

MANUFACTURER Canon

Segment	Evaluation Model	List \$	Percentage Off List \$	Purchase Price	Yearly Maintenance	Purchase Price for 3 Years	Factor for	Cost Per						
							12 Month Rental (see note #1 below)	Month for 12 Month Rental	36 Month Rental (see note #1 below)	Month for 36 Month Rental	48 Month Rental (see note #1 below)	Month for 48 Month Rental	60 Month Rental (see note #1 below)	Month for 60 Month Rental
7	1025	\$1,675.00	65.00%	\$586.25	0.00	\$586.25	0.052	\$30.49	0.045	\$26.38	0.035	\$20.52	0.03	\$17.59
7a	1025	\$1,675.00	65.00%	\$586.25	175.00	\$1,111.25	0.052	\$45.07	0.045	\$40.96	0.035	\$35.10	0.03	\$32.17
8	1025N	\$2,200.00	65.00%	\$770.00	0.00	\$770.00	0.052	\$40.04	0.045	\$34.65	0.035	\$26.95	0.03	\$23.10
8a	1025N	\$2,200.00	65.00%	\$770.00	195.00	\$1,355.00	0.052	\$56.29	0.045	\$50.90	0.035	\$43.20	0.03	\$39.35
9	1740	\$3,760.00	55.00%	\$1,692.00	0.00	\$1,692.00	0.042	\$71.06	0.036	\$60.91	0.029	\$49.07	0.025	\$42.30
9a	1740	\$3,760.00	55.00%	\$1,692.00	295.00	\$2,577.00	0.042	\$95.65	0.036	\$85.50	0.029	\$73.65	0.025	\$66.88
10	2525	\$4,864.00	60.00%	\$1,945.60	0.00	\$1,945.60	0.042	\$81.72	0.036	\$70.04	0.029	\$56.42	0.025	\$48.64
10a	2525	\$4,864.00	60.00%	\$1,945.60	375.00	\$3,070.60	0.042	\$112.97	0.036	\$101.29	0.029	\$87.67	0.025	\$79.89
10b	2525	\$4,864.00	60.00%	\$1,945.60	535.00	\$3,550.60	0.042	\$126.30	0.036	\$114.62	0.029	\$101.01	0.025	\$93.22
11	C2020	\$6,952.00	61.00%	\$2,711.28	0.00	\$2,711.28	0.042	\$113.87	0.036	\$97.61	0.029	\$78.63	0.025	\$67.78
11a	C2020	\$6,952.00	61.00%	\$2,711.28	425.00	\$3,986.28	0.042	\$149.29	0.036	\$133.02	0.029	\$114.04	0.025	\$103.20
11b	C2020	\$6,952.00	61.00%	\$2,711.28	595.00	\$4,496.28	0.042	\$163.46	0.036	\$147.19	0.029	\$128.21	0.025	\$117.37
12	4035	\$9,455.00	66.00%	\$3,214.70	0.00	\$3,214.70	0.042	\$135.02	0.036	\$115.73	0.029	\$93.23	0.025	\$80.37
12a	4035	\$9,445.00	66.00%	\$3,211.30	560.00	\$4,891.30	0.042	\$181.54	0.036	\$162.27	0.029	\$139.79	0.025	\$126.95
12b	4035	\$9,445.00	66.00%	\$3,211.30	720.00	\$5,371.30	0.042	\$194.87	0.036	\$175.61	0.029	\$153.13	0.025	\$140.28
13	C2030	\$10,097.00	66.00%	\$3,432.98	0.00	\$3,432.98	0.042	\$144.19	0.036	\$123.59	0.029	\$99.56	0.025	\$85.82
13a	C2030	\$10,097.00	66.00%	\$3,432.98	670.00	\$5,442.98	0.042	\$200.02	0.036	\$179.42	0.029	\$155.39	0.025	\$141.66
13b	C2030	\$10,097.00	66.00%	\$3,432.98	840.00	\$5,952.98	0.042	\$214.19	0.036	\$193.59	0.029	\$169.56	0.025	\$155.82
14	4051	\$12,955.00	70.00%	\$3,886.50	0.00	\$3,886.50	0.042	\$163.23	0.036	\$139.91	0.029	\$112.71	0.025	\$97.16
14a	4051	\$12,955.00	70.00%	\$3,886.50	975.00	\$6,811.50	0.042	\$244.48	0.036	\$221.16	0.029	\$193.96	0.025	\$178.41
14b	4051	\$12,955.00	70.00%	\$3,886.50	1,225.00	\$7,561.50	0.042	\$265.32	0.036	\$242.00	0.029	\$214.79	0.025	\$199.25
15	C5250	\$18,350.00	67.00%	\$6,055.50	0.00	\$6,055.50	0.042	\$254.33	0.036	\$218.00	0.029	\$175.61	0.025	\$151.39
15a	C5250	\$18,350.00	67.00%	\$6,055.50	1,150.00	\$9,505.50	0.042	\$350.16	0.036	\$313.83	0.029	\$271.44	0.025	\$247.22
15b	C5250	\$18,350.00	67.00%	\$6,055.50	1,420.00	\$10,315.50	0.042	\$372.66	0.036	\$336.33	0.029	\$293.94	0.025	\$269.72
16	6265	\$22,975.00	71.00%	\$6,662.75	0.00	\$6,662.75	0.042	\$279.84	0.036	\$239.86	0.029	\$193.22	0.025	\$166.57
16a	6265	\$22,975.00	71.00%	\$6,662.75	1,375.00	\$10,787.75	0.042	\$394.42	0.036	\$354.44	0.029	\$307.80	0.025	\$281.15
16b	6265	\$22,975.00	71.00%	\$6,662.75	1,700.00	\$11,762.75	0.042	\$421.50	0.036	\$381.53	0.029	\$334.89	0.025	\$308.24
17	6275	\$29,800.00	73.00%	\$8,046.00	0.00	\$8,046.00	0.042	\$337.93	0.036	\$289.66	0.029	\$233.33	0.025	\$201.15
17a	6275	\$29,800.00	73.00%	\$8,046.00	1,875.00	\$13,671.00	0.042	\$494.18	0.036	\$445.91	0.029	\$389.58	0.025	\$357.40
17b	6275	\$29,800.00	73.00%	\$8,046.00	2,325.00	\$15,021.00	0.042	\$531.68	0.036	\$483.41	0.029	\$427.08	0.025	\$394.90
18				\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00

Note #1: Suppliers must provide a factor for 36 month rental for each segment that they are proposing. Factors for 12, 48 and 60 month are optional

Minimum Specs per Segment

Segment	Copies Per Minute	Monthly Volume Range	Monthly Copies Included (Rented and Purchased Units with Maint.)		Automatic Features	Fax/Scan to		Hard Drive Required	Stationary Platen	Edge Mounted Platen Glass	Adjustable Platen Cover	Ability for Magnetic Card Program mer or Coin Operation
			Document Feeder	Purchased Units		Email Capable	Energy Star Compliant					
7	10 - 20	1,000 - 6,000	0	N/A	AES	No	Yes	N/A	N	N	N	N
7a	10 - 20	1,000 - 6,000	600	N/A	AES	No	Yes	N/A	N	N	N	N
8	21 - 30	1,000 - 6,000	0	ADF	AES	Yes	Yes	N/A	N	N	N	N

8a	21 - 30	1,000 - 6,000	1,000	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
9	31 - 40	10,000 - 30,000	0	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
9a	31 -40	10,000 - 30,000	4,000	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
10	20 - 30	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
10a	20 - 30	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
10b	20 - 30	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
11	20 - 30 b/w, 20 ppm color	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
11a	20 - 30 b/w, 20 ppm color	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
11b	20 - 30 b/w, 20 ppm color	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
12	31 - 45	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
12a	31 - 45	20,000 - 50,000	10,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
12b	31 - 45	20,000 - 50,000	22,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
13	30 - 45 b/w, 30 ppm color	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
13a	30 - 45 b/w, 30 ppm color	20,000 - 50,000	10,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
13b	30 - 45 b/w, 30 ppm color	20,000 - 50,000	22,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
14	46 - 55	30,000 - 60,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
14a	46 - 55	30,000 - 60,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
14b	46 - 55	30,000 - 60,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
15	40 - 55 b/w, 40 ppm color	30,000 - 60,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
15a	40 - 55 b/w, 40 ppm color	30,000 - 60,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
15b	40 - 55 b/w, 40 ppm color	30,000 - 60,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
16	56 - 65	40,000 - 70,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
16a	56 - 65	40,000 - 70,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
16b	56 -65	40,000 - 70,000	45,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
17	66 - 85	60,000 - 130,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
17a	66 - 85	60,000 - 130,000	25,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
17b	66 - 85	60,000 - 130,000	55,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
18	25 - 35	20,000 - 80,000	20,000	N/A	AES, APS	No	Yes	1:2, 2:2, 2:1	N	Y	Y	Y	Y

