                                      | 101.03                          | 79.56                           | 66.25                           | 58.08                           | 54.45                           |  |
| <b>Open Text Document Server</b>               |   |   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | Open Text Document Server Small Office Bundle                                   | 005229MIU                  | 005229MIU                  | 005229MIU                   | 7,191                                  | 20%                     | 5,753                                      | 194.07                          | 152.82                          | 127.25                          | 111.56                          | 104.59                          |  |
|  |   | Open Text Document Server Midsize Office Bundle                                 | 005231MIU                  | 005231MIU                  | 005231MIU                   | 17,700                                 | 20%                     | 14,160                                     | 477.67                          | 376.13                          | 313.21                          | 274.59                          | 257.43                          |  |
|  |   | Open Text Document Server Advanced Office Bundle                                | 005233MIU                  | 005233MIU                  | 005233MIU                   | 27,700                                 | 20%                     | 22,160                                     | 747.55                          | 588.64                          | 490.16                          | 429.73                          | 402.87                          |  |
|  |   | Open Text Document Server, Advanced Edition Administrator License               | 005235MIU                  | 005235MIU                  | 005235MIU                   | 2,100                                  | 20%                     | 1,680                                      | 56.67                           | 44.63                           | 37.16                           | 32.58                           | 30.54                           |  |
|  |   | Open Text Document Management Server Index Station Client License               | 005237MIU                  | 005237MIU                  | 005237MIU                   | 900                                    | 20%                     | 720  | 24.29                           | 19.13                           | 15.93                           | 13.96                           | 13.09                           |  |
|  |   | Open Text Document Server Search Client License                                 | 005239MIU                  | 005239MIU                  | 005239MIU                   | 500                                    | 20%                     | 400  | 13.49                           | 10.63                           | 8.85                            | 7.76                            | 7.27                            |  |
|  |   | Open Text Document Server Scan Module   | 005241MIU                  | 005241MIU                  | 005241MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | Open Text Document Server DataGrabber   | 005243MIU                  | 005243MIU                  | 005243MIU                   | 4,500                                  | 20%                     | 3,600                                      | 121.44                          | 95.63                           | 79.63                           | 69.81                           | 65.45                           |  |
|  |   | Open Text Document Server Database Encryption Module                            | 005245MIU                  | 005245MIU                  | 005245MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | Open Text Document Server, Alchemy Gold Edition Search Client License           | 005247MIU                  | 005247MIU                  | 005247MIU                   | 500                                    | 20%                     | 400  | 13.49                           | 10.63                           | 8.85                            | 7.76                            | 7.27                            |  |
|  |   | Open Text Document Server Partner Demonstration System                          | 005354MIU                  | 005354MIU                  | 005354MIU                   | 199                                    | 20%                     | 160  | 5.40                            | 4.25                            | 3.54                            | 3.10                            | 2.91                            |  |
|  |   | Open Text Document Management Server, Web Access Module                         | 005352MIU                  | 005352MIU                  | 005352MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | Open Text Document Server Small Office Bundle (1YR M&S)                         | 005230MIU                  | 005230MIU                  | 005230MIU                   | 1,438                                  | 20%                     | 1,151                                      | 38.83                           | 30.57                           | 25.46                           | 22.32                           | 20.93                           |  |
|  |   | Open Text Document Server Midsize Office Bundle (1YR M&S)                       | 005232MIU                  | 005232MIU                  | 005232MIU                   | 3,540                                  | 20%                     | 2,832                                      | 95.53                           | 75.23                           | 62.64                           | 54.92                           | 51.49                           |  |
|  |   | Open Text Document Server Advanced Office Bundle (1YR M&S)                      | 005234MIU                  | 005234MIU                  | 005234MIU                   | 5,540                                  | 20%                     | 4,432                                      | 149.51                          | 117.73                          | 98.03                           | 85.95                           | 80.57                           |  |
|  |   | Open Text Document Server, Advanced Edition Administrator License (1YR M&S)     | 005236MIU                  | 005236MIU                  | 005236MIU                   | 420                                    | 20%                     | 336  | 11.33                           | 8.93                            | 7.43                            | 6.52                            | 6.11                            |  |
|  |   | Open Text Document Management Server Index Station Client License (1YR M&S)     | 005238MIU                  | 005238MIU                  | 005238MIU                   | 180                                    | 20%                     | 144  | 4.86                            | 3.83                            | 3.19                            | 2.79                            | 2.62                            |  |
|  |   | Open Text Document Server Search Client License (1YR M&S)                       | 005240MIU                  | 005240MIU                  | 005240MIU                   | 100                                    | 20%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | Open Text Document Server Scan Module (1YR M&S)                                 | 005242MIU                  | 005242MIU                  | 005242MIU                   | 300                                    | 20%                     | 240  | 8.10                            | 6.38                            | 5.31                            | 4.65                            | 4.36                            |  |
|  |   | Open Text Document Server DataGrabber (1YR M&S)                                 | 005244MIU                  | 005244MIU                  | 005244MIU                   | 900                                    | 20%                     | 720  | 24.29                           | 19.13                           | 15.93                           | 13.96                           | 13.09                           |  |
|  |   | Open Text Document Server Database Encryption Module (1YR M&S)                  | 005246MIU                  | 005246MIU                  | 005246MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | Open Text Document Server, Alchemy Gold Edition Search Client License (1YR M&S) | 005248MIU                  | 005248MIU                  | 005248MIU                   | 100                                    | 20%                     | 80   | 2.70                            | 2.13                            | 1.77                            | 1.55                            | 1.45                            |  |
|  |   | Open Text Document Management Server, Web Access Module (1YR M&S)               | 005353MIU                  | 005353MIU                  | 005353MIU                   | 700                                    | 20%                     | 562  | 18.96                           | 14.93                           | 12.43                           | 10.90                           | 10.22                           |  |
|  |   | Implementation Services (Open Text Document Server, Alchemy Edition)            | 005249MIU                  | 005249MIU                  | 005249MIU                   | 1,800                                  | 0%                      | 1,797                                      | 60.62                           | 47.73                           | 39.75                           | 34.85                           | 32.67                           |  |

# RICOH SAVIN LANIER

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|--|---|---|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |   |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Implementation Services (Open Text Document Server, Alchemy Edition)  | 005250MIU                  | 005250MIU                  | 005250MIU                   | 2,250                                  | 0%                      | 2,246                                      | 75.77                           | 59.66                           | 49.68                           | 43.55                           | 40.83                           |  |
|  |   | Open Text Document Server File Connector Module 1-10 Users            | 005623MIU                  | 005623MIU                  | 005623MIU                   | 2,500                                  | 20%                     | 2,000                                      | 67.47                           | 53.13                           | 44.24                           | 38.78                           | 36.36                           |  |
|  |   | Open Text Document Server File Connector Module 1-10 Users 1YR M&     | 005624MIU                  | 005624MIU                  | 005624MIU                   | 500                                    | 20%                     | 401  | 13.53                           | 10.65                           | 8.87                            | 7.78                            | 7.29                            |  |
|  |   | Open Text Document Server File Connector Module 11-50 Users           | 005625MIU                  | 005625MIU                  | 005625MIU                   | 5,000                                  | 20%                     | 4,000                                      | 134.94                          | 106.25                          | 88.48                           | 77.57                           | 72.72                           |  |
|  |   | Open Text Document Server File Connector Module 11-50 Users 1 YR M    | 005626MIU                  | 005626MIU                  | 005626MIU                   | 1,000                                  | 20%                     | 801  | 27.02                           | 21.28                           | 17.72                           | 15.53                           | 14.56                           |  |
|  |   | <b>FlexRelease Server</b>   |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | ELP-NX FlexRelease Server 1 Device License                            | 420437                     | 420437                     | 420437                      | 395                                    | 20%                     | 316  | 10.66                           | 8.39                            | 6.99                            | 6.13                            | 5.74                            |  |
|  |   | ELP-NX FlexRelease Server 5 Device License                            | 420438                     | 420438                     | 420438                      | 1,795                                  | 20%                     | 1,436                                      | 48.44                           | 38.14                           | 31.76                           | 27.85                           | 26.11                           | \$300 Annual Plan                                  |
|  |   | ELP-NX FlexRelease Server 15 Device License                           | 420439                     | 420439                     | 420439                      | 4,995                                  | 20%                     | 3,996                                      | 134.80                          | 106.15                          | 88.39                           | 77.49                           | 72.65                           | \$500 Annual Plan                                  |
|  |   | ELP-NX FlexRelease Server 25 Device License                           | 420440                     | 420440                     | 420440                      | 7,995                                  | 20%                     | 6,396                                      | 215.76                          | 169.90                          | 141.47                          | 124.03                          | 116.28                          | \$700 Annual Plan                                  |
|  |   | ELP-NX FlexRelease Server 50 Device License                           | 420441                     | 420441                     | 420441                      | 11,995                                 | 20%                     | 9,596                                      | 323.71                          | 254.90                          | 212.25                          | 186.09                          | 174.46                          | \$750 Annual Plan                                  |
|  |   | ELP-NX FlexRelease Server 100 Device License                          | 420442                     | 420442                     | 420442                      | 14,995                                 | 20%                     | 11,996                                     | 404.67                          | 318.65                          | 265.34                          | 232.63                          | 218.09                          | \$995 Annual Plan                                  |
|  |   | ELP-NX FlexRelease Server 150 Device License                          | 420443                     | 420443                     | 420443                      | 20,995                                 | 20%                     | 16,796                                     | 566.60                          | 446.15                          | 371.51                          | 325.71                          | 305.35                          | \$1100 Annual Plan                                 |
|  |   | ELP-NX FlexRelease Server 200 Device License                          | 420445                     | 420445                     | 420445                      | 23,995                                 | 20%                     | 19,196                                     | 647.56                          | 509.90                          | 424.60                          | 373.25                          | 348.98                          | \$1350 Annual Plan                                 |
|  |   | ELP-NX FlexRelease Server 250 Device License                          | 420444                     | 420444                     | 420444                      | 27,995                                 | 20%                     | 22,396                                     | 755.51                          | 594.90                          | 495.38                          | 434.30                          | 407.16                          | \$1695 Annual Plan                                 |
|  |   | ELP-NX FlexRelease Server 500 Device License                          | 420446                     | 420446                     | 420446                      | 39,995                                 | 20%                     | 31,996                                     | 1,079.35                        | 849.91                          | 707.72                          | 620.47                          | 581.69                          | \$3500 Annual Plan                                 |
|  |   | ELP-NX FlexRelease Server 1000 Device License                         | 420447                     | 420447                     | 420447                      | 74,995                                 | 20%                     | 59,996                                     | 2,023.91                        | 1,593.67                        | 1,327.05                        | 1,163.44                        | 1,090.73                        | \$6700 Annual Plan                                 |
|  |   | ELP-NX FlexRelease Server Unlimited Device License                    | 420448                     | 420448                     | 420448                      | 129,995                                | 20%                     | 103,996                                    | 3,508.20                        | 2,762.45                        | 2,300.29                        | 2,016.69                        | 1,890.65                        |  |
|  |   | ELP-NX FlexRelease Server Additional License                          | 420449                     | 420449                     | 420449                      | -                                      | #DIV/0!                 | -  | -                               | -                               | -                               | -                               | -                               |  |
