



Commonwealth of Virginia  
Virginia Information Technologies Agency

**STATEWIDE PRINTING DEVICES AND MANAGED PRINT SERVICES**

**Mandatory Use Contract for Executive Branch Agencies; Optional Use Contract for all other Public Bodies.**

Date: February 26, 2016

Contract #: VA-130405-CSA

Authorized User: Authorized User (AU): All public bodies, including VITA, as defined by §2.2-4301 and referenced by §2.2-4304 of the *Code of Virginia*. Also includes private institutions of higher education chartered in Virginia and granted tax-exempt status under §501(c)(3) of the Internal Revenue Code. A list of the private institutions eligible to use this contract can be found at: <http://www.cicv.org/Our-colleges/Profiles.aspx>

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Term: April 5, 2016 – April 4, 2017

Payment: Net 30 days

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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://vita2.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

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February 25, 2016

Jared Pritham  
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Mr. Pritham,

Per Section 3.A. ("Term and Termination") of contract VA-130405-CSA, The Virginia Information Technologies Agency has elected to exercise its option to renew the contract for one year, from April 5, 2016 through April 4, 2017. 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**

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February 18, 2015

Margaret Bannerman  
Canon Solutions America, Inc.

Per Section 3.A. ("Contract Term") of contract VA-130405-CSA, The Virginia Information Technologies Agency has elected to exercise its option to renew the contract for one year, from April 5, 2015 through April 4, 2016. Should you have any questions, please feel free to contact me.

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

**MODIFICATION NO. 1  
TO  
CONTRACT NUMBER VA-130405-CSA  
BETWEEN THE  
COMMONWEALTH OF VIRGINIA  
AND  
CANON SOLUTIONS AMERICA, INC.**

This MODIFICATION No. 1 is hereby incorporated into and made an integral part of Contract VA-130405-CSA

The purpose of this Modification is to add the clause(s) and clarifications listed below:

1. Add to the definition of "Authorized Users" in Section 2 Subsection C on Contract Page 1.  
*"Authorized Users also include private institutions of higher education chartered in Virginia and granted tax-exempt status under §501(c)(3) of the Internal Revenue Code. A list of the private institutions eligible to use this contract can be found at <http://www.cicv.org/our-Colleges/Profiles.aspx>*
2. Add to the definition of "Reimbursement of Expenses" in Section 5 Subsection B on Contract Page 6.  
*"If the authorized User is a private institution chartered in Virginia and granted tax-exempt status under §501(c)(3) of the Internal Revenue Code, such private institution may have its own per diem amounts applicable to Supplier's pre-approved travel expenses."*
3. Add to the definition of "Indemnification" in Section 12 Subsection A on Contract Pages 12-13.  
*"In the event of settlement between Supplier and private institution of higher education who is an Authorized User of this contract, the settlement shall be satisfactory to such institution."*
4. Add to the definition of "Hardware-related (System and Third-Party) Software License" in Section 17 Subsection J on Contract Page 24.  
*"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. If Authorized User is a private institution, the license shall be held by that private institution."*
5. Add to the definition of "SOFTWARE LICENSE (NON-HARDWARE RELATED)" in Section 18 on Contract Page 26.  
*"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. If Authorized User is a private institution, the license shall be held by that private institution."*

6. Add to the definition of "Dispute Resolution" in Section 20 Subsection E on Contract Page 36.  
"In the event of any breach by a public body or a private institution, 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 to the right to terminate any license or support services hereunder."

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-130405-CSA by this Modification No. 1.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**

**PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.**

NAME OF SUPPLIER

BY: \_\_\_\_\_

NAME: Steven Giuliano

TITLE: Sr Director Strategic Pricing

DATE: 7/29/14

COMMONWEALTH OF VIRGINIA

BY: \_\_\_\_\_

NAME: Doug Crenshaw

TITLE: Vet Affairs Source mgmt

DATE: 8/1/14





# **Statewide Printing Devices and Managed Print Services Information Technology Contract**

between

The Virginia Information Technologies Agency

on behalf of

The Commonwealth of Virginia

and

CANON SOLUTIONS AMERICA, INC.

**STATEWIDE PRINTING DEVICES AND MANAGED PRINT SERVICES  
INFORMATION TECHNOLOGY CONTRACT  
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# STATEWIDE PRINTING DEVICES AND MANAGED PRINT SERVICES INFORMATION TECHNOLOGY CONTRACT

THIS STATEWIDE PRINTING DEVICES AND MANAGED PRINT SERVICES INFORMATION 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, and Canon Solutions America, Inc. ("Supplier"), a corporation headquartered at One Canon Park, Melville, NY 11747, to be effective as of April 5, 2013 ("Effective Date").

## 1. PURPOSE

This Contract sets forth the terms and conditions under which Supplier agrees to provide purchase/rental/lease of Multifunction Devices, Wide Format and Low-End Devices, High Speed Production Devices, Software and related accessories/supplies, Services and Maintenance for devices and Managed Print Services 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 verification by Supplier that the Products meet manufacturer's specifications at the time of installation, and to provide Services, 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. Consumables

Toner, drums, fuser agent, developer, ink cartridges, maintenance kits, feeder rollers, transfer kits, waste toner boxes and cleaning kits, needed for the operation of the Products provided by Supplier on behalf of the Authorized User in order to fulfill the Services.