Accessories for Segment 7
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 9
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 11
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 8
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 10
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 12
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 13
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 15
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 17
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 14
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 16
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 18
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
NO BID % off List

Overage Cost Per Click if Monthly Volume Exceeded	Cost Per Click on Color Copies	Cost for User to Retain Hard Drive
0.019	N/A	N/A
0.019	N/A	N/A
0.018	N/A	N/A
0.018	N/A	N/A
0.013	N/A	N/A
0.013	N/A	N/A
0.01	N/A	N/A
0.007	N/A	N/A
0.005	N/A	N/A
0.01	0.049	\$379.00
0.007	0.049	\$379.00
0.005	0.049	\$379.00
0.0085	N/A	\$390.00
0.007	N/A	\$390.00
0.005	N/A	\$390.00
0.01	0.047	\$379.00
0.007	0.047	\$379.00
0.005	0.047	\$379.00
0.008	N/A	\$390.00
0.007	N/A	\$390.00
0.005	N/A	\$390.00
0.009	0.042	\$390.00
0.007	0.042	\$390.00
0.005	0.042	\$390.00
0.007	N/A	\$390.00
0.006	N/A	\$390.00
0.005	N/A	\$390.00
0.007	N/A	\$390.00
0.006	N/A	\$390.00
0.005	N/A	\$390.00
	N/A	

MANUFACTURER **Kyocera**

Segment	Evaluation Model	List \$	Percentage Off List \$	Purchase Price	Yearly Maintenance	Purchase Price for 3 Years	Factor for	Cost Per	Overage Cost Per Click if Monthly Volume Exceeded	Cost Per Click on Color Copies	Cost for User to Retain Hard Drive						
							12 Month Rental (see note #1 below)	Month for 12 Month Rental	36 Month Rental (see note #1 below)	Month for 36 Month Rental	48 Month Rental (see note #1 below)	Month for 48 Month Rental	60 Month Rental (see note #1 below)	Month for 60 Month Rental			
7	Kyocera FS1035	\$1,331.00	60.00%	\$532.40	0.00	\$532.40	0.052	\$27.68	0.045	\$23.96	0.035	\$18.63	0.03	\$15.97	0.019	N/A	N/A
7a	Kyocera FS1035	\$1,331.00	60.00%	\$532.40	198.00	\$1,126.40	0.052	\$44.18	0.045	\$40.46	0.035	\$35.13	0.03	\$32.47	0.019	N/A	N/A
8	Kyocera FS1035	\$1,431.00	60.00%	\$572.40	0.00	\$572.40	0.052	\$29.76	0.045	\$25.76	0.035	\$20.03	0.03	\$17.17	0.018	N/A	N/A
8a	Kyocera FS1035	\$1,431.00	60.00%	\$572.40	200.00	\$1,172.40	0.052	\$46.43	0.045	\$42.42	0.035	\$36.70	0.03	\$33.84	0.018	N/A	N/A
9	Kyocera FS3540	\$3,209.00	60.00%	\$1,283.60	0.00	\$1,283.60	0.042	\$53.91	0.036	\$46.21	0.029	\$37.22	0.025	\$32.09	0.013	N/A	N/A
9a	Kyocera FS3540	\$3,209.00	60.00%	\$1,283.60	233.00	\$1,982.60	0.042	\$73.33	0.036	\$65.63	0.029	\$56.64	0.025	\$51.51	0.013	N/A	N/A
10	Kyocera FS6525	\$5,718.00	66.00%	\$1,944.12	0.00	\$1,944.12	0.042	\$81.65	0.036	\$69.99	0.029	\$56.38	0.025	\$48.60	0.01	N/A	N/A
10a	Kyocera FS6525	\$5,718.00	66.00%	\$1,944.12	375.00	\$3,069.12	0.042	\$112.90	0.036	\$101.24	0.029	\$87.63	0.025	\$79.85	0.007	N/A	N/A
10b	Kyocera FS6525	\$5,718.00	66.00%	\$1,944.12	535.00	\$3,549.12	0.042	\$126.24	0.036	\$114.57	0.029	\$100.96	0.025	\$93.19	0.005	N/A	N/A
11	Kyocera TA3050ci	\$12,919.00	71.00%	\$3,746.51	0.00	\$3,746.51	0.042	\$157.35	0.036	\$134.87	0.029	\$108.65	0.025	\$93.66	0.01	0.049	\$395.00
11a	Kyocera TA3050ci	\$12,919.00	71.00%	\$3,746.51	425.00	\$5,021.51	0.042	\$192.77	0.036	\$170.29	0.029	\$144.07	0.025	\$129.08	0.007	0.049	\$395.00
11b	Kyocera TA3050ci	\$12,919.00	71.00%	\$3,746.51	595.00	\$5,531.51	0.042	\$206.94	0.036	\$184.46	0.029	\$158.23	0.025	\$143.25	0.005	0.049	\$395.00
12	Kyocera TA3500	\$10,368.00	71.00%	\$3,006.72	0.00	\$3,006.72	0.042	\$126.28	0.036	\$108.24	0.029	\$87.19	0.025	\$75.17	0.008	N/A	\$395.00
12a	Kyocera TA3500	\$10,368.00	71.00%	\$3,006.72	560.00	\$4,686.72	0.042	\$172.95	0.036	\$154.91	0.029	\$133.86	0.025	\$121.83	0.007	N/A	\$395.00
12b	Kyocera TA3500	\$10,368.00	71.00%	\$3,006.72	720.00	\$5,166.72	0.042	\$186.28	0.036	\$168.24	0.029	\$147.19	0.025	\$135.17	0.005	N/A	\$395.00
13	Kyocera TA3050ci	\$12,919.00	71.00%	\$3,746.51	0.00	\$3,746.51	0.042	\$157.35	0.036	\$134.87	0.029	\$108.65	0.025	\$93.66	0.008	0.047	\$395.00
13a	Kyocera TA3050ci	\$12,919.00	71.00%	\$3,746.51	670.00	\$5,756.51	0.042	\$213.19	0.036	\$190.71	0.029	\$164.48	0.025	\$149.50	0.007	0.047	\$395.00
13b	Kyocera TA3050ci	\$12,919.00	71.00%	\$3,746.51	840.00	\$6,266.51	0.042	\$227.35	0.036	\$204.87	0.029	\$178.65	0.025	\$163.66	0.005	0.047	\$395.00
14	Kyocera TA5500	\$13,391.00	70.00%	\$4,017.30	0.00	\$4,017.30	0.042	\$168.73	0.036	\$144.62	0.029	\$116.50	0.025	\$100.43	0.008	N/A	\$395.00
14a	Kyocera TA5500	\$13,391.00	70.00%	\$4,017.30	975.00	\$6,942.30	0.042	\$249.98	0.036	\$225.87	0.029	\$197.75	0.025	\$181.68	0.007	N/A	\$395.00
14b	Kyocera TA5500	\$13,391.00	70.00%	\$4,017.30	1,225.00	\$7,692.30	0.042	\$270.81	0.036	\$246.71	0.029	\$218.59	0.025	\$202.52	0.005	N/A	\$395.00
15	Kyocera TA4550ci	\$18,039.00	71.00%	\$5,231.31	0.00	\$5,231.31	0.042	\$219.72	0.036	\$188.33	0.029	\$151.71	0.025	\$130.78	0.008	0.042	\$525.00
15a	Kyocera TA4550ci	\$18,039.00	71.00%	\$5,231.31	1,150.00	\$8,681.31	0.042	\$315.55	0.036	\$284.16	0.029	\$247.54	0.025	\$226.62	0.007	0.042	\$525.00
15b	Kyocera TA4550ci	\$18,039.00	71.00%	\$5,231.31	1,425.00	\$9,506.31	0.042	\$338.47	0.036	\$307.08	0.029	\$270.46	0.025	\$249.53	0.005	0.042	\$525.00
16	Kyocera TA6500	\$22,900.00	72.00%	\$6,412.00	0.00	\$6,412.00	0.042	\$269.30	0.036	\$230.83	0.029	\$185.95	0.025	\$160.30	0.007	N/A	\$525.00
16a	Kyocera TA6500	\$22,900.00	72.00%	\$6,412.00	1,375.00	\$10,537.00	0.042	\$383.89	0.036	\$345.42	0.029	\$300.53	0.025	\$274.88	0.007	N/A	\$525.00
16b	Kyocera TA6500	\$22,900.00	72.00%	\$6,412.00	1,700.00	\$11,512.00	0.042	\$410.97	0.036	\$372.50	0.029	\$327.61	0.025	\$301.97	0.005	N/A	\$525.00
17	Kyocera TA8000	\$29,000.00	73.00%	\$7,830.00	0.00	\$7,830.00	0.042	\$328.86	0.036	\$281.88	0.029	\$227.07	0.025	\$195.75	0.007	N/A	\$525.00
17a	Kyocera TA8000	\$29,000.00	73.00%	\$7,830.00	1,875.00	\$13,455.00	0.042	\$485.11	0.036	\$438.13	0.029	\$383.32	0.025	\$352.00	0.007	N/A	\$525.00
17b	Kyocera TA8000	\$29,000.00	73.00%	\$7,830.00	2,325.00	\$14,805.00	0.042	\$522.61	0.036	\$475.63	0.029	\$420.82	0.025	\$389.50	0.005	N/A	\$525.00
18	NO BID			\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		N/A	