|  |   | CAP-ES Additional Server License                                      | 420450                     | 420450                     | 420450                      | -                                      | #DIV/0!                 | -  | -                               | -                               | -                               | -                               | -                               |  |
|  |   | ELP-NX FlexRelease Server NFR License                                 | 420451                     | 420451                     | 420451                      | 3                                      |                         | 3  | 0.09                            | 0.07                            | 0.06                            | 0.05                            | 0.05                            |  |
|  |   | <b>Objectif Lune</b>  |                            |                            |                             |  |                         |  |                                 |                                 |                                 |                                 |                                 |  |
|  |   | PlanetPress Watch Qty 1   | 004815MIU                  | 004815MIU                  | 004815MIU                   | 3,500                                  | 20%                     | 2,800                                      | 94.46                           | 74.38                           | 61.93                           | 54.30                           | 50.90                           |  |
|  |   | PlanetPress Watch 2+  | 004816MIU                  | 004816MIU                  | 004816MIU                   | 2,625                                  | 20%                     | 2,100                                      | 70.84                           | 55.78                           | 46.45                           | 40.72                           | 38.18                           |  |
|  |   | PlanetPress Office Qty 1  | 004817MIU                  | 004817MIU                  | 004817MIU                   | 7,500                                  | 20%                     | 6,000                                      | 202.40                          | 159.38                          | 132.71                          | 116.35                          | 109.08                          |  |
|  |   | PlanetPress Office 2+   | 004818MIU                  | 004818MIU                  | 004818MIU                   | 5,625                                  | 20%                     | 4,500                                      | 151.80                          | 119.53                          | 99.54                           | 87.26                           | 81.81                           |  |
|  |   | PlanetPress Production Qty 1  | 004819MIU                  | 004819MIU                  | 004819MIU                   | 12,500                                 | 20%                     | 10,000                                     | 337.34                          | 265.63                          | 221.19                          | 193.92                          | 181.80                          |  |
|  |   | PlanetPress Production Qty 2+   | 004820MIU                  | 004820MIU                  | 004820MIU                   | 9,375                                  | 20%                     | 7,500                                      | 253.01                          | 199.22                          | 165.89                          | 145.44                          | 136.35                          |  |
|  |   | PlanetPress Imaging Qty 1   | 004821MIU                  | 004821MIU                  | 004821MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | PlanetPress Imaging Qty 2+  | 004822MIU                  | 004822MIU                  | 004822MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
|  |   | Upgrade from PlanetPress Watch to PlanetPress Office Qty 1            | 004823MIU                  | 004823MIU                  | 004823MIU                   | 5,200                                  | 20%                     | 4,160                                      | 140.33                          | 110.50                          | 92.02                           | 80.67                           | 75.63                           |  |
|  |   | Upgrade from PlanetPress Watch to PlanetPress Office Qty 2+           | 004825MIU                  | 004825MIU                  | 004825MIU                   | 3,900                                  | 20%                     | 3,120                                      | 105.25                          | 82.88                           | 69.01                           | 60.50                           | 56.72                           |  |
|  |   | Upgrade from PlanetPress Watch to PlanetPress Production Qty 1        | 004826MIU                  | 004826MIU                  | 004826MIU                   | 11,700                                 | 20%                     | 9,360                                      | 315.75                          | 248.63                          | 207.03                          | 181.51                          | 170.16                          |  |
|  |   | Upgrade from PlanetPress Watch to PlanetPress Production Qty 2+       | 004827MIU                  | 004827MIU                  | 004827MIU                   | 8,775                                  | 20%                     | 7,020                                      | 236.81                          | 186.47                          | 155.28                          | 136.13                          | 127.62                          |  |
|  |   | Upgrade from PlanetPress Office to PlanetPress Production Qty 1       | 004828MIU                  | 004828MIU                  | 004828MIU                   | 6,500                                  | 20%                     | 5,200                                      | 175.42                          | 138.13                          | 115.02                          | 100.84                          | 94.54                           |  |
|  |   | Upgrade from PlanetPress Office to PlanetPress Production Qty 2+      | 004829MIU                  | 004829MIU                  | 004829MIU                   | 4,875                                  | 20%                     | 3,900                                      | 131.56                          | 103.80                          | 86.26                           | 75.63                           | 70.90                           |  |
|  |   | PlanetPress Printer License Category I - 1 to 50 ppm Qty 1            | 004830MIU                  | 004830MIU                  | 004830MIU                   | 1,540                                  | 20%                     | 1,232                                      | 41.56                           | 32.73                           | 27.25                           | 23.89                           | 22.40                           |  |
|  |   | PlanetPress Printer License Category I - 1 to 50 ppm Qty 2-5          | 004831MIU                  | 004831MIU                  | 004831MIU                   | 925                                    | 20%                     | 740  | 24.96                           | 19.66                           | 16.37                           | 14.35                           | 13.45                           |  |
|  |   | PlanetPress Printer License Category I - 1 to 50 ppm Qty 6-10         | 004832MIU                  | 004832MIU                  | 004832MIU                   | 650                                    | 20%                     | 520  | 17.54                           | 13.81                           | 11.50                           | 10.08                           | 9.45                            |  |
|  |   | PlanetPress Printer License Category I - 1 to 50 ppm Qty 11+          | 004852MIU                  | 004852MIU                  | 004852MIU                   | 500                                    | 20%                     | 400  | 13.49                           | 10.63                           | 8.85                            | 7.76                            | 7.27                            |  |
|  |   | PlanetPress Printer License Category II - 51 to 69 ppm Qty 1          | 004856MIU                  | 004856MIU                  | 004856MIU                   | 3,465                                  | 20%                     | 2,772                                      | 93.51                           | 73.63                           | 61.31                           | 53.75                           | 50.39                           |  |
|  |   | PlanetPress Printer License Category II - 51 to 69 ppm Qty 2-5        | 004860MIU                  | 004860MIU                  | 004860MIU                   | 2,420                                  | 20%                     | 1,936                                      | 65.31                           | 51.43                           | 42.82                           | 37.54                           | 35.20                           |  |
|  |   | PlanetPress Printer License Category II - 51 to 69 ppm Qty 6-10       | 004863MIU                  | 004863MIU                  | 004863MIU                   | 1,925                                  | 20%                     | 1,540                                      | 51.95                           | 40.91                           | 34.06                           | 29.86                           | 28.00                           |  |
|  |   | PlanetPress Talk (per day) - English                                  | 004886MIU                  | 004886MIU                  | 004886MIU                   | 2,000                                  | 20%                     | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | PlanetPress Printer License Category II - 51 to 69 ppm Qty 11+        | 004868MIU                  | 004868MIU                  | 004868MIU                   | 1,535                                  | 20%                     | 1,228                                      | 41.43                           | 32.62                           | 27.16                           | 23.81                           | 22.33                           |  |
|  |   | PlanetPress Printer License Category III - 70 to 105 ppm Qty 1        | 004869MIU                  | 004869MIU                  | 004869MIU                   | 4,675                                  | 20%                     | 3,740                                      | 126.17                          | 99.35                           | 82.73                           | 72.53                           | 67.99                           |  |
|  |   | PlanetPress Printer License Category III - 70 to 105 ppm Qty 2-5      | 004870MIU                  | 004870MIU                  | 004870MIU                   | 3,750                                  | 20%                     | 3,000                                      | 101.20                          | 79.69                           | 66.36                           | 58.18                           | 54.54                           |  |
|  |   | PlanetPress Printer License Category III - 70 to 105 ppm Qty 6+       | 004871MIU                  | 004871MIU                  | 004871MIU                   | 3,000                                  | 20%                     | 2,400                                      | 80.96                           | 63.75                           | 53.09                           | 46.54                           | 43.63                           |  |
|  |   | PlanetPress Printer License Category IV - 106 to 179 ppm Qty 1        | 004872MIU                  | 004872MIU                  | 004872MIU                   | 7,425                                  | 20%                     | 5,940                                      | 200.38                          | 157.78                          | 131.39                          | 115.19                          | 107.99                          |  |
|  |   | PlanetPress Printer License Category IV - 106 to 179 ppm Qty 2+       | 004873MIU                  | 004873MIU                  | 004873MIU                   | 5,950                                  | 20%                     | 4,760                                      | 160.57                          | 126.44                          | 105.29                          | 92.31                           | 86.54                           |  |
|  |   | PlanetPress Printer License Category V - 180 + ppm                    | 004874MIU                  | 004874MIU                  | 004874MIU                   | 15,000                                 | 20%                     | 12,000                                     | 404.81                          | 318.76                          | 265.43                          | 232.70                          | 218.16                          |  |
|  |   | PlanetPress Printer License Category V - 180 + ppm                    | 004875MIU                  | 004875MIU                  | 004875MIU                   | 12,000                                 | 20%                     | 9,600                                      | 323.85                          | 255.00                          | 212.34                          | 186.16                          | 174.53                          |  |
|  |   | PlanetPress Suite 7 Software Media                                    | 004876MIU                  | 004876MIU                  | 004876MIU                   | 50                                     |                         | 50   | 1.69                            | 1.33                            | 1.11                            | 0.97                            | 0.91                            |  |
|  |   | Document Design (2 days) - English                                    | 004877MIU                  | 004877MIU                  | 004877MIU                   | 1,750                                  | 20%                     | 1,400                                      | 47.23                           | 37.19                           | 30.97                           | 27.15                           | 25.45                           |  |
|  |   | Document Flow (2 days) - English                                      | 004878MIU                  | 004878MIU                  | 004878MIU                   | 1,750                                  | 20%                     | 1,400                                      | 47.23                           | 37.19                           | 30.97                           | 27.15                           | 25.45                           |  |
|  |   | Solution Development (4 days) - English                               | 004879MIU                  | 004879MIU                  | 004879MIU                   | 1,925                                  | 20%                     | 1,540                                      | 64.94                           | 51.13                           | 42.58                           | 37.33                           | 35.00                           |  |
|  |   | Custom Training (per day) - English                                   | 004880MIU                  | 004880MIU                  | 004880MIU                   | 1,450                                  | 20%                     | 1,160                                      | 39.13                           | 30.81                           | 25.66                           | 22.49                           | 21.09                           |  |
|  |   | PlanetPress Talk (per day) - English                                  | 004881MIU                  | 004881MIU                  | 004881MIU                   | 875                                    |                         | 875  | 29.52                           | 23.24                           | 19.35                           | 16.97                           | 15.91                           |  |
|  |   | Document Design (2 days) - English                                    | 004882MIU                  | 004882MIU                  | 004882MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | Document Flow (2 days) - English                                      | 004883MIU                  | 004883MIU                  | 004883MIU                   | 4,000                                  | 20%                     | 3,200                                      | 107.95                          | 85.00                           | 70.78                           | 62.05                           | 58.18                           |  |
|  |   | Solution Development (4 days) - English                               | 004884MIU                  | 004884MIU                  | 004884MIU                   | 8,000                                  | 20%                     | 6,400                                      | 215.90                          | 170.00                          | 141.56                          | 124.11                          | 116.35                          |  |
|  |   | Custom Training onsite (per day) - English                            | 004885MIU                  | 004885MIU                  | 004885MIU                   | 2,200                                  | 20%                     | 1,760                                      | 59.37                           | 46.75                           | 38.93                           | 34.13                           | 32.00                           |  |
|  |   | PlanetPress Talk (per day) - English                                  | 004887MIU                  | 004887MIU                  | 004887MIU                   | 995                                    | 20%                     | 796  | 26.85                           | 21.14                           | 17.61                           | 15.44                           | 14.47                           |  |

# RICOH SAVIN LANIER

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|--|---|--|----------------------------|----------------------------|-----------------------------|--|-------------------------|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|--|
|  |   |  |                            |                            |                             |  |                         |  | Lease<br>36 Monthly<br>Payments | Lease<br>48 Monthly<br>Payments | Lease<br>60 Monthly<br>Payments | Lease<br>72 Monthly<br>Payments | Lease<br>84 Monthly<br>Payments |  |
|  |   | Professional Services - on-site per day                                      | 004888MIU                  | 004888MIU                  | 004888MIU                   | 2,000                                  |                         | 1,600                                      | 53.97                           | 42.50                           | 35.39                           | 31.03                           | 29.09                           |  |
|  |   | Professional Services - at OL (Hourly)                                       | 004889MIU                  | 004889MIU                  | 004889MIU                   | 250                                    | 20%                     | 200  | 6.75                            | 5.31                            | 4.42                            | 3.88                            | 3.64                            |  |
|  |   | Professional Services - remote (Hourly, min 4hrs)                            | 005021MIU                  | 005021MIU                  | 005021MIU                   | 250                                    | 20%                     | 200  | 6.75                            | 5.31                            | 4.42                            | 3.88                            | 3.64                            |  |
|  |   | Per Diem   | 005023MIU                  | 005023MIU                  | 005023MIU                   | 325                                    |                         | 325  | 10.96                           | 8.63                            | 7.19                            | 6.30                            | 5.91                            |  |
|  |   | OL Care PlanetPress Watch Qty 1  | 005025MIU                  | 005025MIU                  | 005025MIU                   | 420                                    | 20%                     | 336  | 11.33                           | 8.93                            | 7.43                            | 6.52                            | 6.11                            |  |
|  |   | OL Care PlanetPress Watch Qty 2+   | 005026MIU                  | 005026MIU                  | 005026MIU                   | 315                                    | 20%                     | 252  | 8.50                            | 6.69                            | 5.57                            | 4.89                            | 4.58                            |  |
|  |   | OL Care PlanetPress Office Qty 1   | 005027MIU                  | 005027MIU                  | 005027MIU                   | 900                                    | 20%                     | 720  | 24.29                           | 19.13                           | 15.93                           | 13.96                           | 13.09                           |  |
|  |   | OL Care PlanetPress Office Qty 2+  | 005028MIU                  | 005028MIU                  | 005028MIU                   | 675                                    | 20%                     | 540  | 18.22                           | 14.34                           | 11.94                           | 10.47                           | 9.82                            |  |
|  |   | OL CarePlanetPress Production Qty 1  | 005029MIU                  | 005029MIU                  | 005029MIU                   | 1,500                                  | 20%                     | 1,200                                      | 40.48                           | 31.88                           | 26.54                           | 23.27                           | 21.82                           |  |
|  |   | OL Care PlanetPress Production Qty 2+  | 005030MIU                  | 005030MIU                  | 005030MIU                   | 1,125                                  | 20%                     | 900  | 30.36                           | 23.91                           | 19.91                           | 17.45                           | 16.36                           |  |
|  |   | OL CarePlanetPress Imaging Qty 1   | 005031MIU                  | 005031MIU                  | 005031MIU                   | 480                                    | 20%                     | 384  | 10.20                           | 8.49                            | 7.45                            | 6.98                            | 6.98                            |  |
|  |   | OL Care PlanetPress Imaging Qty 2+   | 005032MIU                  | 005032MIU                  | 005032MIU                   | 360                                    | 20%                     | 288  | 9.72                            | 7.65                            | 6.37                            | 5.58                            | 5.24                            |  |
|  |   | OL Care Upgrade from PlanetPress Watch to PlanetPress Office Qty1            | 005033MIU                  | 005033MIU                  | 005033MIU                   | 624                                    | 20%                     | 500  | 16.87                           | 13.28                           | 11.06                           | 9.70                            | 9.09                            |  |
|  |   | OL Care Upgrade from PlanetPress Watch to PlanetPress Office Qty 2+          | 005034MIU                  | 005034MIU                  | 005034MIU                   | 468                                    | 20%                     | 375  | 12.65                           | 9.96                            | 8.29                            | 7.27                            | 6.82                            |  |
|  |   | OL Care Upgrade from PlanetPress Watch to PlanetPress Production Qty         | 005035MIU                  | 005035MIU                  | 005035MIU                   | 1,404                                  | 20%                     | 1,124                                      | 37.92                           | 29.86                           | 24.86                           | 21.80                           | 20.43                           |  |
|  |   | OL Care Upgrade from PlanetPress Watch to PlanetPress Production Qty         | 005036MIU                  | 005036MIU                  | 005036MIU                   | 1,053                                  | 20%                     | 843  | 28.44                           | 22.39                           | 18.65                           | 16.35                           | 15.33                           |  |
|  |   | OL Care Upgrade from PlanetPress Office to PlanetPress Production Qty        | 005037MIU                  | 005037MIU                  | 005037MIU                   | 780                                    | 20%                     | 624  | 21.05                           | 16.58                           | 13.80                           | 12.10                           | 11.34                           |  |
|  |   | OL Care Upgrade from PlanetPress Office to PlanetPress Production Qty        | 005038MIU                  | 005038MIU                  | 005038MIU                   | 585                                    | 20%                     | 468  | 15.79                           | 12.43                           | 10.35                           | 9.08                            | 8.51                            |  |
|  |   | OL Care PlanetPress Printer License Category I - 1 to 50 ppm Qty 1           | 005039MIU                  | 005039MIU                  | 005039MIU                   | 185                                    | 20%                     | 148  | 4.99                            | 3.93                            | 3.27                            | 2.87                            | 2.69                            |  |
|  |   | OL Care PlanetPress Printer License Category I - 1 to 50 ppm Qty 2-5         | 005040MIU                  | 005040MIU                  | 005040MIU                   | 111                                    | 20%                     | 89   | 3.00                            | 2.36                            | 1.97                            | 1.73                            | 1.62                            |  |
|  |   | OL Care PlanetPress Printer License Category I - 1 to 50 ppm Qty 6-10        | 005041MIU                  | 005041MIU                  | 005041MIU                   | 78                                     | 19%                     | 63   | 2.13                            | 1.67                            | 1.39                            | 1.22                            | 1.15                            |  |
|  |   | OL Care PlanetPress Printer License Category I - 1 to 50 ppm Qty 11+         | 005042MIU                  | 005042MIU                  | 005042MIU                   | 60                                     | 20%                     | 48   | 1.62                            | 1.28                            | 1.06                            | 0.93                            | 0.87                            |  |
|  |   | OL Care PlanetPress Printer License Category II - 51 to 69 ppm Qty 1         | 005043MIU                  | 005043MIU                  | 005043MIU                   | 416                                    | 20%                     | 333  | 11.23                           | 8.85                            | 7.37                            | 6.46                            | 6.05                            |  |
|  |   | OL Care PlanetPress Printer License Category II - 51 to 69 ppm Qty 2-5       | 005044MIU                  | 005044MIU                  | 005044MIU                   | 290                                    | 20%                     | 233  | 7.86                            | 6.19                            | 5.15                            | 4.52                            | 4.24                            |  |
|  |   | OL Care PlanetPress Printer License Category II - 51 to 69 ppm Qty 6-10      | 005045MIU                  | 005045MIU                  | 005045MIU                   | 231                                    | 20%                     | 185  | 6.24                            | 4.91                            | 4.09                            | 3.59                            | 3.36                            |  |
|  |   | OL Care PlanetPress Printer License Category II - 51 to 69 ppm Qty 11+       | 005046MIU                  | 005046MIU                  | 005046MIU                   | 184                                    | 20%                     | 148  | 4.99                            | 3.93                            | 3.27                            | 2.87                            | 2.69                            |  |
|  |   | OL Care PlanetPress Printer License Category III - 70 to 105 ppm Qty 1       | 005047MIU                  | 005047MIU                  | 005047MIU                   | 561                                    | 20%                     | 449  | 15.15                           | 11.93                           | 9.93                            | 8.71                            | 8.16                            |  |
|  |   | OL Care PlanetPress Printer License Category III - 70 to 105 ppm Qty 2-5     | 005048MIU                  | 005048MIU                  | 005048MIU                   | 450                                    | 20%                     | 360  | 12.14                           | 9.56                            | 7.96                            | 6.98                            | 6.54                            |  |
|  |   | OL Care PlanetPress Printer License Category III - 70 to 105 ppm Qty 6+      | 005049MIU                  | 005049MIU                  | 005049MIU                   | 360                                    | 20%                     | 288  | 9.72                            | 7.65                            | 6.37                            | 5.58                            | 5.24                            |  |
|  |   | OL Care PlanetPress Printer License Category IV - 106 to 179 ppm Qty 1       | 005050MIU                  | 005050MIU                  | 005050MIU                   | 891                                    | 20%                     | 713  | 24.05                           | 18.94                           | 15.77                           | 13.83                           | 12.96                           |  |
|  |   | OL Care PlanetPress Printer License Category IV - 106 to 179 ppm Qty 2+      | 005051MIU                  | 005051MIU                  | 005051MIU                   | 714                                    | 20%                     | 572  | 19.30                           | 15.19                           | 12.65                           | 11.09                           | 10.40                           |  |
|  |   | OL Care PlanetPress Printer License Category V - 180 + ppm Qty 1+            | 005052MIU                  | 005052MIU                  | 005052MIU                   | 1,800                                  | 20%                     | 1,440                                      | 48.58                           | 38.25                           | 31.85                           | 27.92                           | 26.18                           |  |
|  |   | OL Care PlanetPress Printer License Category V - 180 + ppm Qty 2+            | 005053MIU                  | 005053MIU                  | 005053MIU                   | 1,440                                  | 20%                     | 1,152                                      | 38.86                           | 30.60                           | 25.48                           | 22.34                           | 20.94                           |  |
|  |   | OL Care Renewal PlanetPress Watch Qty 1                                      | 005054MIU                  | 005054MIU                  | 005054MIU                   | 595                                    | 20%                     | 476  | 16.06                           | 12.64                           | 10.53                           | 9.23                            | 8.65                            |  |
|  |   | OL Care Renewal PlanetPress Watch Qty 2+                                     | 005055MIU                  | 005055MIU                  | 005055MIU                   | 446                                    | 20%                     | 357  | 12.04                           | 9.48                            | 7.90                            | 6.92                            | 6.49                            |  |
|  |   | OL Care Renewal PlanetPress Office Qty 1                                     | 005058MIU                  | 005058MIU                  | 005058MIU                   | 1,275                                  | 20%                     | 1,020                                      | 34.41                           | 27.09                           | 22.56                           | 19.78                           | 18.54                           |  |
|  |   | OL Care Renewal PlanetPress Office Qty 2+                                    | 005059MIU                  | 005059MIU                  | 005059MIU                   | 956                                    | 20%                     | 765  | 25.81                           | 20.32                           | 16.92                           | 14.83                           | 13.91                           |  |
|  |   | OL Care Renewal PlanetPress Production Qty 1                                 | 005060MIU                  | 005060MIU                  | 005060MIU                   | 1,225                                  | 20%                     | 1,000                                      | 57.35                           | 45.16                           | 37.60                           | 32.97                           | 30.91                           |  |
|  |   | OL Care Renewal PlanetPress Production Qty 2+                                | 005061MIU                  | 005061MIU                  | 005061MIU                   | 1,594                                  | 20%                     | 1,276                                      | 43.04                           | 33.89                           | 28.22                           | 24.74                           | 23.20                           |  |
|  |   | OL Care Renewal PlanetPress Imaging Qty 1                                    | 005062MIU                  | 005062MIU                  | 005062MIU                   | 680                                    | 20%                     | 544  | 18.35                           | 14.45                           | 12.03                           | 10.55                           | 9.89                            |  |
|  |   | OL Care Renewal PlanetPress Imaging Qty 2+                                   | 005063MIU                  | 005063MIU                  | 005063MIU                   | 510                                    | 20%                     | 408  | 13.76                           | 10.84                           | 9.02                            | 7.91                            | 7.42                            |  |
|  |   | OL Care Renewal Upgrade from PlanetPress Watch to PlanetPress Office         | 005064MIU                  | 005064MIU                  | 005064MIU                   | 884                                    | 20%                     | 708  | 23.88                           | 18.81                           | 15.66                           | 13.73                           | 12.87                           |  |
|  |   | OL Care Renewal Upgrade from PlanetPress Watch to PlanetPress Office         | 005065MIU                  | 005065MIU                  | 005065MIU                   | 663                                    | 20%                     | 531  | 17.91                           | 14.10                           | 11.75                           | 10.30                           | 9.65                            |  |
|  |   | OL Care Renewal Upgrade from PlanetPress Watch to PlanetPress Produ          | 005066MIU                  | 005066MIU                  | 005066MIU                   | 1,989                                  | 20%                     | 1,592                                      | 53.70                           | 42.29                           | 35.21                           | 30.87                           | 28.94                           |  |
|  |   | OL Care Renewal Upgrade from PlanetPress Watch to PlanetPress Produ          | 005067MIU                  | 005067MIU                  | 005067MIU                   | 1,492                                  | 20%                     | 1,194                                      | 40.28                           | 31.72                           | 26.41                           | 23.15                           | 21.71                           |  |
|  |   | OL Care Renewal Upgrade from PlanetPress Office to PlanetPress Produ         | 005068MIU                  | 005068MIU                  | 005068MIU                   | 1,105                                  | 20%                     | 884  | 29.82                           | 23.48                           | 19.55                           | 17.14                           | 16.07                           |  |
|  |   | OL Care Renewal Upgrade from PlanetPress Office to PlanetPress Produ         | 005069MIU                  | 005069MIU                  | 005069MIU                   | 829                                    | 20%                     | 664  | 22.40                           | 17.64                           | 14.69                           | 12.88                           | 12.07                           |  |
|  |   | OL Care Renewal PlanetPress Printer License Category I - 1 to 50 ppm Qty     | 005070MIU                  | 005070MIU                  | 005070MIU                   | 262                                    | 20%                     | 210  | 7.08                            | 5.58                            | 4.64                            | 4.07                            | 3.82                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category I - 1 to 50 ppm Qty     | 005071MIU                  | 005071MIU                  | 005071MIU                   | 157                                    | 20%                     | 126  | 4.25                            | 3.35                            | 2.79                            | 2.44                            | 2.29                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category I - 1 to 50 ppm Qty     | 005072MIU                  | 005072MIU                  | 005072MIU                   | 111                                    | 20%                     | 89   | 3.00                            | 2.36                            | 1.97                            | 1.73                            | 1.62                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category I - 1 to 50 ppm Qty     | 005073MIU                  | 005073MIU                  | 005073MIU                   | 85                                     | 20%                     | 68   | 2.29                            | 1.81                            | 1.50                            | 1.32                            | 1.24                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category II - 51 to 69 ppm Qty   | 005074MIU                  | 005074MIU                  | 005074MIU                   | 589                                    | 20%                     | 472  | 15.92                           | 12.54                           | 10.44                           | 9.15                            | 8.58                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category II - 51 to 69 ppm Qty   | 005075MIU                  | 005075MIU                  | 005075MIU                   | 411                                    | 20%                     | 330  | 11.13                           | 8.77                            | 7.30                            | 6.40                            | 6.00                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category II - 51 to 69 ppm Qty   | 005076MIU                  | 005076MIU                  | 005076MIU                   | 327                                    | 20%                     | 262  | 8.84                            | 6.96                            | 5.80                            | 5.08                            | 4.76                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category II - 51 to 69 ppm Qty   | 005077MIU                  | 005077MIU                  | 005077MIU                   | 261                                    | 20%                     | 209  | 7.05                            | 5.55                            | 4.62                            | 4.05                            | 3.80                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category III - 70 to 105 ppm Qty | 005078MIU                  | 005078MIU                  | 005078MIU                   | 795                                    | 20%                     | 636  | 21.45                           | 16.89                           | 14.07                           | 12.33                           | 11.56                           |  |
|  |   | OL Care Renewal PlanetPress Printer License Category III - 70 to 105 ppm Qty | 005079MIU                  | 005079MIU                  | 005079MIU                   | 638                                    | 20%                     | 511  | 17.24                           | 13.57                           | 11.30                           | 9.91                            | 9.29                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category III - 70 to 105 ppm Qty | 005080MIU                  | 005080MIU                  | 005080MIU                   | 510                                    | 20%                     | 408  | 13.76                           | 10.84                           | 9.02                            | 7.91                            | 7.42                            |  |
|  |   | OL Care Renewal PlanetPress Printer License Category IV - 106 to 179 ppm Qty | 005081MIU                  | 005081MIU                  | 005081MIU                   | 1,262                                  | 20%                     | 1,010                                      | 34.07                           | 26.83                           | 22.34                           | 19.59                           | 18.36                           |  |
|  |   | OL Care Renewal PlanetPress Printer License Category IV - 106 to 179 ppm Qty | 005082MIU                  | 005082MIU                  | 005082MIU                   | 1,012                                  | 20%                     | 810  | 27.32                           | 21.52                           | 17.92                           | 15.71                           | 14.73                           |  |
|  |   | OL Care Renewal PlanetPress Printer License Category V - 180 + ppm Qty       | 005083MIU                  | 005083MIU                  | 005083MIU                   | 2,550                                  | 20%                     | 2,040                                      | 68.82                           | 54.19                           | 45.12                           | 39.56                           | 37.09                           |  |
|  |   | OL Care Renewal PlanetPress Printer License Category V - 180 + ppm Qty       | 005084MIU                  | 005084MIU                  | 005084MIU                   | 2,040                                  | 20%                     | 1,632                                      | 55.05                           | 43.35                           | 36.10                           | 31.65                           | 29.67                           |  |
|  |   | PSM Starter (100,000 records)  | 005183MIU                  | 005183MIU                  | 005183MIU                   | 995                                    | 20%                     | 796  | 26.85                           | 21.14                           | 17.61                           | 15.44                           | 14.47                           |  |