Note #1: Suppliers must provide a factor for 36 month rental for each segment that they are proposing. Factors for 12, 48 and 60 month are optional

Minimum Specs per Segment

Segment	Copies Per Minute	Monthly Volume Range	Monthly Copies Included (Rented and Purchased)		Automatic Features	Fax/Scan to		Energy Star Compliant	Hard Drive Required	Stationary Platen	Edge Mounted Platen Glass	Adjustable Platen Cover	Ability for Magnetic Card Programmer or Coin Operation
			Units with Maint.)	Document Feeder		Email Capable	Duplex						
7	10 - 20	1,000 - 6,000	0	N/A	AES	No	Yes	N/A	N	N	N	N	N
7a	10 - 20	1,000 - 6,000	600	N/A	AES	No	Yes	N/A	N	N	N	N	N
8	21 - 30	1,000 - 6,000	0	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
8a	21 - 30	1,000 - 6,000	1,000	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
9	31 - 40	10,000 - 30,000	0	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
9a	31 - 40	10,000 - 30,000	4,000	ADF	AES	Yes	Yes	N/A	N	N	N	N	N
10	20 - 30	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
10a	20 - 30	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
10b	20 - 30	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
11	20 - 30 b/w, 20 ppm color	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N

11a	20 - 30 b/w, 20 ppm color	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
11b	20 - 30 b/w, 20 ppm color	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
12	31 - 45	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
12a	31 - 45	20,000 - 50,000	10,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
12b	31 - 45	20,000 - 50,000	22,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
13	30 - 45 b/w, 30 ppm color	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
13a	30 - 45 b/w, 30 ppm color	20,000 - 50,000	10,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
13b	30 - 45 b/w, 30 ppm color	20,000 - 50,000	22,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
14	46 - 55	30,000 - 60,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
14a	46 - 55	30,000 - 60,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
14b	46 - 55	30,000 - 60,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
15	40 - 55 b/w, 40 ppm color	30,000 - 60,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
15a	40 - 55 b/w, 40 ppm color	30,000 - 60,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
15b	40 - 55 b/w, 40 ppm color	30,000 - 60,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y	N	N	N	N
16	56 - 65	40,000 - 70,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
16a	56 - 65	40,000 - 70,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
16b	56 - 65	40,000 - 70,000	45,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
17	66 - 85	60,000 - 130,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
17a	66 - 85	60,000 - 130,000	25,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
17b	66 - 85	60,000 - 130,000	55,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N	N	N	N	N
18	25 - 35	20,000 - 80,000	20,000	N/A	AES, APS	No	Yes	1:2, 2:2, 2:1	N	Y	Y	Y	Y

Accessories for Segment 7
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 9
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 11
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 13
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 15
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 17
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 8
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 10
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 12
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 14
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 16
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
55 % off List

Accessories for Segment 18
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
no bid % off List

Exhibit C-2 (Desktop Wide Format)

Manufacturer **Canon**

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Maintenance per Year (Does not include ink)	True Purchase Price for 3 Years	Publicly Available site showing list price
30	ipf605	1,295.00	9.00%	1178.45	375.00	2,303.45	cobbtechnologies.com
31	ipf765	4,995.00	18.00%	4095.90	795.00	6,480.90	cobbtechnologies.com

Segment	Minimum Ink Colors	Minimum Output Width	Minimum Memory	Minimum Warranty	Connectivity Type	Paper Handling	Hard Drive Minimum Size
30	4	24" Width	64 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	Roll and Cut Sheet	N/A
31	4	36" Width	256 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	Roll and Cut Sheet	40GB

Accessories for Segment 30

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

Vendors proposed price must be 10% or more

25 % off List

Accessories for Segment 31

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

Vendors proposed price must be 10% or more

25 % off List

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

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

Exhibit C-2 (Large Format (Technical and CAD Drawing))

Manufacturer **Canon**

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include ink)	True Purchase Price for 3 Years	Publicly Available site showing list price
32	iPF 655	3,195.00	18.00%	2,619.90	650.00	4,569.90	cobbtechnologies.com
33	iPF 760	4,495.00	21.00%	3,551.05	750.00	5,801.05	cobbtechnologies.com

Fixed Spread Rate (in decimal format)	Term
0.03	36 Months
0.03	48 Months
0.02	60 Months
na	72 Months
na	84 Months

Segment	Minimum Output Width	Minimum Ink Colors	Minimum Hard Drive Size	Minimum Memory	Minimum Warranty	Connectivity Type	Maximum Print Resolution	Roll Feed
32	24"	5	60 GB	320 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200	Y
33	36" - 44"	5	60 GB	320 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200	Y

Accessories for Segment 32
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25 % off List

Accessories for Segment 33
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25 % off List

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

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

Exhibit C-2 (Large Format (Graphics Arts))

Manufacturer **Canon**

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include ink)	True Purchase Price for 3 Years	Publicly Available site showing list price
34	iPF 6300S	2,995.00	15.00%	2,545.75	625.00	4,420.75	cobotechnologies.com
35	iPF 8300S	4,995.00	18.00%	4,095.90	1,295.00	7,980.90	cobotechnologies.com
36	iPF 9400S	9,995.00	24.00%	7,596.20	1,650.00	12,546.20	cobotechnologies.com

Fixed Spread Rate (in decimal format) Term

0.03	36 Months
0.03	48 Months
0.02	60 Months
na	72 Months
na	84 Months

Segment	Output Width	Minimum Ink Colors	Minimum Hard Drive Size	Minimum Memory	Minimum Warranty	Connectivity Type	Maximum Print Resolution	Roll Feed
34	24"	6	40 GB	256 MB	One Year On Site Next Bus. Day	USB	2400 x 1200	Y
35	36" - 44"	8	40 GB	384 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200	Y
36	60"	8	40 GB	384 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200	Y

Accessories for Segment 34

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

Vendors proposed price must be 20% or more

25% off List

Accessories for Segment 35

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

Vendors proposed price must be 20% or more

25% off List

Accessories for Segment 36

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

Vendors proposed price must be 20% or more

25 % off List

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

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

Exhibit C-2 (B&W Large Format MFP Toner Based)

Manufacturer **Oce**

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include toner)	True Purchase Price for 3 Years	Publicly Available site showing list price
40	PlotWave 35	22867.00	32.00%	15549.56	924.00	18321.56	cobbtechnologies.com
41	TDS750	36643.00	27.50%	26566.175	3,048.00	35710.18	cobbtechnologies.com

** See notes below

Fixed Spread Rate (in decimal format) Term

0.03	36 Months
0.03	48 Months
0.02	60 Months
na	72 Months
na	84 Months

Segment	Scanning Width	Printing Width	Minimum Print Speed Per Minute	Optical Resolution	Scan Formats	Minimum Warranty	Connectivity Type	Integrated Touch Screen	Energy Star Compliant	Minimum Hard Drive	Minimum Memory	Toner Based	Color Scan
40	36"	36"	5 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	Y	40 GB	160 MB	Y	Y
41	36"	36"	8 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	Y	40 GB	160 MB	Y	Y

Accessories for Segment 40
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25% off List

Accessories for Segment 41
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25% off List

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

** Segment 40 Oce Plotwave 350, above maintenance pricing includes 1,000 sq. ft. per month, overage billed at .045 per sq. ft.