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|                                       |                                    | Standard (200,000 records)  | 005184MIU            | 005184MIU            | 005184MIU             | 1,395                         | 20%               | 1,116                             | 37.65               | 29.64               | 24.68               | 21.64               | 20.29               |  |
|                                       |                                    | Production (Unlimited Records)  | 005185MIU            | 005185MIU            | 005185MIU             | 4,995                         | 20%               | 3,996                             | 134.80              | 106.15              | 88.39               | 77.49               | 72.65               |  |
|                                       |                                    | Production (Unlimited Records) w/ Aotumated Printing                      | 005186MIU            | 005186MIU            | 005186MIU             | 5,995                         | 20%               | 4,796                             | 161.79              | 127.40              | 106.08              | 93.00               | 87.19               |  |
|                                       |                                    | Multi-User (2 Users production - Windows)                                 | 005187MIU            | 005187MIU            | 005187MIU             | 6,995                         | 20%               | 5,596                             | 188.78              | 148.65              | 123.78              | 108.52              | 101.74              |  |
|                                       |                                    | Multi-User (Additional User)  | 005188MIU            | 005188MIU            | 005188MIU             | 1,000                         | 20%               | 800                               | 26.99               | 21.25               | 17.70               | 15.51               | 14.54               |  |
|                                       |                                    | Upgrade from Starter/Standard to Production                               | 005189MIU            | 005189MIU            | 005189MIU             | 4,495                         | 20%               | 3,596                             | 121.31              | 95.52               | 79.54               | 69.73               | 65.38               |  |
|                                       |                                    | Upgrade from Production to Multi-User (2 users)                           | 005190MIU            | 005190MIU            | 005190MIU             | 2,995                         | 20%               | 2,396                             | 80.83               | 63.64               | 53.00               | 46.46               | 43.56               |  |
|                                       |                                    | Enable Automated Print  | 005191MIU            | 005191MIU            | 005191MIU             | 995                           | 20%               | 796                               | 26.85               | 21.14               | 17.61               | 15.44               | 14.47               |  |
|                                       |                                    | Upgrade PSM Fiery 4/5 to PSM Production                                   | 005192MIU            | 005192MIU            | 005192MIU             | 4,495                         | 20%               | 3,596                             | 121.31              | 95.52               | 79.54               | 69.73               | 65.38               |  |
|                                       |                                    | Document Design w/ PSM (1 day at OL site)                                 | 005193MIU            | 005193MIU            | 005193MIU             | 1,250                         | 20%               | 1,000                             | 33.73               | 26.56               | 22.12               | 19.39               | 18.18               |  |
|                                       |                                    | OL Learn - e Learning, PrintShop Mail Training Program                    | 005194MIU            | 005194MIU            | 005194MIU             | 595                           | 20%               | 476                               | 16.06               | 12.84               | 10.53               | 9.23                | 8.65                |  |
|                                       |                                    | One Day On Site Training - Price per class                                | 005195MIU            | 005195MIU            | 005195MIU             | 2,000                         | 20%               | 1,600                             | 53.97               | 42.50               | 35.39               | 31.03               | 29.09               |  |
|                                       |                                    | Per Diem - On Site Instructor   | 005196MIU            | 005196MIU            | 005196MIU             | 325                           |                   | 325                               | 10.96               | 8.63                | 7.19                | 6.30                | 5.91                |  |
|                                       |                                    | Print Shop Web 2.0  | 005198MIU            | 005198MIU            | 005198MIU             | 8,000                         | 20%               | 6,400                             | 215.90              | 170.00              | 141.56              | 124.11              | 116.35              |  |
|                                       |                                    | DirectSmile Creator Pro (Limited 5000 Smilyls)                            | 005199MIU            | 005199MIU            | 005199MIU             | 995                           | 20%               | 796                               | 26.85               | 21.14               | 17.61               | 15.44               | 14.47               |  |
|                                       |                                    | DirectSmile Creator Pro (Unlimited - Production)                          | 005200MIU            | 005200MIU            | 005200MIU             | 4,995                         | 20%               | 3,996                             | 134.80              | 106.15              | 88.39               | 77.49               | 72.65               |  |
|                                       |                                    | DirectSmile Creator Pro (Limited to Production Upgrade)                   | 005201MIU            | 005201MIU            | 005201MIU             | 4,495                         | 20%               | 3,596                             | 121.31              | 95.52               | 79.54               | 69.73               | 65.38               |  |
|                                       |                                    | DirectSmile Creator Pro Additional Server License                         | 005202MIU            | 005202MIU            | 005202MIU             | 3,995                         | 20%               | 3,196                             | 107.81              | 84.90               | 70.69               | 61.98               | 58.10               |  |
|                                       |                                    | DirectSmile Online GoTo Meeting Training (3 Hour Webinar)                 | 005203MIU            | 005203MIU            | 005203MIU             | 625                           | 20%               | 500                               | 16.87               | 13.28               | 11.06               | 9.70                | 9.09                |  |
|                                       |                                    | OL Care PSM Starter (100,000 records)                                     | 005204MIU            | 005204MIU            | 005204MIU             | 119                           | 20%               | 96                                | 3.24                | 2.55                | 2.12                | 1.86                | 1.75                |  |
|                                       |                                    | OL Care Standard (200,000 records)  | 005205MIU            | 005205MIU            | 005205MIU             | 167                           | 20%               | 134                               | 4.52                | 3.56                | 2.96                | 2.60                | 2.44                |  |
|                                       |                                    | OL Care Production (Unlimited Records)                                    | 005206MIU            | 005206MIU            | 005206MIU             | 599                           | 20%               | 480                               | 16.19               | 12.75               | 10.62               | 9.31                | 8.73                |  |
|                                       |                                    | OL Care Production (Unlimited Records) w/ Aotumated Printing              | 005207MIU            | 005207MIU            | 005207MIU             | 719                           | 20%               | 576                               | 19.43               | 15.30               | 12.74               | 11.17               | 10.47               |  |
|                                       |                                    | OL Care Multi-User (2 Users production - Windows)                         | 005208MIU            | 005208MIU            | 005208MIU             | 839                           | 20%               | 672                               | 22.67               | 17.85               | 14.86               | 13.03               | 12.22               |  |
|                                       |                                    | OL Care Multi-User (Additional User)                                      | 005209MIU            | 005209MIU            | 005209MIU             | 120                           | 20%               | 96                                | 3.24                | 2.55                | 2.12                | 1.86                | 1.75                |  |
|                                       |                                    | OL Care Upgrade from Starter/Standard to Production                       | 005210MIU            | 005210MIU            | 005210MIU             | 539                           | 20%               | 432                               | 14.57               | 11.48               | 9.56                | 8.38                | 7.85                |  |
|                                       |                                    | OL Care Upgrade from Production to Multi-User (2 users)                   | 005211MIU            | 005211MIU            | 005211MIU             | 359                           | 20%               | 288                               | 9.72                | 7.65                | 6.37                | 5.58                | 5.24                |  |
|                                       |                                    | OL Care Enable Automated Print  | 005212MIU            | 005212MIU            | 005212MIU             | 119                           | 20%               | 96                                | 3.24                | 2.55                | 2.12                | 1.86                | 1.75                |  |
|                                       |                                    | OL Care Upgrade PSM Fiery 4/5 to PSM Production                           | 005213MIU            | 005213MIU            | 005213MIU             | 539                           | 20%               | 432                               | 14.57               | 11.48               | 9.56                | 8.38                | 7.85                |  |
|                                       |                                    | OL Care Print Shop Web 2.0  | 005214MIU            | 005214MIU            | 005214MIU             | 960                           | 20%               | 768                               | 25.91               | 20.40               | 16.99               | 14.89               | 13.96               |  |
|                                       |                                    | OL Care DirectSmile Pro (Limited 5000 Smilyls)                            | 005215MIU            | 005215MIU            | 005215MIU             | 119                           | 20%               | 96                                | 3.24                | 2.55                | 2.12                | 1.86                | 1.75                |  |
|                                       |                                    | OL Care DirectSmile Creator Pro (Unlimited - Production)                  | 005216MIU            | 005216MIU            | 005216MIU             | 599                           | 20%               | 480                               | 16.19               | 12.75               | 10.62               | 9.31                | 8.73                |  |
|                                       |                                    | OL Care DirectSmile Creator Pro (Limited to Production Upgrade)           | 005217MIU            | 005217MIU            | 005217MIU             | 539                           | 20%               | 432                               | 14.57               | 11.48               | 9.56                | 8.38                | 7.85                |  |
|                                       |                                    | OL Care DirectSmile Creator Pro Additional Server License                 | 005218MIU            | 005218MIU            | 005218MIU             | 479                           | 20%               | 384                               | 12.95               | 10.20               | 8.49                | 7.45                | 6.98                |  |
|                                       |                                    | OL Care Renewal PSM Starter (100,000 records)                             | 005219MIU            | 005219MIU            | 005219MIU             | 169                           | 20%               | 136                               | 4.59                | 3.61                | 3.01                | 2.64                | 2.47                |  |
|                                       |                                    | OL Care Renewal Standard (200,000 records)                                | 005220MIU            | 005220MIU            | 005220MIU             | 237                           | 20%               | 190                               | 6.41                | 5.05                | 4.20                | 3.68                | 3.45                |  |
|                                       |                                    | OL Care Renewal Production (Unlimited Records)                            | 005221MIU            | 005221MIU            | 005221MIU             | 849                           | 20%               | 680                               | 22.94               | 18.06               | 15.04               | 13.19               | 12.36               |  |
|                                       |                                    | OL Care Renewal Production (Unlimited Records) w/ Aotumated Printing      | 005222MIU            | 005222MIU            | 005222MIU             | 1,019                         | 20%               | 816                               | 27.53               | 21.68               | 18.05               | 15.82               | 14.83               |  |
|                                       |                                    | OL Care Renewal Multi-User (2 Users production - Windows)                 | 005223MIU            | 005223MIU            | 005223MIU             | 1,189                         | 20%               | 952                               | 32.11               | 25.29               | 21.06               | 18.46               | 17.31               |  |
|                                       |                                    | OL Care Renewal Multi-User (Additional User)                              | 005224MIU            | 005224MIU            | 005224MIU             | 170                           | 20%               | 136                               | 4.59                | 3.61                | 3.01                | 2.64                | 2.47                |  |
|                                       |                                    | OL Care Renewal Print Renewal Shop Web 2.0                                | 005225MIU            | 005225MIU            | 005225MIU             | 1,360                         | 20%               | 1,088                             | 36.70               | 28.90               | 24.07               | 21.10               | 19.78               |  |
|                                       |                                    | OL Care Renewal DirectSmile Pro (Limited 5000 Smilyls)                    | 005226MIU            | 005226MIU            | 005226MIU             | 169                           | 20%               | 136                               | 4.59                | 3.61                | 3.01                | 2.64                | 2.47                |  |
|                                       |                                    | OL Care Renewal DirectSmile Creator Pro (Unlimited - Production)          | 005227MIU            | 005227MIU            | 005227MIU             | 849                           | 20%               | 680                               | 22.94               | 18.06               | 15.04               | 13.19               | 12.36               |  |
|                                       |                                    | OL Care Renewal DirectSmile Creator Pro Additional Server License         | 005228MIU            | 005228MIU            | 005228MIU             | 679                           | 20%               | 544                               | 18.35               | 14.45               | 12.03               | 10.55               | 9.89                |  |
|                                       |                                    | PrintShop Mail (PSM) Production Bundle, incl. PSM Production (Win/Mac)    | 005281MIU            | 005281MIU            | 005281MIU             | 5,926                         | 20%               | 4,742                             | 159.97              | 125.96              | 104.89              | 91.96               | 86.21               |  |
|                                       |                                    | PrintShop Mail (PSM) Starter Bundle, incl. PSM Starter (Win/Mac), OLCare  | 005282MIU            | 005282MIU            | 005282MIU             | 1,569                         | 20%               | 1,256                             | 42.37               | 33.36               | 27.78               | 24.36               | 22.83               |  |
|                                       |                                    | DirectSmile (DS) Production Bundle, incl. DS Unlimited, OL Care, Training | 005283MIU            | 005283MIU            | 005283MIU             | 5,926                         | 20%               | 4,742                             | 159.97              | 125.96              | 104.89              | 91.96               | 86.21               |  |
|                                       |                                    | DirectSmile Starter Bundle, incl. DS Limited (5000 Smilyls), OL Care, Tra | 005284MIU            | 005284MIU            | 005284MIU             | 1,569                         | 20%               | 1,256                             | 42.37               | 33.36               | 27.78               | 24.36               | 22.83               |  |
|                                       |                                    | PSM NFR License   | 005285MIU            | 005285MIU            | 005285MIU             | 200                           |                   | 200                               | 6.75                | 5.31                | 4.42                | 3.88                | 3.64                |  |
|                                       |                                    | DirectSmile Creator Pro NFR License                                       | 005286MIU            | 005286MIU            | 005286MIU             | 200                           |                   | 200                               | 6.75                | 5.31                | 4.42                | 3.88                | 3.64                |  |
|                                       |                                    | Ricoh, Savin, Lanier Toner Container Return Box                           | 003838MIU            | 003838MIU            | 003838MIU             | 20                            |                   | 20                                | -                   | -                   | -                   | -                   | -                   |  |

**Nexpress Pricing updated February 2010 - Replaces all prior versions**

**NexPress Standard Base Configurations:**

*all presses may require a compressor*

|                    |   | List Price          | Customer Pricing    |
|--------------------|---|---------------------|---------------------|
| <b>SE3600</b>      |   | <b>\$682,000.00</b> | <b>\$425,882.00</b> |
| KCSE3600208V       | Includes: 5 color print engine, HCD, 11K paper supply, ICS, Quick start kit | \$632,000.00        | \$384,706.00        |
| KH2246900          | fe 5 / standard node / SE - v11.x   | \$50,000.00         | \$41,176.00         |
| <b>SE3000</b>      |   | <b>\$642,000.00</b> | <b>\$412,941.00</b> |
| KCSE3000208V       | Includes: 5 color print engine, HCD, 11K paper supply, ICS, Quick start kit | \$592,000.00        | \$371,765.00        |
| KH2246900          | fe 5 / standard node / SE - v11.x   | \$50,000.00         | \$41,176.00         |
| <b>SE2500</b>      |   | <b>\$557,000.00</b> | <b>\$400,000.00</b> |
| KCSE2500208V       | Includes: 5 color print engine, HCD, 11K paper supply, ICS, Quick start kit | \$507,000.00        | \$358,824.00        |
| KH2246900          | fe 5 / standard node / SE - v11.x   | \$50,000.00         | \$41,176.00         |
| <b>Recon. 2500</b> |   | <b>\$437,000.00</b> | <b>\$291,765.00</b> |
| KCSRE2500208V      | Includes: 5 color print engine, HCD, 11K paper supply, ICS, Quick start kit | \$387,000.00        | \$250,588.00        |
| KH2246900          | fe 5 / standard node / SE - v11.x   | \$50,000.00         | \$41,176.00         |
| <b>Recon. 2100</b> |   | <b>\$390,400.00</b> | <b>\$152,353.00</b> |
| KH2142200          | Includes: 5 color print engine, DFE   | \$377,400.00        | \$137,059.00        |
| KH2176700          | NXP ORC DryInk 2100 class QuickStart Kit                                    | \$9,000.00          | \$10,588.00         |
| KH2245500          | NXP Intelligent Callibration System ICS                                     | \$3,000.00          | \$3,529.00          |
| KH2129800          | NXP Clear Intelligent Coating Soln  | \$1,000.00          | \$1,176.00          |

**Training (Operator & Digital Pre-Press) and Start-Up Assistance must be added to above configurations**

|           |   |             |             |
|-----------|---|-------------|-------------|
| KH2123600 | NXP Start-up Assistance                             | \$ 5,000.00 | \$ 5,000.00 |
| KH2126700 | NXP Operator Trng - 2 pers, 5 days in Roch          | \$ 4,000.00 | \$ 4,000.00 |
| KH2141900 | NXP Digital Pre-Press Trng - 1 pers, 5 days in Roch | \$ 4,000.00 | \$ 2,000.00 |

| Product Number | Nexpress Accessories & Services                                    |             |             |
|----------------|--|-------------|-------------|
| KH2171700      | Atlas Copco SF8 Air Supply Syst NXP                                | \$14,500.00 | \$14,500.00 |
| KH2171800      | Atlas Copco SF11 Compressor for 2 NXPs                             | \$18,800.00 | \$22,118.00 |
| KH2226600      | NXP Glossing Unit  | \$60,000.00 | \$44,706.00 |
| KH2154400      | NXP Add Paper Cart HCD   | \$1,900.00  | \$1,882.00  |
| KH2246700      | NXP High Capacity Delivery / SE                                    | \$32,000.00 | \$31,765.00 |
| KH2166200      | NXP 2nd HCD Attach Kit   | \$350.00    | \$374.00    |
| KH2241000      | NXP Specialty Substrate Leveler                                    | \$1,500.00  | \$1,059.00  |
| KH2243600      | NXP 100 to 120 ppm Speed and SE Upgrade Kit (Does NOT include ICS) | \$58,000.00 | \$63,529.00 |
| KH2245400      | NXP Dimensional Clear Consulting 1 Day                             | \$2,000.00  | \$2,353.00  |
| KH2213000      | NXP MICR Add Color Station Kit                                     | \$30,000.00 | \$23,529.00 |
| KH2209900      | NXP Dimensional Clear Add Coating Kit                              | \$5,000.00  | \$5,000.00  |
| KH2248600      | NXP SE or Premier Add Clear Color Station Kit                      | \$5,000.00  | \$3,871.00  |
| KH2248700      | NXP SE or Premier Add Red Color Station Kit                        | \$5,000.00  | \$3,871.00  |
| KH2248800      | NXP SE or Premier Add Blue Color Station Kit                       | \$5,000.00  | \$3,871.00  |
| KH2248900      | NXP SE or Premier Add Green Color Station Kit                      | \$5,000.00  | \$3,871.00  |
| KH2248500      | quick start ORC and dry ink / SE                                   | \$9,000.00  | \$10,588.00 |
| KH2245800      | open input option / SE   | \$8,000.00  | \$9,412.00  |
| KH2249000      | open input upgrade kit / SE  | \$8,000.00  | \$9,412.00  |
| KH2249200      | open output interface kit / SE                                     | \$8,000.00  | \$9,412.00  |
| KH2187800      | NXP ICC Color Profile for Photo Looks                              | \$3,000.00  | \$3,529.00  |
| KH2181800      | NXP Dry Ink Storage Container                                      | \$270.00    | \$318.00    |
| KH2141400      | NXP Apps Consulting Svc 1 Day                                      | \$2,000.00  | \$2,000.00  |
| KH2264400      | NXP Add Clear Color Station Kit Ser num <1000                      | \$5,000.00  | \$5,882.00  |
| KH2264500      | NXP Add Red Color Station Kit Ser num <1000                        | \$5,000.00  | \$5,882.00  |
| KH2264600      | NXP Add Blue Color Station Kit Ser num <1000                       | \$5,000.00  | \$5,882.00  |
| KH2264700      | NXP Add Green Color Station Kit Ser num <1000                      | \$5,000.00  | \$5,882.00  |