** Segment 41 TDS750, above maintenance pricing includes 5,000 sq. ft. per month, overage billed at .029 per sq. ft.

Exhibit C-2 (Color Wide Format MFP Low-End Ink)

Manufacturer **Canon**

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include toner)	True Purchase Price for 3 Years	Publicly Available site showing list price
44	PF 815 MFi	9,795.00	25.00%	7,346.25	1,075.00	10,571.25	cobbtechnologies.com

Fixed Spread Rate (in decimal format) Term

0.03	36 Months
0.03	48 Months
0.02	60 Months
na	72 Months
na	84 Months

Segment	Minimum Scanning Width	Minimum Printing Width	Minimum Print Speed D Size	Optical Resolution	Scan Formats	Minimum Warranty	Connectivity Type	Integrated Touch Screen	Energy Star Compliant	Minimum Hard Drive	Minimum Memory	Contact Image Sensor Scanner Technology
44	36"	42"	Under 40 seconds	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	Y	60 GB	320 MB	Y

Accessories for Segment 44
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25% off List

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

Exhibit C-2 (Color Wide Format MFP Mid Ink)

Manufacturer **Canon**

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include ink)	True Purchase Price for 3 Years	Publicly Available site showing list price
45	815 MFP	9,795.00	25.00%	7,346.25	1,075.00	10,571.25	cobbtechnologies.com

Fixed Spread Rate (in decimal format)	Term
0.03	36 Months
0.03	48 Months
0.02	60 Months
na	72 Months
na	84 Months

Segment	Minimum Scanning Width	Minimum Printing Width	Minimum Print Speed D Size	Optical Resolution	Scan Formats	Minimum Warranty	Connectivity Type	Integrated Touch Screen	Minimum Hard Drive	Minimum Memory	Charge Coupled Device Scanner Technology
45	42"	44"	Under 40 seconds	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	80 GB	320 MB	Y

Accessories for Segment 45
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25% off List

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

Exhibit C-2 (Large Format Toner Based (Technical and CAD Drawing))

Manufacturer

Oce

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include Toner)	True Purchase Price for 3 Years	Publicly Available site showing list price
49	Colorwave 650	47,519.00	26.50%	34,926.47	3,948.00	46,770.47	cobotechnologies.com

**See notes below

Fixed Spread Rate (in decimal format)

Term	Rate
36 Months	0.03
48 Months	0.03
60 Months	0.02
72 Months	na
84 Months	na

Segment	Minimum Output Width	Minimum Hard Drive Size	Minimum Memory	Minimum Warranty	Connectivity Type	Maximum Print Resolution	Roll Feed
49	36"	60 GB	320 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200	Y

Accessories for Segment 49
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
25 % off List

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

** The above pricing includes 5,000 sq. ft. Overage billed at .041 per sq. ft.
 Maintenance can be billed annually or monthly

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

Item Description	Rate
Surrender Hard Drive Cost (Cost includes labor and hard drive costs)	
Oce Segments 40, 41 & 49 These machines also will overwrite each print or scan job	No Charge
Surrender Hard Drive Cost Canon Segments 30,31, 32, 33, 34, 35, 36,45	395.00

Exhibit C-4 BW Lasers

Kyocera

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Maintenance per Year (Does not include Toner)	True Purchase Price for 3 Years	Publicly Available site showing list price
24	FS1320D	529.00	50.00%	264.50	195.00	849.50	cobbertechnologies.com
25	FS1320D	529.00	50.00%	264.50	195.00	849.50	cobbertechnologies.com
26	FS1370DN	599.00	50.00%	299.50	195.00	884.50	cobbertechnologies.com

Segment	Minimum Copies Per Minute	Minimum Paper sources (excluding bypass)	Minimum Paper capacity (excluding bypass)	Minimum Memory	Energy Star Compliant	Minimum Warranty (Next business day exchange)	Connectivity Type
24	0 - 15	1	100	8 MB	Yes	One Year	USB
25	16 - 25	1	150	16 MB	Yes	One Year	USB
26	26 - 40	1	200	32 MB	Yes	One Year	USB

Accessories for Segment 24

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

Vendors proposed price must be 10% or more

35% off List

Accessories for Segment 25

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

Vendors proposed price must be 10% or more

35% off List

Accessories for Segment 26

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

Vendors proposed price must be 10% or more

35% off List

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

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

Exhibit C-4 (Color Lasers)

Kyocera

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Maintenance per Year (Does not include)	True Purchase Price for 3 Years	Publicly Available site showing list price
27	FS-C5150DN	959.00	50.00%	479.50	195.00	1,064.50	cobbtechnologies.com
28	FS-C5150DN	959.00	50.00%	479.50	195.00	1,064.50	cobbtechnologies.com
29	FS-C5250DN	1,569.00	50.00%	784.50	195.00	1,369.50	cobbtechnologies.com

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

Accessories for Segment 27

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

Vendors proposed price must be 10% or more

35% off List

Accessories for Segment 28

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

Vendors proposed price must be 10% or more

35% off List

Accessories for Segment 29

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

Vendors proposed price must be 10% or more

35% off List

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

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

Hard Drive Removal

Segments 24, 25, 26, 27, 28 & 29

These machines do not have hard drives installed

Minimum Requirements for B/W and Color High Speed Devices

For B/W Devices, suppliers can only submit devices that are 95 pages per minute and higher and have a monthly duty cycle of 700,000 pages or more

For Color Devices, suppliers can only submit devices that are 50 pages per minute in speed or higher, 600 x 600 DPI and that have a monthly duty cycle of 200,000 pages or more

Item #	Model Name	Item Description	MSRP	GSA Discount	VITA Discount	Toner Inclusive Maintenance Rates		
						Black Per Image Charge	Color Per Image Charge	
3621B012AD	C7055-D.A1	Canon imageRUNNER ADVANCE C7055 V2 Base Model	\$29,400	49.60%	55.00%	0.0081	0.0364	
3620B013AD	C7065-D.A1	Canon imageRUNNER ADVANCE C7065 V2 Base Model	\$36,750	52.50%	60.00%	0.0081	0.0364	
Included	On-line 12-hr Fiery Professional Certification & 4 hours onsite training							
3691B002BA	PD UNIT-A1	Paper Deck Unit-A1	\$2,520	NA	50.00%			
3692B002AB	POD DECK-A1	POD Deck Lite-A1	\$4,095	43.10%	50.00%			
3702B001AA	STPL FIN-B1	Staple Finisher-B1	\$3,150	NA	40.00%			
3704B001AB	BKLT FIN-B1	Booklet Finisher-B1	\$5,565	NA	50.00%			
3705B002AA	2/3H PNCR-A1	External 2/3 Hole Puncher-A1	\$893	NA	50.00%			
3736B005AA	PCLPRT AD1E	PCL Printer Kit-AD1e	\$1,050	44.50%	50.00%			
3737B005AA	PSPRT AD1E	PS Printer Kit-AD1e	\$1,470	45.90%	50.00%			