Delivery, Shipping and Installation for the NexPress vary by proximity to Rochester, NY.

| Kodak Material Number | Material Description | MSLP | Customer Pricing |
|-----------------------|----------------------|------|------------------|
|-----------------------|----------------------|------|------------------|

Delivery, Shipping and Installation for the DigiMaster is \$2,500.00  
Basic Connectivity Charges Apply.

|                                     |              |
|-------------------------------------|--------------|
| <b>EX110 Standard Configuration</b> | \$95,294.00  |
| <b>EX125 Standard Configuration</b> | \$110,588.00 |
| <b>EX138 Standard Configuration</b> | \$123,529.00 |
| <b>EX150 Standard Configuration</b> | \$135,294.00 |

**Service Options - Variable**  
rates are subjected to annual  
increases through the life of the

|                     |   |              | BASE    | Volume    | B/W CPC |
|---------------------|---|--------------|---------|-----------|---------|
| <b>KHB694215A01</b> | <b>EX300 Standard Configuration</b>             | \$205,882.00 |         |           |         |
| KHB694218A00        | DM EX300 Marking Engine 60Hz/KA                 | \$83,381.00  | \$475   | 0         | 0.0053  |
| KHB694224A00        | Productivity Module 60Hz / KA                   | \$31,259.00  | \$2,850 | 500,000   | 0.0057  |
| KHB694224A00        | Productivity Mod Cab Kit 60Hz/KA                | \$6,300.00   | \$4,050 | 750,000   | 0.0054  |
| KHB694149A00        | DM EX series Cabinetry Kit 60Hz/KA              | \$6,300.00   | \$5,000 | 1,000,000 | 0.0050  |
| KHB694156A00        | DM EX series Inserter 60Hz/KA                   | \$24,879.00  | \$6,750 | 1,500,000 | 0.0045  |
| KHB694237A00        | U24 SCS with R8.00 SW/KA                        | \$16,584.00  | \$8,000 | 2,000,000 | 0.0040  |
| KHB694263M00        | LicKey: R8.00 AP Prod SW, E300                  | \$14,118.00  | \$9,250 | 2,500,000 | 0.0037  |
| KHB694151A00        | DM EX series Finisher 50/60Hz/KA                | \$18,403.00  |         |           |         |
| KHB694242A00        | DM Software Media Kit R8.00                     | \$0.00       |         |           |         |
| KCA14735            | Workflow Service Plan - 3YR Prepaid             | \$4,659.00   |         |           |         |
|                     | <b>E/EX 150 Upgrade from U45, Knights Armor</b> | \$64,706.00  |         |           |         |
| KHB694218A00        | Productivity Module 60Hz / KA                   | \$31,259.00  | \$250   | 0         | 0.0053  |
| KHB694224A00        | Productivity Mod Cab Kit 60Hz/KA                | \$6,300.00   | \$1,650 | 300,000   | 0.0055  |
| KHB694332A00        | U24 SCS Upgrade for U45 R8.0                    | \$18,794.00  | \$2,500 | 500,000   | 0.0050  |
| KHB694229A00        | Dual Print Prep Kit                             | \$1,294.00   | \$3,375 | 750,000   | 0.0045  |
| KHB694322M01        | LicKey: R8.00 AP E150 to R8.00 AP E300          | \$7,059.00   | \$4,000 | 1,000,000 | 0.0040  |
| KHB694242A00        | DM Software Media Kit R8.00                     | \$0.00       | \$4,625 | 1,125,000 | 0.0037  |
|                     | <b>EX 138 Upgrade from U45, Knights Armor</b>   | \$76,471.00  |         |           |         |
| KHB694218A00        | Productivity Module 60Hz / KA                   | \$31,259.00  | \$250   | 0         | 0.0053  |
| KHB694224A00        | Productivity Mod Cab Kit 60Hz/KA                | \$6,300.00   | \$1,650 | 300,000   | 0.0055  |
| KHB694332A00        | U24 SCS Upgrade for U45 R8.0                    | \$18,794.00  | \$2,500 | 500,000   | 0.0050  |
| KHB694229A00        | Dual Print Prep Kit                             | \$1,294.00   | \$3,375 | 750,000   | 0.0045  |
| KHB694331A00        | 110/125/138 Speed Conversion Kit                | \$235.00     | \$4,000 | 1,000,000 | 0.0040  |
| KHB694321M01        | LicKey: R8.00 AP E138 to R8.00 AP E300          | \$18,588.00  | \$4,625 | 1,125,000 | 0.0037  |
| KHB694242A00        | DM Software Media Kit R8.00                     | \$0.00       |         |           |         |
|                     | <b>E/EX 125 Upgrade from U45, Knights Armor</b> | \$89,412.00  |         |           |         |
| KHB694218A00        | Productivity Module 60Hz / KA                   | \$31,259.00  | \$250   | 0         | 0.0053  |
| KHB694224A00        | Productivity Mod Cab Kit 60Hz/KA                | \$6,300.00   | \$1,650 | 300,000   | 0.0055  |
| KHB694332A00        | U24 SCS Upgrade for U45 R8.0                    | \$18,794.00  | \$2,500 | 500,000   | 0.0050  |
| KHB694229A00        | Dual Print Prep Kit                             | \$1,294.00   | \$3,375 | 750,000   | 0.0045  |
| KHB694331A00        | 110/125/138 Speed Conversion Kit                | \$235.00     | \$4,000 | 1,000,000 | 0.0040  |
| KHB694320M01        | LicKey: R8.00 AP E125 to R8.00 AP E300          | \$31,529.00  | \$4,625 | 1,125,000 | 0.0037  |
| KHB694242A00        | DM Software Media Kit R8.00                     | \$0.00       |         |           |         |
|                     | <b>EX 110 Upgrade from U45, Knights Armor</b>   | \$104,706.00 |         |           |         |
| KHB694218A00        | Productivity Module 60Hz / KA                   | \$31,259.00  | \$250   | 0         | 0.0053  |
| KHB694224A00        | Productivity Mod Cab Kit 60Hz/KA                | \$6,300.00   | \$1,650 | 300,000   | 0.0055  |
| KHB694332A00        | U24 SCS Upgrade for U45 R8.0                    | \$18,794.00  | \$2,500 | 500,000   | 0.0050  |
| KHB694229A00        | Dual Print Prep Kit                             | \$1,294.00   | \$3,375 | 750,000   | 0.0045  |
| KHB694331A00        | 110/125/138 Speed Conversion Kit                | \$235.00     | \$4,000 | 1,000,000 | 0.0040  |
| KHB694319M01        | LicKey: R8.00 AP E110 to R8.00 AP E300          | \$46,824.00  | \$4,625 | 1,125,000 | 0.0037  |
| KHB694242A00        | DM Software Media Kit R8.00                     | \$0.00       |         |           |         |
|                     | <b>E/EX 150 Upgrade from U45, Image Light</b>   | \$64,706.00  |         |           |         |
| KHB694222A00        | Productivity Module 60Hz / IL Kodak             | \$31,259.00  | \$250   | 0         | 0.0053  |
| KHB694228A00        | Productivity Mod Cab Kit 60Hz/IL                | \$6,300.00   | \$1,650 | 300,000   | 0.0055  |
| KHB694332A00        | U24 SCS Upgrade for U45 R8.0                    | \$18,794.00  | \$2,500 | 500,000   | 0.0050  |
| KHB694229A00        | Dual Print Prep Kit                             | \$1,294.00   | \$3,375 | 750,000   | 0.0045  |
| KHB694322M01        | LicKey: R8.00 AP E150 to R8.00 AP E300          | \$7,059.00   | \$4,000 | 1,000,000 | 0.0040  |
| KHB694242A00        | DM Software Media Kit R8.00                     | \$0.00       | \$4,625 | 1,125,000 | 0.0037  |
|                     | <b>EX 138 Upgrade from U45, Image Light</b>     | \$76,471.00  |         |           |         |
| KHB694222A00        | Productivity Module 60Hz / IL Kodak             | \$31,259.00  | \$250   | 0         | 0.0053  |
| KHB694228A00        | Productivity Mod Cab Kit 60Hz/IL                | \$6,300.00   | \$1,650 | 300,000   | 0.0055  |
| KHB694332A00        | U24 SCS Upgrade for U45 R8.0                    | \$18,794.00  | \$2,500 | 500,000   | 0.0050  |
| KHB694229A00        | Dual Print Prep Kit                             | \$1,294.00   | \$3,375 | 750,000   | 0.0045  |
| KHB694331A00        | 110/125/138 Speed Conversion Kit                | \$235.00     | \$4,000 | 1,000,000 | 0.0040  |

|  |   |              |         |           |          |
|--|---|--------------|---------|-----------|----------|
| KHB694321M01   | LicKey: R8.00 AP E138 to R8.00 AP E300  | \$18,588.00  | \$4,625 | 1,125,000 | 0.0037   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$0.00       |         |           |          |
| <b>E/EX 125 Upgrade from U45, Image Light</b>            |   |              |         |           |          |
| KHB694222A00   | Productivity Module 60Hz / IL Kodak     | \$89,412.00  | BASE    | Volume    | B/W CPC  |
| KHB694228A00   | Productivity Mod Cab Kit 60Hz/IL        | \$31,259.00  | \$250   | 0         | 0.0053   |
| KHB694332A00   | U24 SCS Upgrade for U45 R8.0            | \$6,300.00   | \$1,650 | 300,000   | 0.0055   |
| KHB694229A00   | Dual Print Prep Kit                     | \$18,794.00  | \$2,500 | 500,000   | 0.0050   |
| KHB694331A00   | 110/125/138 Speed Conversion Kit        | \$1,294.00   | \$3,375 | 750,000   | 0.0045   |
| KHB694320M01   | LicKey: R8.00 AP E125 to R8.00 AP E300  | \$235.00     | \$4,000 | 1,000,000 | 0.0040   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$31,529.00  | \$4,625 | 1,125,000 | 0.0037   |
|  |   | \$0.00       |         |           |          |
| <b>EX 110 Upgrade from U45, Image Light</b>              |   |              |         |           |          |
| KHB694222A00   | Productivity Module 60Hz / IL Kodak     | \$104,706.00 | BASE    | Volume    | B/W CPC  |
| KHB694228A00   | Productivity Mod Cab Kit 60Hz/IL        | \$31,259.00  | \$250   | 0         | 0.0053   |
| KHB694332A00   | U24 SCS Upgrade for U45 R8.0            | \$6,300.00   | \$1,650 | 300,000   | 0.0055   |
| KHB694229A00   | Dual Print Prep Kit                     | \$18,794.00  | \$2,500 | 500,000   | 0.0050   |
| KHB694331A00   | 110/125/138 Speed Conversion Kit        | \$1,294.00   | \$3,375 | 750,000   | 0.0045   |
| KHB694319M01   | LicKey: R8.00 AP E110 to R8.00 AP E300  | \$235.00     | \$4,000 | 1,000,000 | 0.0040   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$46,824.00  | \$4,625 | 1,125,000 | 0.0037   |
|  |   | \$0.00       |         |           |          |
| <b>E/EX 150 Upgrade from non-U45 system, Image Light</b> |   |              |         |           |          |
| KHB694222A00   | Productivity Module 60Hz / IL Kodak     | \$64,706.00  | BASE    | Volume    | B/W CPC  |
| KHB694228A00   | Productivity Mod Cab Kit 60Hz/IL        | \$31,259.00  | \$250   | 0         | 0.0053   |
| KHB694241A00   | U24 SCS Upgr for U30/60/10,V240 R8.0/IL | \$6,300.00   | \$1,650 | 300,000   | 0.0055   |
| KHB694229A00   | Dual Print Prep Kit                     | \$18,794.00  | \$2,500 | 500,000   | 0.0050   |
| KHB694322M01   | LicKey: R8.00 AP E150 to R8.00 AP E300  | \$1,294.00   | \$3,375 | 750,000   | 0.0045   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$7,059.00   | \$4,000 | 1,000,000 | 0.0040   |
|  |   | \$0.00       | \$4,625 | 1,125,000 | 0.0037   |
|  |   |              |         |           |          |
| <b>EX 138 Upgrade from non-U45 system, Image Light</b>   |   |              |         |           |          |
| KHB694222A00   | Productivity Module 60Hz / IL Kodak     | \$76,471.00  | BASE    | Volume    | B/W CPC  |
| KHB694228A00   | Productivity Mod Cab Kit 60Hz/IL        | \$31,259.00  | \$250   | 0         | 0.0053   |
| KHB694241A00   | U24 SCS Upgr for U30/60/10,V240 R8.0/IL | \$6,300.00   | \$1,650 | 300,000   | 0.0055   |
| KHB694229A00   | Dual Print Prep Kit                     | \$18,794.00  | \$2,500 | 500,000   | 0.0050   |
| KHB694331A00   | 110/125/138 Speed Conversion Kit        | \$1,294.00   | \$3,375 | 750,000   | 0.0045   |
| KHB694321M01   | LicKey: R8.00 AP E138 to R8.00 AP E300  | \$235.00     | \$4,000 | 1,000,000 | 0.0040   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$18,588.00  | \$4,625 | 1,125,000 | 0.0037   |
|  |   | \$0.00       |         |           |          |
| <b>E/EX 125 Upgrade from non-U45 system, Image Light</b> |   |              |         |           |          |
| KHB694222A00   | Productivity Module 60Hz / IL Kodak     | \$89,412.00  | BASE    | Volume    | B/W CPC  |
| KHB694228A00   | Productivity Mod Cab Kit 60Hz/IL        | \$31,259.00  | \$250   | 0         | 0.0053   |
| KHB694241A00   | U24 SCS Upgr for U30/60/10,V240 R8.0/IL | \$6,300.00   | \$1,650 | 300,000   | 0.0055   |
| KHB694229A00   | Dual Print Prep Kit                     | \$18,794.00  | \$2,500 | 500,000   | 0.0050   |
| KHB694331A00   | 110/125/138 Speed Conversion Kit        | \$1,294.00   | \$3,375 | 750,000   | 0.0045   |
| KHB694320M01   | LicKey: R8.00 AP E125 to R8.00 AP E300  | \$235.00     | \$4,000 | 1,000,000 | 0.0040   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$31,529.00  | \$4,625 | 1,125,000 | 0.0037   |
|  |   | \$0.00       |         |           |          |
| <b>EX 110 Upgrade from non-U45 system, Image Light</b>   |   |              |         |           |          |
| KHB694222A00   | Productivity Module 60Hz / IL Kodak     | \$104,706.00 | BASE    | Volume    | B/W CPC  |
| KHB694228A00   | Productivity Mod Cab Kit 60Hz/IL        | \$31,259.00  | \$250   | 0         | 0.0053   |
| KHB694241A00   | U24 SCS Upgr for U30/60/10,V240 R8.0/IL | \$6,300.00   | \$1,650 | 300,000   | 0.0055   |
| KHB694229A00   | Dual Print Prep Kit                     | \$18,794.00  | \$2,500 | 500,000   | 0.0050   |
| KHB694331A00   | 110/125/138 Speed Conversion Kit        | \$1,294.00   | \$3,375 | 750,000   | 0.0045   |
| KHB694319M01   | LicKey: R8.00 AP E110 to R8.00 AP E300  | \$235.00     | \$4,000 | 1,000,000 | 0.0040   |
| KHB694242A00   | DM Software Media Kit R8.00             | \$46,824.00  | \$4,625 | 1,125,000 | 0.0037   |
|  |   | \$0.00       |         |           |          |
| KCA14665   | Lic Key: Output Density Modification    | \$0          |         |           |          |
| KHB694045A00   | DM Software Media Kit R7.01             | \$0          |         |           |          |
| KN000349700  | LIC. KEY 6.00 SP TO 6.01 SP SW 110      | \$0          |         |           |          |
| KN000349800  | LIC. KEY 6.00 AP TO 6.01 AP SW 110      | \$0          |         |           |          |
| KN000349900  | LIC. KEY 6.00 AP TO 6.01 AP SW 125 E    | \$0          |         |           |          |
| KN000350000  | LIC. KEY 6.00 AP TO 6.01 AP SW 150      | \$0          |         |           |          |
| KN000350100  | LIC. KEY 6.00 AP TO 6.01 AP SW 150 E    | \$0          |         |           |          |
| KN000434100  | DPS Software Media Kit w/patch R6.01    | \$0          |         |           |          |
| KN000488101  | DM Software Media Kit R7.0              | \$0          |         |           |          |
| KN000536600  | Tablet Maker-TRC 7.0 Upgrade            | \$0          |         |           |          |
| KCA12304   | Lic Key: Custom Paper Size Option       | \$1,800      |         |           | \$1.00   |
| KCA12306   | Lic Key: SNMP Option                    | \$0          |         |           | \$1.00   |
| KCA12307   | Lic Key: Enhanced Maintenance Option    | \$0          |         |           | \$1.00   |
| KC5E3151   | REMOVAL KIT-STACKER CART                | \$40         |         |           | \$39.00  |
| KC5E3159   | REMOVAL KIT-VENT KIT                    | \$57         |         |           | \$48.00  |
| KC5E3180   | REMOVAL KIT-BOOKLET MAKER               | \$95         |         |           | \$71.00  |
| KC5E3156   | REMOVAL KIT-FINISHER                    | \$70         |         |           | \$72.00  |
| KC5E3163   | REMOVAL KIT-STACKER                     | \$85         |         |           | \$82.00  |
| KCA14739   | Workflow Service Plan: 1 Month Term     | \$150        |         |           | \$129.00 |

|              |   |         |            |
|--------------|---|---------|------------|
| KCA10561     | Custom Paper: Upper Drawer Kit          | \$250   | \$231.00   |
| KC3E3849     | Perfect Binder Power Cord, 60Hz (108")  | \$325   | \$259.00   |
| KC1220185    | DM Operator Attention Light             | \$375   | \$264.00   |
| KHB694160A00 | DM Operator Attention Light/KA          | \$375   | \$264.00   |
| KC3E3839     | Perfect Binder Power Cord, 60Hz (174")  | \$355   | \$271.00   |
| KN000526200  | V240 memory Upgrade kit                 | \$484   | \$302.00   |
| KCA00140     | Custom Paper: 18" Middle Drawer Kit     | \$570   | \$337.00   |
| KC3E2627     | DM 18" Finisher Kit-Wh Grey             | \$630   | \$412.00   |
| KC3E2629     | DM 18" Finisher Kit-Image Lt            | \$630   | \$412.00   |
| KHB670630A00 | DM 18" Fin Kit/KA                       | \$630   | \$412.00   |
| KHB670595A00 | Attention Light Ay-SL                   | \$750   | \$414.00   |
| KN000536500  | Tablet Maker-TRC 7.0 New                | \$800   | \$441.00   |
| KCA12054     | Custom Paper: 18" Lower Drawer Kit      | \$800   | \$499.00   |
| KC8369779    | DM Stacker Cart                         | \$750   | \$504.00   |
| KHB694051A00 | DM EX series Stacker Cart/KA            | \$750   | \$504.00   |
| KCA10565     | Custom Paper: Middle Drawer Kit         | \$550   | \$561.00   |
| KCA12468     | Custom SW: App Pak/TRC Bundle           | \$1,000 | \$588.00   |
| KCA14099     | Custom SW: Paper Transformer            | \$750   | \$588.00   |
| KCA14652     | Custom SW: PCL Tray Select              | \$750   | \$588.00   |
| KCA14844     | Custom SW: Enhanced E-Mail              | \$1,000 | \$588.00   |
| KHR696411A00 | SmartBoard 5.0 bw SW upg 4              | \$1,000 | \$588.00   |
| KHR696412A00 | SmartBoard 5.0 bw SW upg 4 / JP         | \$1,000 | \$588.00   |
| KHR696417A00 | SmartBoard 5.0 bw/color SW upg 4 / JP   | \$1,000 | \$588.00   |
| KHR696432A00 | SmartBoard 5.0 bw to bw/color SW upg 4  | \$1,000 | \$588.00   |
| KCA10569     | Custom Paper: Lower Drawer Kit          | \$575   | \$592.00   |
| KN000526100  | Ultra 10 Memory Upgrade Kit             | \$924   | \$604.00   |
| KC3E3864     | DM Stacker Bypass Upgrade Kit           | \$1,000 | \$624.00   |
| KCA10557     | Custom Paper: Registration Kit          | \$650   | \$624.00   |
| KCA00141     | DM 9110 Paper Size Upgrade Kit, PSM     | \$1,380 | \$642.00   |
| KC8711418    | DM External Vent Kit                    | \$750   | \$682.00   |
| KCA13643     | Custom SW: Booklet Maker Sheet Count    | \$1,200 | \$706.00   |
| KCA12053     | Custom Paper: 8.5 Mid/Lower Drawer Kit  | \$1,000 | \$873.00   |
| KCA14791     | Custom SW: Flash TIFF                   | \$1,500 | \$882.00   |
| KHR696419A00 | SmartBoard 5.0 bw/color SW demo         | n/a     | \$882.00   |
| KCA14419     | Custom SW: CoXist Upgrade               | \$1,500 | \$1,176.00 |
| KCA14420     | Custom SW: CoXist Pro Upgrade           | \$1,500 | \$1,176.00 |
| KCA09927     | Custom HW: Paper Drawer Leveler Kit     | \$1,500 | \$1,247.00 |
| KCA11788     | DM Toning Station Cart                  | \$1,950 | \$1,292.00 |
| KC3E2615     | DM 110 Finisher Bypass                  | \$2,375 | \$1,374.00 |
| MU220001500  | EX series finisher bypass               | \$2,375 | \$1,374.00 |
| KCA14180     | Custom SW: Hold Queue                   | \$1,800 | \$1,412.00 |
| KCA14667     | Lic Key: PCL Interpreter Option         | \$2,400 | \$1,412.00 |
| KCA00142     | DM 9110 Paper Size Upgrade Kit, ME      | \$2,320 | \$1,447.00 |
| KHR696413A00 | SmartBoard suite 5.0 bw SW upg 4        | \$2,500 | \$1,471.00 |
| KHR696418A00 | SmartBoard suite 5.0 bw/color SW upg 4  | \$2,500 | \$1,471.00 |
| KN000054900  | Custom Paper: 11x14 Upper Drawer Kit    | \$3,100 | \$1,933.00 |
| KCA13840     | Custom SW: CoXist to CoXist Pro Upgrade | \$2,200 | \$2,118.00 |
| KN000536800  | CoXist 7.0 Upgrade                      | \$2,200 | \$2,118.00 |
| KCA14662     | Lic Key: Extended Paper Size Option     | \$4,000 | \$2,353.00 |
| KCA14663     | Lic Key: Enhanced Feed Mode Option      | \$4,000 | \$2,353.00 |
| KCA14664     | Lic Key: Digital Print Quality Option   | \$4,000 | \$2,353.00 |
| KCA11798     | DM 9110m Standard Toning Station Kit    | \$3,890 | \$2,571.00 |
| KHB694169A00 | AIB: Perfect Binder/KA                  | \$3,150 | \$2,619.00 |
| MU202003000  | Accessory Interface: Perfect Binder     | \$5,000 | \$2,619.00 |
| KHB694158A00 | DM EX series Aux PSM Upgr Kit/KA        | \$5,000 | \$2,744.00 |
| KN000053800  | DM Auxiliary PSM Upgrade Kit            | \$5,000 | \$2,744.00 |
| KCA14734     | WorkFlow Service Plan: 2YR Prepaid      | \$3,600 | \$3,106.00 |
| KCA13595     | Custom SW: Job Order Integrity for R5   | \$4,200 | \$3,294.00 |
| KCA13683     | Change of Service Provider Fee          | \$6,000 | \$3,529.00 |
| KCA14847     | Custom SW: Job Order Integrity for R6   | \$6,000 | \$3,529.00 |
| KHB694099M00 | Lic. Key R6.00 SP to R7.01 SP, 110      | \$7,500 | \$3,529.00 |
| KHB694100M00 | Lic. Key R6.00 AP to R7.01 AP, 110      | \$7,500 | \$3,529.00 |
| KHB694101M00 | Lic. Key R6.00 AP to R7.01 AP, E125     | \$7,500 | \$3,529.00 |
| KHB694102M00 | Lic. Key R6.00 AP to R7.01 AP, 9150     | \$7,500 | \$3,529.00 |
| KHB694103M00 | Lic. Key R6.00 AP to R7.01 AP, E150     | \$7,500 | \$3,529.00 |
| KHB694104M00 | Lic. Key R6.01 SP to R7.01 SP, 110      | \$7,500 | \$3,529.00 |
| KHB694105M00 | Lic. Key R6.01 AP to R7.01 AP, 110      | \$7,500 | \$3,529.00 |
| KHB694106M00 | Lic. Key R6.01 AP to R7.01 AP, E125     | \$7,500 | \$3,529.00 |
| KHB694107M00 | Lic. Key R6.01 AP to R7.01 AP, 9150     | \$7,500 | \$3,529.00 |
| KHB694108M00 | Lic. Key R6.01 AP to R7.01 AP, E150     | \$7,500 | \$3,529.00 |
| KHB694109M00 | Lic. Key R7.00 SP to R7.01 SP, 110      | \$7,500 | \$3,529.00 |
| KHB694110M00 | Lic. Key R7.00 AP to R7.01 AP, 110      | \$7,500 | \$3,529.00 |
| KHB694111M00 | Lic. Key R7.00 SP to R7.01 SP, E110     | \$7,500 | \$3,529.00 |
| KHB694112M00 | Lic. Key R7.00 AP to R7.01 AP, E110     | \$7,500 | \$3,529.00 |
| KHB694113M00 | Lic. Key R7.00 AP to R7.01 AP, E125     | \$7,500 | \$3,529.00 |