Item #	Model Name	Item Description	MSRP	GSA Discount	VITA Discount	Toner Inclusive Maintenance Rates		
						Black Per Image Charge	Color Per Image Charge	
3619B009AD	C9065-D.A 1	Canon imageRUNNER ADVANCE C9065 PRO V2 Base Model	\$42,000	47.10%	60.00%	0.0073	0.0357	
3618B014AD	C9075- D.A1	Canon imageRUNNER ADVANCE C9075 PRO V2 Base Model	\$52,500	50.60%	60.00%	0.0073	0.0357	
Included	On-line 12-hr Fiery Professional Certification & 4 hours onsite training							
3691B002BA	PD UNIT-A1	Paper Deck Unit-A1	\$2,520	NA	50.00%			
3692B002AB	POD DECK-A1	POD Deck Lite-A1	\$4,095	43.10%	50.00%			
3699B002AA	M. DRAWER-A1	Multi-drawer Paper Deck-A1	\$9,240	49.60%	50.00%			
3111B001AA	PD DETECT-A1	Double Feed Detection Kit -A1(For Side paper Deck)	\$420	49.20%	50.00%			
3701B002AB	STPL FIN-A1	Staple Finisher-A1	\$6,300	NA	50.00%			
3703B002AB	BKLT FIN-A1	Booklet Finisher-A1	\$9,450	NA	50.00%			
2988B001AA	INNRR TRM-A1	Inner Booklet Trimmer-A1	\$6,300	NA	50.00%			
2895B002AA	PNCH UNT-BF1	Puncher Unit-BF1	\$840	NA	50.00%			
3842B005AA	PNCH-C1 W/IF	Professional Puncher-C1 (Incl. Integration Unit-B1)	\$15,000	39.50%	50.00%			
3028B001AA	19H PUNCH-A1	Plastic Comb 19-Hole Punch LTR-A1	\$1,000	39.50%	50.00%			
3736B005AA	PCLPRT AD1E	PCL Printer Kit-AD1e	\$1,050	44.50%	50.00%			
3737B005AA	PSPRT AD1E	PS Printer Kit-AD1e	\$1,470	45.90%	50.00%			

Item #	Model Name	Item Description	MSRP	GSA Discount	VITA Discount	Toner Inclusive Maintenance Rates		
						Black Per Image Charge	Color Per Image Charge	
3619B052AA	IRADV9065SET	Canon imageRUNNER ADVANCE C9065S PRO with PRISMAsync	\$52,260	NA	60.00%	0.0073	0.0357	
3618B057AB	IRADV9075SSE	Canon imageRUNNER ADVANCE C9075S PRO with PRISMAsync	\$62,760	NA	60.00%	0.0073	0.0357	
Included	On-line 12-hr Fiery Professional Certification & 4 hours onsite training							
5377B002AA	IR9000SLAKIT	PRISMAsync iR ADV License Activation Kit	\$11,886	NA	50.00%			
5614B001AA	ATTENTION L	Operator Attention Light	\$950	NA	50.00%			
3691B002BA	PD UNIT-A1	Paper Deck Unit-A1	\$2,520	NA	50.00%			
3692B002AB	POD DECK-A1	POD Deck Lite-A1	\$4,095	NA	50.00%			
3699B002AA	M. DRAWER-A1	Multi-drawer Paper Deck-A1	\$9,240	NA	50.00%			
3111B001AA	PD DETECT-A1	Double Feed Detection Kit -A1(For Side paper Deck)	\$420	49.20%	50.00%			
3701B002AB	STPL FIN-A1	Staple Finisher-A1	\$6,300	NA	50.00%			

3703B002AB	BKLT FIN-A1	Booklet Finisher-A1	\$9,450	NA	50.00%
2988B001AA	INNER TRM-A1	Inner Booklet Trimmer-A1	\$6,300	NA	50.00%
2895B002AA	PNCH UNT-BF1	Puncher Unit-BF1	\$840	NA	50.00%
3842B005AA	PNCH-C1 W/IF	Professional Puncher-C1 (Incl. Integration Unit-B1)	\$15,000	39.50%	50.00%

Item #	Model Name	Item Description	MSRP	GSA Discount	VITA Discount	Monthly Maintenance Base Charge	Color Copies Included	Toner Inclusive Maintenance Rates	
								Black Per Image Charge	Color Per Image Charge
4480B005AA	IPR C7010 VP	Canon imagePRESS C7010VP Digital Press	\$183,750	49.60%	60.00%	\$3,467.00	72,000	0.0093	0.0454
4481B004AA	IPR C6010VP	Canon imagePRESS C6010VP Digital Press	\$162,750	NA	60.00%	\$3,467.00	72000	0.0093	0.0454
4482B005AA	IPR C6010	Canon imagePRESS C6010 Digital Press	\$104,790	39.50%	50.00%	\$3,467.00	72,000	0.0093	0.0454
Included	On-line 12-hr Fiery Professional Certification & 4 hours onsite training								
1407B008AA	UFR II PK T2	Color UFR II/PCL/PS Printer Kit-T2 (Canon embedded Controller)	\$5,880	49.60%	50.00%				
0990B023AA	A3200 SET	imagePRESS Server A3200 with Integrated Interface & Stand-A1	\$63,000	36.00%	40.00%				
0991B023AA	A2200 SET	imagePRESS Server A2200 Set	\$41,500	34.60%	35.00%				
0992B018AA	A1200 SET	imagePRESS Server A1200 Set	\$28,800	34.20%	35.00%				
4769B004AA	CR A7500 SET	imagePRESS CR Server A7500 with Stand-A1	\$55,500	36.40%	40.00%				
3841B012AA	CRA7000SETV2	imagePRESS CR Server A7000 V2 with Stand-A1	\$37,500	25.00%	30.00%				
0470B002AC	DADF-R1	DADF-R1	\$2,940	44.20%	45.00%				
1399B001AA	S.BYPASS-A1	Stack Bypass-A1	\$1,260	43.70%	45.00%				
1873B002AA	PPR DECK AC1	Paper Deck-AC1	\$5,040	49.60%	50.00%				
1400B001AA	POD DECK A1	POD Deck-A1	\$14,175	46.20%	50.00%				
1400B005AA	SE POD DK A1	Secondary POD Deck-A1	\$14,175	46.20%	50.00%				
4491B002AA	FINISHER AJ1	Finisher-AJ1	\$13,020	49.60%	50.00%				
4492B002AA	SFINISHR AJ2	Saddle Finisher-AJ2	\$16,380	49.60%	50.00%				
2898B001AC	BKLT TRIM-D1	Booklet Trimmer-D1	\$9,975	31.00%	35.00%				
2827B002AA	2-K TRIM A1	Two-Knife Booklet Trimmer-A1	\$47,250	44.00%	50.00%				
1741B002AB	HC STACKERC1	High Capacity Stacker-C1	\$21,000	39.50%	40.00%				
2467B005AA	PB-B1/INSER	Perfect Binder-B1 with Document Insertion Unit	\$52,290	39.50%	40.00%				
2825B004AA	PNCH-B1 W/IF	Professional Puncher-B1 (Includes Integration Unit-A1)	\$15,000	46.20%	50.00%				
3028B001AA	19H PUNCH-A1	Plastic Comb 19-Hole Punch LTR-A1	\$1,000	39.50%	40.00%				

Item #	Model Name	Item Description	MSRP	GSA Discount	VITA Discount	Monthly Maintenance Base Charge	Color Copies Included	Toner Inclusive Maintenance Rates	
								Black Per Image Charge	Color Per Image Charge
4480B038AB	C7010VPS SET	Canon imagePRESS C7010VPS	\$195,050	49.00%	60.00%	\$3,467.00	72,000	0.0093	0.0454
4481B043AB	C6010VPS SET	Canon imagePRESS C6010VPS	\$174,050	47.40%	57.00%	\$3,467.00	72000	0.0093	0.0454
4482B032AB	C6010S SET	Canon imagePRESS C6010S	\$116,090	39.40%	55.00%	\$3,467.00	72,000	0.0093	0.0454
Included	On-line 12-hr Fiery Professional Certification & 4 hours onsite training								
5629B009AA	C7010VPS PRM	imagePRESS VPS/S series License Activation Kit with PRISMA Prepare	\$23,700	27.70%	30.00%				
5629B010AA	C7010VPS LIC	imagePRESS VPS/S series License Activation Kit without PRISMA Prepare	\$14,800	31.90%	35.00%				
0468B006AA	CL RDR H1 ST	Color Image Reader-H1 Set	\$2,730	49.60%	50.00%				
1121B001AA	PLATEN CVR K	Platen Cover Type K	\$168	36.90%	40.00%				
0470B002AC	DADF-R1	DADF-R1	\$2,940	44.20%	45.00%				
1399B001AA	S.BYPASS-A1	Stack Bypass-A1	\$1,260	43.70%	45.00%				
1873B002AA	PPR DECK AC1	Paper Deck-AC1	\$5,040	49.60%	50.00%				

1400B001AA	POD DECK A1	POD Deck-A1	\$14,175	46.20%	50.00%	
1400B005AA	SE POD DK A1	Secondary POD Deck-A1	\$14,175	46.20%	50.00%	
4491B002AA	FINISHER AJ1	Finisher-AJ1	\$13,020	49.60%	50.00%	
4492B002AA	SFINISHR AJ2	Saddle Finisher-AJ2	\$16,380	49.60%	50.00%	
2898B001AC	BKLT TRIM-D1	Booklet Trimmer-D1	\$9,975	31.00%	35.00%	
2827B002AA	2-K TRIM A1	Two-Knife Booklet Trimmer-A1	\$47,250	44.00%	45.00%	
1741B002AB	HC STACKERC1	High Capacity Stacker-C1	\$21,000	39.50%	40.00%	
0518B002AA	INS-C1 SET	Document Insertion Unit-C1 Set	\$1,890	38.40%	40.00%	
3109B002AA	PNCH UNT-BB1	Puncher Unit-BB1	\$945	44.00%	45.00%	
1091B001AA	STA DOLLY-A1	Stacker Dolly-A1	\$630	41.20%	45.00%	
2825B004AA	PNCH-B1 W/IF	Professional Puncher-B1 (Includes Integration Unit-A1)	\$15,000	46.20%	50.00%	
3028B001AA	19H PUNCH-A1	Plastic Comb 19-Hole Punch LTR-A1	\$1,000	39.50%	40.00%	
3028B003AA	32H PUNCH-A1	Twin Loop 32-Hole Punch LTR-A1	\$1,000	39.50%	40.00%	
3028B004AA	44H PUNCH-A1	Color Coil 44-Hole Punch LTR-A1	\$1,000	39.50%	40.00%	
Item #	Model Name	Item Description	MSRP	GSA Discount	VITA Discount	Toner Inclusive Maintenance Rates Black Per Image Charge
6067B003AB	VP DP SET	Canon VarioPrint DP-Line Main Engine Base Model Set	\$43,500	NA	60.00%	0.0039
Included	8 hours on-site training					
	Required	VarioPrint DL Line Operator Training - Full Day	\$1,500	NA	0.00%	
6071B008AA	VP135LIOPSET	VarioPrint DP Line 135 Base License Set with Printer Operation Care	\$33,000	NA	50.00%	
6071B009AA	VP120LIOPSET	VarioPrint DP Line 120 Base License Set with Printer Operation Care	\$17,000	NA	50.00%	
6071B010AA	VP110LIOPSET	VarioPrint DP Line 110 Base License Set with Printer Operation Care	\$7,000	NA	50.00%	
6071B011AA	VP135LWOSET	VarioPrint DP Line 135 Base License without Printer Operation Care Set	\$33,000	NA	50.00%	
6071B012AA	VP120LWOSET	VarioPrint DP Line 120 Base License without Printer Operation Care Set	\$17,000	NA	50.00%	
6071B013AA	VP110LWOSET	VarioPrint DP Line 110 Base License without Printer Operation Care Set	\$7,000	NA	50.00%	
5892B002AA	EPIM C1 KIT	External Paper Input Module-C1 Kit	\$10,000	NA	30.00%	
6083B001AA	COV NO C1	Covers NO EPIM-C1	\$120	NA	15.00%	
2893B002AB	FIN-AF1	Finisher-AF1	\$10,395	NA	50.00%	
6087B001AA	AF1 KIT-C1	AF1 Kit-C1	\$50	NA	35.00%	
2894B002AB	S.FIN-AF2	Saddle Finisher-AF2	\$17,850	NA	50.00%	
5580B002AA	PUNCH BQ1	Puncher Unit-BQ1	\$945	NA	50.00%	
2898B001AC	BKLT TRIM-D1	Booklet Trimmer-D1	\$9,975	NA	35.00%	
2827B002AA	2-K TRIM A1	Two-Knife Booklet Trimmer-A1	\$47,250	NA	45.00%	
2876B002AC	STACKER-C1	High capacity Stacker-E1(Includes 1 Dolly)	\$21,000	NA	40.00%	
2885B001AA	STA DOLLY-C1	Stacker Dolly-C1	\$630	NA	45.00%	
2886B002AA	INSERTION-A1	Document Insertion Unit-F1	\$4,515	NA	40.00%	
2888B001AC	PAPER FLD-E1	Paper Folding Unit-F1	\$15,750	NA	40.00%	
5868B001AA	DOCBOX-C1	DocBox-C1	\$1,500	NA	40.00%	
5878B001AA	E-SHREDDI-C1	E-shredding-C1	\$970	NA	40.00%	
5876B001AA	DP LINK-C1	DP Link-C1	\$3,000	NA	40.00%	
	VarioPrint Prisma Software & Support Options		\$43,500	NA	60.00%	
6459B001AA	Océ PRISMAprepare Light V5 - 1 Concurrent user		\$7,670	NA	0.00%	
5437B001AA	Océ PRISMAprepare V5 - 1 Concurrent user		\$12,319	NA	0.00%	
5657B001AA	Océ PPV5 - 1 Automation Concurrent user		\$2,124	NA	0.00%	
5444B001AA	Océ PRISMAaccess Central Server		\$4,248	NA	0.00%	
5445B001AA	Océ PRISMAaccess 1 Operator Console		\$2,124	NA	0.00%	

5451B001AA	Océ PRISMAaccess 1 Submission Server	\$3,540	NA	0.00%
5446B001AA	Océ PRISMAaccess Accounting	\$1,151	NA	0.00%
5447B001AA	Océ PRISMAaccess Quotation	\$1,416	NA	0.00%
5448B001AA	Océ PRISMAaccess Budget Approval	\$1,416	NA	0.00%
5449B001AA	Océ PRISMAaccess Archive Module	\$3,540	NA	0.00%
6066B002AA	Quite Imposing Plus v3	\$798	NA	0.00%
6276B002AA	Enfocus Pitstop Professional v10	\$700	NA	0.00%
6107B001AA	Dpconvert v2.3	\$10,502	NA	0.00%
2085V010	Annual Maintenance Océ PRISMAprepare V5 - 1 Concurrent user	\$1,879	NA	0.00%
2085V031	Annual Maintenance Océ PPV5 - 1 Automation Concurrent user	\$324	NA	0.00%
2085V092	Annual Maintenance DPconvert(Corporate)	\$1,602	NA	0.00%
2085V091	Annual Maintenance Océ PRISMAaccess Central Server	\$648	NA	0.00%
2085V055	Annual Maintenance Océ PRISMAaccess 1 Operator Console	\$324	NA	0.00%
2085V065	Annual Maintenance Océ PRISMAaccess 1 Submission Server	\$540	NA	0.00%
2085V087	Annual Maintenance Océ PRISMAaccess Accounting	\$176	NA	0.00%
2085V088	Annual Maintenance Océ PRISMAaccess Quotation	\$216	NA	0.00%
2085V089	Annual Maintenance Océ PRISMAaccess Budget Approval	\$216	NA	0.00%
2085V090	Annual Maintenance Océ PRISMAaccess Archive Module	\$540	NA	0.00%
2085V092	Annual Maintenance DPconvert (Corporate)	\$1,602	NA	0.00%

FIXED **36 Month Rate 0.03** **60 Month Rate .0217**
48 Month Rate 0.0258 **72 & 84 Month Rate NA**

FIXED SPREAD

**RATE (In decimal
form)**

0.03 **36 Month Rate**

0.0258 **48 Month Rate**

0.0217 **60 Month Rate**

N/A **72 Month Rate**

N/A **84 Month Rate**



Managed Print Services: Implementing Efficiency

In our 20-plus-year history, we have developed a niche for certain skills and abilities. Our Managed Print Services (MPS) entity is an embodiment of industry experience and perennial reliability. When it comes to evaluating a customer's document workflow, developing a plan to increase their efficiency based on their printing needs and implementing a system of networked printers, copiers and scanners to reduce costs and conserve resources, Cobb Technologies stands alone. Our complimentary print audits and workflow assessments have identified and resolved unknown areas of inefficiency in countless businesses, and we have developed an ironclad track record in business improvement strategy.