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|--------------|---|----------|------------|
| KHB694114M00 | Lic. Key R7.00 AP to R7.01 AP, E138       | \$7,500  | \$3,529.00 |
| KHB694115M00 | Lic. Key R7.00 AP to R7.01 AP, 9150       | \$7,500  | \$3,529.00 |
| KHB694116M00 | Lic. Key R7.00 AP to R7.01 AP, E150       | \$7,500  | \$3,529.00 |
| KHB694121M00 | Lic Key 7.01 SP Prod SW Recon 110         | \$7,500  | \$3,529.00 |
| KN000348500  | LIC. KEY 5.01 SP TO 6.01 SP SW 110        | \$7,500  | \$3,529.00 |
| KN000348600  | LIC. KEY 5.01 DP TO 6.01 AP SW 110        | \$7,500  | \$3,529.00 |
| KN000348700  | LIC. KEY 5.01 AP TO 6.01 AP SW 110        | \$7,500  | \$3,529.00 |
| KN000348800  | LIC. KEY 5.01 API TO 6.01 AP SW 150       | \$7,500  | \$3,529.00 |
| KN000348900  | LIC. KEY 5.01 DP MICR TO 6.01 AP SW 110   | \$7,500  | \$3,529.00 |
| KN000349000  | LIC. KEY 5.01 AP MICR TO 6.01 AP SW 110   | \$7,500  | \$3,529.00 |
| KN000349100  | LIC. KEY 5.02 SP TO 6.01 SP SW 110        | \$7,500  | \$3,529.00 |
| KN000349200  | LIC. KEY 5.02 DP TO 6.01 AP SW 110        | \$7,500  | \$3,529.00 |
| KN000349300  | LIC. KEY 5.02 AP TO 6.01 AP SW 110        | \$7,500  | \$3,529.00 |
| KN000349400  | LIC. KEY 5.02 API TO 6.01 AP SW 150       | \$7,500  | \$3,529.00 |
| KN000349500  | LIC. KEY 5.02 DP MICR TO 6.01 AP SW 110   | \$7,500  | \$3,529.00 |
| KN000349600  | LIC. KEY 5.02 AP MICR TO 6.01 AP SW 110   | \$7,500  | \$3,529.00 |
| KN000475600  | Lic Key-7.00 SP SW Reconditioned 110ppm   | \$7,500  | \$3,529.00 |
| KN000477900  | Lic Key-6.0 SP to 7.0 SP 110 or RECON110  | \$7,500  | \$3,529.00 |
| KN000478000  | Lic Key-6.0 AP to 7.0 AP 110 or RECON110  | \$7,500  | \$3,529.00 |
| KN000478100  | Lic Key-6.0 AP to 7.0 AP SW E125          | \$7,500  | \$3,529.00 |
| KN000478200  | Lic Key-6.0 AP to 7.0 AP 150 or RECON150  | \$7,500  | \$3,529.00 |
| KN000478300  | Lic Key-6.0 AP to 7.0 AP SW E150          | \$7,500  | \$3,529.00 |
| KN000478400  | Lic Key-6.01 SP to 7.0 SP 110 or RECON110 | \$7,500  | \$3,529.00 |
| KN000478500  | Lic Key-6.01 AP to 7.0 AP 110 or RECON110 | \$7,500  | \$3,529.00 |
| KN000478600  | Lic Key-6.01 AP to 7.0 AP SW E125         | \$7,500  | \$3,529.00 |
| KN000478700  | Lic Key-6.01 AP to 7.0 AP 150 or RECON150 | \$7,500  | \$3,529.00 |
| KN000478800  | Lic Key-6.01 AP to 7.0 AP SW E150         | \$7,500  | \$3,529.00 |
| KN000202800  | EX series MICR install kit                | \$6,400  | \$3,991.00 |
| KCA13906     | Accessory Interface: Coverbind/Bindomatic | \$5,000  | \$4,118.00 |
| KHB694163A00 | AIB: Coverbind/Bindomatic/KA              | \$5,000  | \$4,118.00 |
| KHB694166A00 | AIB: Stahl Folder/KA                      | \$5,000  | \$4,118.00 |
| KHB694167A00 | AIB: Watkiss BM/KA                        | \$5,000  | \$4,118.00 |
| KHB694168A00 | AIB: Baeuerle CAS52/KA                    | \$5,000  | \$4,118.00 |
| KHR696408A00 | SmartBoard 5.0 bw SW                      | \$13,000 | \$4,118.00 |
| KHR696409A00 | SmartBoard 5.0 bw SW / Japan              | \$13,000 | \$4,118.00 |
| KHR696414A00 | SmartBoard 5.0 bw/color SW / Japan        | \$13,000 | \$4,118.00 |
| KN000210400  | Accessory Interface: Stahl Folder         | \$5,000  | \$4,118.00 |
| KN000279100  | Accessory Interface: Watkiss BM"          | \$5,000  | \$4,118.00 |
| KN000279200  | Accessory Interface: Baeuerle CAS52       | \$5,000  | \$4,118.00 |
| KHB694164A00 | AIB: 4 Head Bourg BM/KA                   | \$5,000  | \$4,365.00 |
| KHB694165A00 | AIB: Stacker Side Eject/KA                | \$5,000  | \$4,365.00 |
| KN000118500  | Accessory Interface: 4 Head Bourg BM      | \$5,000  | \$4,365.00 |
| KN000118600  | Accessory Interface: Stacker Side Eject   | \$5,000  | \$4,365.00 |
| KN000380200  | Lic Key 6.01 SP Software 110 Recon        | \$12,000 | \$4,588.00 |
| KCA12052     | Custom Paper: 8.5 Reg/Fuser/Wick Kit      | \$4,800  | \$4,614.00 |
| KCA14735     | WorkFlow Service Plan: 3YR Prepaid        | \$5,400  | \$4,659.00 |
| KHB694057A00 | DM EX series Perf Bndr-Output/KA          | \$6,000  | \$4,706.00 |
| KN000348100  | LIC. KEY 4.X BSC DUP TO 6.01 SP SW 110    | \$10,950 | \$5,153.00 |
| KN000348200  | LIC. KEY 4.X BSC DUP/PRN TO 6.01 SP 110   | \$10,950 | \$5,153.00 |
| KHR696410A00 | SmartBoard suite 5.0 bw SW                | \$15,000 | \$5,294.00 |
| KHR696415A00 | SmartBoard suite 5.0 bw/color SW          | \$15,000 | \$5,294.00 |
| KCA12305     | Lic Key: Kanji Font Option                | \$9,600  | \$5,647.00 |
| KN000348400  | LIC. KEY 4.X PRNTER TO 6.01 AP SW 110     | \$12,675 | \$5,965.00 |
| KHB694149A00 | DM EX series Cab. Kit 60Hz/KA             | \$11,806 | \$6,300.00 |
| KCA14689     | Lic Key: R6.00 SP to R6.00 AP, 110        | \$13,000 | \$6,118.00 |
| KHB694117M00 | Lic. Key R7.01 SP to R7.01 AP, 110        | \$13,000 | \$6,118.00 |
| KHB694118M00 | Lic. Key R7.01 SP to R7.01 AP, E110       | \$13,000 | \$6,118.00 |
| KN000350200  | LIC. KEY 6.01 SP TO 6.01 AP SW 110        | \$13,000 | \$6,118.00 |
| KN000478900  | Lic Key-7.0 SP to 7.0 AP 110 or RECON110  | \$13,000 | \$6,118.00 |
| KN000479000  | Lic Key-7.0SP to 7.0 AP E110or RECON E110 | \$13,000 | \$6,118.00 |
| KCA14736     | WorkFlow Service Plan: 4YR Prepaid        | \$7,200  | \$6,212.00 |
| KCA09519     | DM Roll Feed Interface Kit                | \$9,750  | \$6,235.00 |
| KHB670597A00 | EX series ME rollfeed kit/KA              | \$9,750  | \$6,235.00 |
| KHB694159A00 | DM Roll Feed Interface-Kit PSM/KA         | \$9,750  | \$6,235.00 |
| KN000465100  | EX series ME Rollfeed Kit, Kodak          | \$9,750  | \$6,235.00 |
| KN000348300  | LIC. KEY 4.X BSC DUP/PRN TO 6.01 AP 110   | \$13,967 | \$6,573.00 |
| MU204107000  | Punch Tool: 2-Hole, 7 mm, A4              | \$7,550  | \$6,588.00 |
| MU204107800  | Punch Tool: 3-Hole, 8 mm, Ltr             | \$7,550  | \$6,588.00 |
| MU204108600  | Punch Tool: 4-Hole, 7 mm, A4              | \$7,550  | \$6,588.00 |
| KHB694067M00 | Lic. Key R7.01 SP Prod SW, 9110           | \$12,000 | \$7,059.00 |
| KHB694069M00 | Lic. Key R7.01 SP Prod SW, E110           | \$12,000 | \$7,059.00 |
| KHB694087M00 | Lic. Key R5.01 SP to R7.01 SP, 110        | \$12,000 | \$7,059.00 |
| KHB694088M00 | Lic. Key R5.01 DP to R7.01 AP, 110        | \$12,000 | \$7,059.00 |
| KHB694089M00 | Lic. Key R5.01 AP to R7.01 AP, 110        | \$12,000 | \$7,059.00 |
| KHB694090M00 | Lic. Key R5.01 AP to R7.01 AP, 9150       | \$12,000 | \$7,059.00 |

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| KHB694091M00 | Lic. Key R5.01 DP to R7.01 AP, 110 MICR  | \$12,000 | \$7,059.00  |
| KHB694092M00 | Lic. Key R5.01 AP to R7.01 AP, 110 MICR  | \$12,000 | \$7,059.00  |
| KHB694093M00 | Lic. Key R5.02 SP to R7.01 SP, 110       | \$12,000 | \$7,059.00  |
| KHB694094M00 | Lic. Key R5.02 DP to R7.01 AP, 110       | \$12,000 | \$7,059.00  |
| KHB694095M00 | Lic. Key R5.02 AP to R7.01 AP, 110       | \$12,000 | \$7,059.00  |
| KHB694096M00 | Lic. Key R5.02 AP to R7.01 AP, 9150      | \$12,000 | \$7,059.00  |
| KHB694097M00 | Lic. Key R5.02 DP to R7.01 AP, 110 MICR  | \$12,000 | \$7,059.00  |
| KHB694098M00 | Lic. Key R5.02 AP to R7.01 AP, 110 MICR  | \$12,000 | \$7,059.00  |
| KHB694122M00 | Lic Key 7.01 AP Prod SW Recon 9150       | \$12,000 | \$7,059.00  |
| KN000476700  | Lic Key-5.01 SP to 7.0 SP SW 110ppm      | \$12,000 | \$7,059.00  |
| KN000476800  | Lic Key-5.01 DP to 7.0 SP SW 110ppm      | \$12,000 | \$7,059.00  |
| KN000476900  | Lic Key-5.01 AP to 7.0 AP SW 110ppm      | \$12,000 | \$7,059.00  |
| KN000477000  | Lic Key-5.01 APi to 7.0 AP SW 150ppm     | \$12,000 | \$7,059.00  |
| KN000477100  | Lic Key-5.01 DP MICR to 7.0 AP SW 110ppm | \$12,000 | \$7,059.00  |
| KN000477200  | Lic Key-5.01 AP MICR to 7.0 AP SW 110ppm | \$12,000 | \$7,059.00  |
| KN000477300  | Lic Key-5.02 SP to 7.0 SP SW 110ppm      | \$12,000 | \$7,059.00  |
| KN000477400  | Lic Key-5.02 DP to 7.0 AP SW 110ppm      | \$12,000 | \$7,059.00  |
| KN000477500  | Lic Key-5.02 AP to 7.0 AP SW 110ppm      | \$12,000 | \$7,059.00  |
| KN000477600  | Lic Key-5.02 APi to 7.0 AP SW 150ppm     | \$12,000 | \$7,059.00  |
| KN000477700  | Lic Key-5.02 DP MICR to 7.0 AP SW 110ppm | \$12,000 | \$7,059.00  |
| KN000477800  | Lic Key-5.02 AP MICR to 7.0 AP SW 110ppm | \$12,000 | \$7,059.00  |
| KCA14737     | WorkFlow Service Plan: 5YR Prepaid       | \$9,000  | \$7,765.00  |
| KN000202900  | 150 MICR Install Kit                     | \$13,400 | \$8,231.00  |
| KHB694083M00 | Lic. Key R4 BSC Dup to R7.01 SP, 110     | \$14,500 | \$8,682.00  |
| KHB694084M00 | Lic. Key R4 BSC Dup/Prn to R7.01 SP, 110 | \$18,000 | \$8,682.00  |
| KN000476300  | Lic Key-4.X BSC DUP to 7.0 SP SW 110ppm  | \$14,500 | \$8,682.00  |
| KN000476400  | Lic Key-4.X BSC DUP PRN to 7.0 SP 110ppm | \$14,500 | \$8,682.00  |
| KCA14738     | WorkFlow Service Plan: 6YR Prepaid       | \$10,800 | \$9,318.00  |
| KCA14666     | Lic Key: MICR Option                     | \$16,000 | \$9,412.00  |
| KHB694086M00 | Lic. Key R4 Printer to R7.01 AP, 110     | \$18,000 | \$9,494.00  |
| KN000476600  | Lic Key-4.X Printer to 7.0 AP SW 110ppm  | \$18,000 | \$9,494.00  |
| KHB694085M00 | Lic. Key R4 DLX Dup/Prn to R7.01 AP, 110 | \$18,500 | \$10,102.00 |
| KN000476500  | Lic Key-4.X DLX DUP PRN to 7.0 AP 110ppm | \$18,500 | \$10,102.00 |
| MU204120100  | Punch Tool: 21-Hole, Plastic Comb, A4    | \$12,000 | \$10,506.00 |
| MU204120200  | Punch Tool: 23-Hole (2:1), Rect, A4      | \$12,000 | \$10,506.00 |
| MU204120300  | Punch Tool: 34-Hole (3:1), Square, A4    | \$12,000 | \$10,506.00 |
| MU204120400  | Punch Tool: 23-Hole (2:1), Round, A4     | \$12,000 | \$10,506.00 |
| MU204120500  | Punch Tool: 34-Hole (3:1), Round, A4     | \$12,000 | \$10,506.00 |
| MU204120600  | Punch Tool: 19-Hole, Plastic Comb, Ltr   | \$12,000 | \$10,506.00 |
| MU204120800  | Punch Tool: 32-Hole (3:1), Square, Ltr   | \$12,000 | \$10,506.00 |
| MU204120900  | Punch Tool: 21-Hole (2:1), Round, Ltr    | \$12,000 | \$10,506.00 |
| MU204121000  | Punch Tool: 32-Hole (3:1), Round, Ltr    | \$12,000 | \$10,506.00 |
| KCA00396     | Custom SW: CoXist                        | \$13,600 | \$11,294.00 |
| KN000536700  | CoXist 7.0 New                           | \$13,600 | \$11,294.00 |
| KN000336400  | Punch Tool: 11-Hole (1:1), 3mm, Letter   | \$15,675 | \$11,765.00 |
| MU204142200  | Punch Tool: 4-Hole, 8 mm, A4             | \$13,500 | \$11,765.00 |
| MU204143400  | Punch Tool: 5-Hole, 5/16", Ltr           | \$13,500 | \$11,765.00 |
| MU204146800  | Punch Tool: 3-Hole, 10 mm, Ltr           | \$13,500 | \$11,765.00 |
| KHB694056A00 | DM EX series Perf Bndr-Input/KA          | \$15,289 | \$12,531.00 |
| MU204120700  | Punch Tool: 21-Hole (2:1), Rect, Ltr     | \$13,900 | \$12,118.00 |
| MU204165000  | Punch Tool: 21-Hole (2:1), Rect, Custom  | \$13,900 | \$12,118.00 |
| MU204166000  | Punch Tool: 32-Hole (3:1), Square, Custm | \$13,900 | \$12,118.00 |
| MU204148400  | Punch Tool: 5-Hole (EU 2/US 3), Ltr      | \$14,700 | \$11,765.00 |
| MU204149900  | Punch Tool: 7-hole 8mm (3- & 4-hole)     | \$14,700 | \$11,765.00 |
| KCA13958     | Custom SW: CoXist Pro                    | \$16,500 | \$13,412.00 |
| KHB694068M00 | Lic. Key R7.01 AP Prod SW, 9110,9110m    | \$50,000 | \$14,118.00 |
| KHB694070M00 | Lic. Key R7.01 AP Prod SW, E110          | \$50,000 | \$14,118.00 |
| KHB694071M00 | Lic. Key R7.01 AP Prod SW, E125          | \$50,000 | \$14,118.00 |
| KHB694072M00 | Lic. Key R7.01 AP Prod SW, E138          | \$50,000 | \$14,118.00 |
| KHB694074M00 | Lic. Key R7.01 AP Prod SW, E150          | \$50,000 | \$14,118.00 |
| KHB694131M00 | Lic Key 7.01 AP Prod SW Recon E125       | \$25,000 | \$14,118.00 |
| KHB694132A02 | Lic Key 7.01 AP Prod SW Recon E150       | \$25,000 | \$14,118.00 |
| KHB694152A00 | DM EX series PSM 60Hz/KA                 | \$18,400 | \$15,189.00 |
| KN000496200  | DM EX series Paper Supply Module 60Hz    | \$18,400 | \$15,189.00 |
| KHB694161A00 | U45 SCS with R7.01 SW/KA                 | \$33,250 | \$16,584.00 |
| KHB694011M00 | SCS Hardware upgrade host id fee         | n/a      | \$16,471.00 |
| KHB694151A00 | DM EX series Finisher 50/60Hz/KA         | \$34,490 | \$18,403.00 |
| MU204141200  | Punch Tool: 44-Hole (4:1), Double D, Ltr | \$20,150 | \$17,529.00 |
| MU204144700  | Punch Tool: 20-Hole, Plastic Comb, A4    | \$20,150 | \$17,529.00 |
| MU204149000  | Punch Tool: 44-Hole (4:1), 3 mm, Ltr     | \$20,150 | \$17,529.00 |
| MU204162000  | Punch Tool: 7-Hole, 9/32", Ltr           | \$20,150 | \$11,765.00 |
| KHB694162A00 | U45 SCS Field Upgrade Kit R7.01          | \$36,500 | \$18,794.00 |
| KHB694154A00 | DM EXseries Extended PSM 60Hz/KA         | \$22,000 | \$20,427.00 |
| KN000490000  | DM EX series Extended PSM 60Hz           | \$22,000 | \$20,427.00 |
| MU204146100  | Punch Tool: 33-Hole (3:1), Double D, Ltr | \$22,375 | \$19,500.00 |