Our successes in MPS begin with attention and consideration. We examine every aspect of the customer's document workflow, from current number and placement of printers, to average number of prints per month, to annual printing costs and document movement between offices and satellite locations. The consideration of all of this information is integral to developing and implementing a system that will improve all areas of your document workflow and enhance the efficiency and productivity of your office.

It is important to note that not every customer's print situation is the same, so we do not have nor will attempt to develop a cookie-cutter solution for every MPS implementation. The one thing that all of our MPS solutions have in common is that they are flexible and adaptive to the needs of the customers for whom they were custom-tailored. A large part of our MPS is the ability to monitor the performance and usage of every machine in your fleet of networked printers, copiers and scanners using a program called *FleetView*. This makes facilitating equipment changes to respond to evolving business needs much easier to accomplish.

During our twenty-plus-year history, we have successfully designed, implemented and managed print services for businesses and organizations in a variety of industries and markets. Several of the larger projects include MPS installations at St. Catherine's School, Central Virginia Food Bank, Langley Federal Credit Union, Apex Systems, Inc., Thomas Rutherford and Liberty Print Services at Liberty University. We are 100% confident and committed to the idea that we can step in and improve the document workflow and business procedures of your business, while saving you money and resources in the process.

MPS: What You Get

All MPS clients will receive the same attention to detail and unrivaled value that has made Cobb Technologies a major player in the Managed Print Services industry over the last twenty years. We cover everything from the printers and copiers themselves, to networking and interfacing, and management and support for your end-users. Because we are an independent dealer and not a representative of one major manufacturer, we offer our customers the most products from three of the best manufacturers available; Canon, Kyocera and Konica Minolta.

Cobb Technologies Managed Print Services offers:

- A full line of digital multifunctional systems that copy, print, fax, scan, and output color
- A full line of workgroup and desktop printers with black and white and color capabilities
- All-inclusive printer supply & support programs for a company's entire laser output fleet
- High-volume print-on-demand systems for print and distribute environments
- Document management solutions including high-speed scanners and customized document storage and retrieval systems
- Workflow software solutions that help optimize employee productivity and reduce costs
- One point of contact for service and supplies
- Regular service by authorized technicians which will increase the life of your fleet
- Software that provides accurate information on usage and costs related to printing
- Quarterly reviews that will be conducted to examine print program performance, equipment costs, volume and service history



Trends Impacting Print Costs

More often than not, office managers are completely unaware of just how expensive their current printer fleet setup is. From providing power to the machine itself to the cost of paper and supplies, printing can easily be one of your company's most expensive costs. Among the more obvious expenses, the following are main contributors to the rising cost of maintaining a printer fleet:

Increasing demand on aging printer fleets are requiring more support:

- Printer volumes are increasing 9% in B&W & 19% in color (11% overall) annually
- Paper use will continue to grow for next 20 years
- 55% of network traffic is printer related
- 50-60% of help desk calls are printer related
- 50% of printer fleets are over five years old
- Some IT departments spend excessive time trying to repair printers without the proper training or parts

Increasing number of models using different supply items and drivers:

- Managing the broad variety of required supply items to have them in the right place at the right time is difficult and expensive
- Multiple vendors for supplies and repair service reduces accountability and increases the administration of the printer fleet
- Multiple drivers are required to support all models in the fleet adding to IT's burden to provide updates and maintenance

Printer management plans create an opportunity to control costs:

- Output fleets are overlooked & under managed
- Output fleets represent a goldmine of savings (10% to 30% per year) via implementing a printer output strategy
- Buying pages can save 20%-50% over buying devices and related maintenance contracts & supplies individually
- A single invoice for the actual pages printed monthly reduces the purchase transactions and the administration of the printer fleet
- Proactive printer maintenance by trained technicians will protect the capital investment, reduce IT's involvement, and ensure reliable usage



The MPS Process: Consultation

All improvements resulting from MPS assessments are based on defined procedures and powerful analysis tools, allowing customers to understand every step on the way to their customized cost effective solution.

Capture: Software-based identification of existing print assets, and precise monitoring of the current utilization patterns and printing volumes. User interviews to detect specific document flows, individual needs and service-level demands. Collection of all available commercial data.

Analyze: Precise TCO calculation, benchmarked against averaged current “street” supply costs. A detailed analysis of OPS program recommended print services is provided to meet precise document-based business process requirements.

Optimize: Designing the print fleet that fits concrete business needs, visualization on the basis of the actual floor plans, and presentation of alternative scenarios.

Exact calculation of future TCO reductions in cost and hardware, and estimates of related general savings, including any environmental impact.

The MPS Process: Implementation

We provide more than just installing a new print solution, it also offers change management to the extent required. This includes dedicated project management in accordance with recognized standards as well as support for appropriate involvement of stakeholders and users. Companies benefit from the strong direct organization and the experience of a market leader.

Project: The program provides dedicated project management resources, organizing and controlling the process from start to finish, project plans, and regular reports on progress. Permanent customer access to all current project documents.

Change: Delivery of all consumables for pre-determined devices and agreed upon period. Technical consulting and remote support of all devices being tested are included during this phase. Konica Minolta devices will be pre-configured prior to delivery to ensure seamless integration with the existing network and workflow. Implementation services, where appropriate, will be provided based upon the size of the project.

Information and training: Provision of detailed documentation for user and administrators. User introduction through experienced staff. Tailored training to key users and internal support staff. Web-based multimedia training for permanent access.

The MPS Process: Management

After testing a new print infrastructure, MPS offers a scalable portfolio of services to run and manage your fleet. Tailored to individual needs and requirements, these can complement existing IT services or assume full operational responsibility.

Operate: Pro-active service includes remote monitoring, automatic technician dispatch, and delivery of consumables, replacement parts and maintenance kits.

Monitor: Continuous supervision of networked and locally attached devices to monitor the machines' utilization, status and alerts. Online access to actual status information, performance indicators, and reports on the device fleet, service calls, via a web portal available 24/7/365.

Improve: Regular management reports, review meetings, and active search for further improvements and optimization. The program can provide customized billing to conform to customer requirements. This can include a single invoice, sub-totaled by account, devices, departments or by location.



The Cobb Technologies MPS Solution

- Exact cost-per-image pricing
- Centralized online supply ordering and service request interface
- Trained technical staff to manage repairs of your printer fleet
- Quarterly reporting on all aspects of document production
- All parts, labor and supplies are included in cost-per-image pricing
- Ongoing support from technical staff to optimize print costs and employee productivity



What Your Printers Are Costing You Now

Below you will find several examples of what companies not utilizing Managed Print Services are currently paying. These examples are industry averages and the average coverage for black and white images is 10%.