|              |  |           |             |
|--------------|--|-----------|-------------|
| MU204161000  | Punch Tool: 44-Hole (.2475), 4.3 mm, Ltr | \$22,375  | \$17,529.00 |
| MU204163000  | Punch Tool: 43-Hole (4:1), Double D, Ltr | \$22,375  | \$17,529.00 |
| MU204144000  | Punch Tool: 46-Hole (6mm), 4 mm, Ltr     | \$22,750  | \$17,529.00 |
| KCA00264     | DM 9110 Inserter, 60Hz - Image Lt        | \$31,000  | \$19,953.00 |
| MU204164000  | Punch Tool: 47-Hole (2475), Double D, A4 | \$23,725  | \$20,676.00 |
| KN000211500  | DM EX series stacker, 60Hz               | \$34,200  | \$22,260.00 |
| KHB694050A00 | DM EX series Stacker 60Hz/KA             | \$34,200  | \$22,261.00 |
| KHB694156A00 | DM EX series Inserter 60Hz/KA            | \$33,000  | \$24,879.00 |
| KN000496400  | DM EX series Inserter 60Hz               | \$33,000  | \$24,879.00 |
| KHB694055A00 | DM EX series BPRF 60Hz/KA                | \$29,995  | \$26,188.00 |
| KHB694123A00 | DM EX series Hole Puncher/KA             | \$39,300  | \$32,365.00 |
| MU204000000  | DM Hole Puncher                          | \$39,300  | \$32,365.00 |
| KHB694053A00 | DM EX ser. Booklet Maker 60Hz/KA         | \$48,000  | \$37,000.00 |
| KHB694141A02 | DM EX110 Marking Engine 60Hz/KA          | \$107,752 | \$42,289.00 |
| KHB694058A00 | DM EX series Perf Bndr-Binder/KA         | \$75,000  | \$58,941.00 |
| KHB694143A02 | DM EX125 Marking Engine 60Hz/KA          | \$119,652 | \$50,525.00 |
| KHB694145A02 | DM EX138 Marking Engine 60Hz/KA          | \$184,652 | \$63,466.00 |
| KHB694147A02 | DM EX150 Marking Engine 60Hz/KA          | \$225,252 | \$75,230.00 |

|              |                                    |  |             |
|--------------|------------------------------------|--|-------------|
| KHB694289M00 | LicKey: R6.00 SP to R8.00 SP, 110  |  | \$3,529.00  |
| KHB694290M00 | LicKey: R6.00 AP to R8.00 AP, 110  |  | \$3,529.00  |
| KHB694291M00 | LicKey: R6.00 AP to R8.00 AP, E125 |  | \$3,529.00  |
| KHB694292M00 | LicKey: R6.00 AP to R8.00 AP, 9150 |  | \$3,529.00  |
| KHB694293M00 | LicKey: R6.00 AP to R8.00 AP, E150 |  | \$3,529.00  |
| KHB694294M00 | LicKey: R6.01 SP to R8.00 SP, 110  |  | \$3,529.00  |
| KHB694295M00 | LicKey: R6.01 AP to R8.00 AP, 110  |  | \$3,529.00  |
| KHB694296M00 | LicKey: R6.01 AP to R8.00 AP, E125 |  | \$3,529.00  |
| KHB694297M00 | LicKey: R6.01 AP to R8.00 AP, 9150 |  | \$3,529.00  |
| KHB694298M00 | LicKey: R6.01 AP to R8.00 AP, E150 |  | \$3,529.00  |
| KHB694299M00 | LicKey: R7.00 SP to R8.00 SP, 110  |  | \$3,529.00  |
| KHB694300M00 | LicKey: R7.00 AP to R8.00 AP, 110  |  | \$3,529.00  |
| KHB694301M00 | LicKey: R7.00 SP to R8.00 SP, E110 |  | \$3,529.00  |
| KHB694302M00 | LicKey: R7.00 AP to R8.00 AP, E110 |  | \$3,529.00  |
| KHB694303M00 | LicKey: R7.00 AP to R8.00 AP, E125 |  | \$3,529.00  |
| KHB694304M00 | LicKey: R7.00 AP to R8.00 AP, E138 |  | \$3,529.00  |
| KHB694305M00 | LicKey: R7.00 AP to R8.00 AP, 9150 |  | \$3,529.00  |
| KHB694306M00 | LicKey: R7.00 AP to R8.00 AP, E150 |  | \$3,529.00  |
| KHB694307M00 | LicKey: R7.01 SP to R8.00 SP, 110  |  | \$3,529.00  |
| KHB694308M00 | LicKey: R7.01 AP to R8.00 AP, 110  |  | \$3,529.00  |
| KHB694309M00 | LicKey: R7.01 SP to R8.00 SP, E110 |  | \$3,529.00  |
| KHB694310M00 | LicKey: R7.01 AP to R8.00 AP, E110 |  | \$3,529.00  |
| KHB694311M00 | LicKey: R7.01 AP to R8.00 AP, E125 |  | \$3,529.00  |
| KHB694312M00 | LicKey: R7.01 AP to R8.00 AP, E138 |  | \$3,529.00  |
| KHB694313M00 | LicKey: R7.01 AP to R8.00 AP, 9150 |  | \$3,529.00  |
| KHB694314M00 | LicKey: R7.01 AP to R8.00 AP, E150 |  | \$3,529.00  |
| KHB694315M00 | LicKey: R8.00 SP to R8.00 AP, 110  |  | \$6,118.00  |
| KHB694316M00 | LicKey: R8.00 SP to R8.00 AP, E110 |  | \$6,118.00  |
| KHB694255M00 | LicKey: R8.00 SP Prod SW, 110      |  | \$7,059.00  |
| KHB694257M00 | LicKey: R8.00 SP Prod SW, E110     |  | \$7,059.00  |
| KHB694256M00 | LicKey: R8.00 AP Prod SW, 110      |  | \$14,118.00 |
| KHB694258M00 | LicKey: R8.00 AP Prod SW, E110     |  | \$14,118.00 |
| KHB694259M00 | LicKey: R8.00 AP Prod SW, E125     |  | \$14,118.00 |
| KHB694260M00 | LicKey: R8.00 AP Prod SW, E138     |  | \$14,118.00 |
| KHB694261M00 | LicKey: R8.00 AP Prod SW, 9150     |  | \$14,118.00 |
| KHB694262M00 | LicKey: R8.00 AP Prod SW, E150     |  | \$14,118.00 |

## 2 Ricoh Response to the RFP \_\_\_\_\_

### Exhibit E – Service Level Agreements (SLAs)

(To be effective 60 days following commencement of the Solution.)

\*\*\*\* Items listed below are examples, please insert your own set of SLA's that you can measure and agree to.

All SLAs below assume service calls are made to Ricoh's toll free call center number, not directly to a service provider's local office.

| Performance Standard                            | Measurement   | Measurement period         | % Level | Service Price | Remedy |
|---|---|----------------------------|---------|---------------|--------|
| Technician Arrives on site                      | Averaged over the fleet, technician will arrive at customer site within 4 hours of call to Ricoh's toll-free service number.  | Monthly and rolling 90-day | 95%     | NA            | \$0    |
| Answer Time                                     | Calls will be answered by a live person within 60 seconds.  | Quarterly                  | 80%     | NA            | \$0    |
| Problem Resolution on first visit or first call | Resolution during First call or visit.  | Monthly & rolling 90       | 90%     | NA            | \$0    |
| Equipment Uptime                                | <p>Ricoh calculates uptime by dividing the number of downtime hours (hours between 8:30am and 5:00pm that the equipment is not available to make copies or prints) by the total monthly available hours (182.75) minus 100. For example, if a machine is down for 4 hours.....4 divided by the total monthly hours (8.5 a day X 5 days X 4.3 weeks in a month {182.75}) = .021 minus 100 = 99.99%. That means the machine is functioning 99% of the time.</p> <p>In order to avoid artificially inflated uptime statistics, Ricoh follows the industry standard of excluding from uptime statistics machines for which there have been no service calls in the analysis period.</p> | Quarterly                  | 95%     | NA            | \$0    |

## END USER LIMITED WARRANTY

Ricoh Americas Corporation ("Ricoh") warrants that this Product will be free from defects in material and workmanship for a period of ninety (90) days from the date of installation (the "Warranty Period") by Ricoh or an authorized Ricoh dealer. If this Product proves to be defective during the Warranty Period, Ricoh shall, at Ricoh's option:

1. repair the Product by means of telephone support or on-site service at no charge for parts or labor,
2. replace the Product with a comparable product which may be new or remanufactured, or
3. refund the amount paid for the Product, less a reasonable allowance for usage, upon its return.

In providing service and maintenance to this Product under this warranty, Ricoh may use new or equivalent to new parts, assemblies, or products for equal or improved quality. All defective parts, assemblies, and products become the property of Ricoh. Ricoh may require the return of parts, assemblies, and products to a location designated by Ricoh or the Ricoh dealer from which the part, assembly, or Product was originally purchased. Return and claims will be handled according to the current Ricoh procedure.

These warranties shall not apply to any defect, failure, or damage caused by End-User's improper use or inadequate or improper maintenance and care. Ricoh shall not be obligated under these warranties:

- a. to repair damage resulting from attempts by personnel other than Ricoh or its authorized dealer to install, repair, or service the Product unless directed by a Ricoh representative;
- b. to repair damage, malfunction, or degradation of performance resulting from improper use or connection to incompatible equipment or memory;
- c. to repair damage, malfunction, or degradation of performance caused by the use of non-Ricoh supplies or consumables or the use of Ricoh supplies not specified for use with this Product;
- d. to repair an item that has been modified or integrated with other products when the effect of such modification or integration increases the time or difficulty of servicing the Product or degrades performance or reliability;
- e. to perform maintenance or cleaning or to repair damage, malfunction, or degradation of performance resulting from End-User's failure to perform maintenance and cleaning as prescribed in published Product materials;
- f. to repair damage, malfunction, or degradation of performance resulting from use of the Product in an environment not meeting the operating specifications set forth in the Product's documentation;
- g. to repair damage, malfunction, or degradation of performance resulting from failure to properly prepare and transport the Product as prescribed in published Product materials;
- h. to repair damage, malfunction, or degradation of performance resulting from acts of God or nature, acts of terrorism, explosion, flood, fire, war, and riots;
- i. to repair this product after it exceeds the print volume, if any, recommended for the Warranty Period;

- j. to replace items that have been refilled, are used up, abused, misused, or tampered with in any way;
- k. to install replacement items that are considered by Ricoh to be customer replaceable;
- l. to support software not supplied by Ricoh;
- m. to provide software or firmware updates or upgrades.
- n. if End-User directs that the installation shall be in an unsafe place or if End-User permits unsafe conditions to exist around or about the equipment once the equipment is installed by a Ricoh Representative;
- o. If End-User relocates the equipment without Ricoh's knowledge and consent and such relocation is not performed by Ricoh or an authorized Ricoh service representative.

Any service identified in the above list and provided by Ricoh at the Customer's request shall be invoiced to Customer at then current rates for parts, labor, and travel.

THE ABOVE WARRANTIES ARE GIVEN BY RICOH WITH RESPECT TO THIS PRODUCT AND ITS RELATED ITEMS IN LIEU OF ANY OTHER WARRANTIES, EXPRESS OR IMPLIED. RICOH AND ITS VENDORS DISCLAIM ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR ANY SIMILAR STANDARD IMPOSED BY APPLICABLE LEGISLATION. RICOH'S RESPONSIBILITY TO REPAIR, REPLACE, OR OFFER A REFUND FOR DEFECTIVE PRODUCTS AND RELATED ITEMS IS THE SOLE AND EXCLUSIVE REMEDY PROVIDED TO THE CUSTOMER FOR BREACH OF THESE WARRANTIES.

TO THE EXTENT ALLOWED BY LOCAL LAW, EXCEPT FOR THE OBLIGATIONS SPECIFICALLY SET FORTH IN THIS WARRANTY STATEMENT, IN NO EVENT SHALL RICOH AND ITS VENDORS BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF PROFITS) WHETHER BASED ON CONTRACT, TORT, OR ANY OTHER LEGAL THEORY AND IRRESPECTIVE OF WHETHER RICOH OR THE VENDOR HAS ADVANCE NOTICE OF THE POSSIBILITY OF SUCH DAMAGES.

Ricoh is not responsible for and expressly disclaims all warranties for all non-Ricoh software including a warranty of merchantability and warranty that the software is fit for a particular purpose. End-User should refer to the end user license agreement (if any) included with the non-Ricoh software.

## EXHIBIT F: CERTIFICATION REGARDING LOBBYING

The undersigned certifies, to the best of his or her knowledge and belief, that:

- i). No Federal appropriated funds have been paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee or an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal Contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal Contract, grant, loan, or cooperative agreement.
- ii). If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal Contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
- iii). The undersigned shall require that the language of this certification be included in the award documents for all sub awards at all tiers (including subcontracts, sub grants, and Contracts under grants, loans and cooperative agreements) and that all sub recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Signature:



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Printed Name:

Vince Roma

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Organization:

Ricoh Americas Corporation

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Date:

October 19, 2010

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