Black and White

**HP LaserJet
 2300 Series
 B/W Laser Printer**



Average Volume 1,000

Fill Percentage	Cost Per Page
5% Toner Coverage	2.74 Cents
10% Toner Coverage	4.72 Cents
15% Toner Coverage	6.67 Cents
25% Toner Coverage	10.6 Cents
35% Toner Coverage	14.6 Cents
50% Toner Coverage	Not Typical
70% Toner Coverage	Not Typical

**HP LaserJet
 4050 Series
 B/W Laser Printer**



Average Volume 2,000

Fill Percentage	Cost Per Page
5% Toner Coverage	1.78 Cents
10% Toner Coverage	3.07 Cents
15% Toner Coverage	4.36 Cents
25% Toner Coverage	6.94 Cents
35% Toner Coverage	9.52 Cents
50% Toner Coverage	13.3 Cents
70% Toner Coverage	Not Typical

**HP LaserJet
 4350 Series
 B/W Laser Printer**



Average Volume 3,000

Fill Percentage	Cost Per Page
5% Toner Coverage	1.73 Cents
10% Toner Coverage	2.98 Cents
15% Toner Coverage	4.22 Cents
25% Toner Coverage	6.71 Cents
35% Toner Coverage	9.20 Cents
50% Toner Coverage	12.9 Cents
70% Toner Coverage	Not Typical

**HP LaserJet
 5200 Series
 B/W Laser Printer**



Average Volume 4,000

Fill Percentage	Cost Per Page
5% Toner Coverage	2.06 Cents
10% Toner Coverage	3.72 Cents
15% Toner Coverage	5.39 Cents
25% Toner Coverage	8.71 Cents
35% Toner Coverage	12.1 Cents
50% Toner Coverage	17.1 Cents
70% Toner Coverage	Not Typical

**HP LaserJet
 8150 Series
 B/W Laser Printer**



Average Volume 4,000

Fill Percentage	Cost Per Page
5% Toner Coverage	1.46 Cents
10% Toner Coverage	2.47 Cents
15% Toner Coverage	3.46 Cents
25% Toner Coverage	5.46 Cents
35% Toner Coverage	7.46 Cents
50% Toner Coverage	10.4 Cents
70% Toner Coverage	Not Typical

**HP LaserJet
 9050 Series
 B/W Laser Printer**



Average Volume 10,000

Fill Percentage	Cost Per Page
5% Toner Coverage	1.33 Cents
10% Toner Coverage	2.23 Cents
15% Toner Coverage	3.13 Cents
25% Toner Coverage	4.93 Cents
35% Toner Coverage	6.73 Cents
50% Toner Coverage	9.43 Cents
70% Toner Coverage	Not Typical



Color

**HP Business InkJet
 2300 Series
 Color InkJet Printer**



Average Volume 500

Fill Percentage	Cost Per Page
20% Toner Coverage	13.6 Cents
30% Toner Coverage	19.2 Cents
40% Toner Coverage	23.5 Cents
50% Toner Coverage	32.0 Cents
60% Toner Coverage	40.6 Cents
70% Toner Coverage	53.5 Cents
80% Toner Coverage	70.6 Cents

**HP Color LaserJet
 3700n Series
 Color Laser Printer**



Average Volume 1,000

Fill Percentage	Cost Per Page
20% Toner Coverage	17.8 Cents
30% Toner Coverage	24.4 Cents
40% Toner Coverage	29.1 Cents
50% Toner Coverage	34.8 Cents
60% Toner Coverage	40.4 Cents
70% Toner Coverage	46.3 Cents
80% Toner Coverage	51.7 Cents

**HP Color LaserJet
 4700 Series
 Color Laser Printer**



Average Volume 2,000

Fill Percentage	Cost Per Page
20% Toner Coverage	11.6 Cents
30% Toner Coverage	16.7 Cents
40% Toner Coverage	21.8 Cents
50% Toner Coverage	26.9 Cents
60% Toner Coverage	31.9 Cents
70% Toner Coverage	37.0 Cents
80% Toner Coverage	42.1 Cents

**HP Color LaserJet
 5550 Series
 Color Laser Printer**



Average Volume 4,000

Fill Percentage	Cost Per Page
20% Toner Coverage	15.5 Cents
30% Toner Coverage	20.8 Cents
40% Toner Coverage	26.0 Cents
50% Toner Coverage	31.3 Cents
60% Toner Coverage	36.5 Cents
70% Toner Coverage	41.8 Cents
80% Toner Coverage	47.1 Cents



What Your Printers from Cobb Will Cost

Below you will find examples of what several printers under Cobb Technologies MPS configuration will cost you. These are only examples and your actual cost may vary depending on the configuration and type of machine installed.



Black and White Laser Printer

- 37 pages per minute
- Standard duplex
- Two 500 sheet paper drawers
- Small footprint for office environments
- Networked

**Cost Per Image including hardware, service and supplies:
Starting at \$.009**



Color Laser Printer

- 23 pages per minute color and monochrome
- Standard duplex
- Standard 600 sheet paper supply
- Outstanding color image quality and productivity
- Networked

**Cost Per Image including hardware, service and supplies:
Starting at \$.009 for black and white
Starting at \$.055 for color**



Kyocera TA4500i

Black and White MFP Unit

- Prints, scans, copies and faxes
- 45 pages per minute
- Two 550 sheet paper drawer
- 50 sheet staple finisher and duplex
- Standard network printing and scanning

**Cost Per Image including hardware, service and supplies:
Starting at \$.01**



Kyocera TA3550ci (full-color)

Color MFP Unit

- Prints, scans, copies and faxes
- 35 pages per minute
- Two 550 sheet paper drawers
- Standard duplex
- Standard network printing and scanning

**Cost Per Image including hardware, service and supplies:
Starting at \$.01 for black and white
Starting at \$.049 for color**



The Bottom Line

With Cobb Technologies Managed Print Services, you will no longer be paying for toner coverage; you will be paying one flat rate per image.

Cobb will do a complete print audit of all devices to be included in the contract. The results from the audit will be used to establish a comprehensive print management program to include parts, labor, supplies and the remote monitoring on a cost per image basis. The cost per image will depend on the total volume, make and model of the devices to be covered in the contract.

The overall purpose of any print management program is to lower the cost to the end-user and provide increased efficiency. Cobb is constantly monitoring the fleet remotely to detect high cost units or print devices that are running high or low volumes. It is Cobb's objective to monitor the fleet and right size the devices to the workload.



MPS Success Story: Apex Systems, Inc.

Cobb is the primary office equipment vendor for Apex Systems, Inc., a national information technology recruitment firm located in Richmond, VA. Through a proactive fleet management program, Cobb has installed approximately 200 copiers and printers nationwide throughout 31 Apex Systems offices. Cobb services and maintains Apex Systems complete equipment fleet and provides quick, responsive service for Apex locations around the country. Cobb works in tandem with Apex Systems personnel to upgrade and refresh equipment as replacement machines or new technology are needed. Through this proactive approach, Cobb has saved Apex Systems 30 percent on its printing costs and provided the company with improved service and a reduced need for IT department involvement in printer/copier related issues.

MPS Success Story: Thomas Rutherford

Cobb partnered with Thomas Rutherford, the country's 13th largest independently owned property and casualty insurance broker, in 2003 to manage the company's copier needs at its headquarters in Roanoke, VA, and throughout its 14 locations nationwide. Cobb has installed 57 copiers in Thomas Rutherford locations through a consolidated program that offers copy/print/scan/fax functionality via cost-effective multifunctional units. Cobb provides consolidated reporting/invoicing of all machines via a master invoice for greater corporate control of the print environment.

In addition, Cobb provides network and scanning support via remote access to all locations. Cobb installed Universal Printer functionality that provides a single, intelligent advanced driver that can be used across Thomas Rutherford's fleet of multifunction products and laser printers. The functionality simplifies printer support and eases the burden on the company's IT staff while lowering management costs.

Cobb can bring many of these same successful processes and its proven logistical experience to provide the Commonwealth with the highest-quality, most cost-effective document solution.

MPS Success Story: Liberty Print Services at Liberty University

Cobb is the facilities management vendor for Liberty University, a 15,000-student, international university located in Lynchburg, VA. Through a proactive fleet management program, Cobb has installed approximately 200 copiers and printers throughout the Liberty University campus. Last year's total volume of copy & print, including the University's print shop exceeded 30 million impressions. Cobb services and maintains Liberty University's complete equipment fleet and works in tandem with Liberty personnel to upgrade and refresh machines as replacement machines or new technology is needed. Cobb's fleet management program has reduced Liberty's copying and printing costs by 40 percent since its inception in June 2008.