### G. 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.

### H. 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.

**I. 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.

**J. Lease Agreement**

The executed agreement for the lease of wide format and high speed production devices between an Authorized User and the Supplier, pursuant to the terms and conditions of this Contract.

**K. Lease Term**

The fixed non-cancelable term, plus all periods covered by bargain 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.

**L. 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.

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

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

**N. 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, or Software.

**O. Managed Print Services**

Services offered by Supplier to optimize or manage an Authorized User's document output which could include items such as but not limited to office printing needs, furnishing supplies, service and overall management of the printer fleet.

**P. Multifunction Device (MFD)**

A device which includes various capabilities, including by not limited to, copying, printing, faxing and scanning as determined by the applicable original equipment manufacturers specifications.

**Q. 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.

**R. Party**

Supplier, VITA, or any Authorized User.

**S. Preventive Maintenance**

Maintenance that can be performed in advance of an actual problem or malfunction through the monitoring of internal diagnostic reports generated automatically by the Products, including print output devices.

**T. Product(s)**

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

**U. Receipt**

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

**V. Rental Agreement**

The executed agreement for rental of MFD Product, Software and related accessories between an Authorized User and the Supplier, pursuant to the terms and conditions of this Contract.

**W. Rental Services**

Those Services, preventive and remedial, performed by Supplier at Authorized User's request in order to ensure continued operation of the rented Product. Rental Services shall include support services.

**X. Rental Term**

The time period beginning at Acceptance, and any extension(s) thereto allowable pursuant to this Contract, and except as cancelled or terminated in accordance with this Contract, during which Supplier rents a unit of Product to an Authorized User.

**Y. Requirements**

The functional, performance, operational, compatibility, Acceptance testing criteria in accordance with the Product's applicable manufacturer's specifications and other parameters and characteristics of the Products, Software, Services, and/or other Deliverables as set forth in Exhibit C 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.]

**Z. Response Time**

The time between Supplier's receipt of Authorized User's request for Maintenance support and the time Supplier commences repair or remediation, as defined in the Service Level Agreements annexed hereto.

**AA. Service (s)**

Any work performed or Services provided by the Supplier to VITA or any Authorized User under this Contract including but not limited to, configuration design, installation, testing, support, maintenance, and training. This Contract shall not provide for consulting or professional services or services that might result in the creation of Work Product.

**BB. 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.

**CC. Software Publisher**

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

**DD. 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.

**EE. Statement of Work**

Any document in substantially the form of Exhibit D (describing the deliverables, due dates, assignment duration and payment obligations for a specific project, engagement, or assignment for which Supplier shall be providing Products, Software and/or Services to an Authorized User), which, upon signing by both Parties, shall be deemed a part of this Contract.

**FF. 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).

**GG. 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.

### **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 four (4) 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, lease agreement, rental 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) or Software.

#### **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 orders or SOWs placed in conjunction with a Lease Agreement, or Rental Agreement, or charges for Equipment provided pursuant to a Managed Services Agreement. 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 of VITA, 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 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 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. 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 order 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. Subcontractors**

Supplier shall not use subcontractors to perform any portion of this Contract or any order or SOW issued under this Contract unless specifically authorized in writing to do so by VITA or the Authorized User, respectively. If an order or SOW issued pursuant to this Contract is supported in whole or in part with federal funds, Supplier shall not subcontract 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 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.

**5. FEES, ORDERING AND PAYMENT PROCEDURE**

**A. Fees and Charges**

As consideration for the Products, Software, Services and Deliverables provided hereunder, an Authorized User shall pay Supplier the fee(s) set forth on Exhibit 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, Software, 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 C 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, Software or Services under this Contract, an Authorized User is under no obligation to license or purchase from Supplier any of Supplier's Products, Software 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, software 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 and Services 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. Orders for Lease/Rental Products or MPS**

In addition to the foregoing, if an Authorized User places an order or SOW to lease or rent 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. Title to any lease or rental Products shall remain with Supplier during the Lease Term or Rental Term, including any renewals.

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.

Supplier may not assign such purchase order(s) and Lease(s) to a third party.

Authorized Users are not allowed to sign any leasing or rental documents supplied by Supplier or any third party representing Supplier. For MPS agreements, the terms of this contract take precedence over any such MPS agreement.

#### **F. Orders for Lease-Purchase 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 C, 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. Purchase Price and Price Protection**

Exhibit C sets forth the prices by Product type (including whole units and repairable major components thereof), for Software, warranty services and Maintenance Services, and for non-Warranty and non-Maintenance Services offered by the Supplier and the appropriate Commonwealth discounts. Percentage off list for Products, Software and Services shall not decrease during the life of the contract.

#### **I. 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 Product, Software and Services identical or similar to that 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.

In cases where the RFQ process is invoked, the Authorized User will issue an RFQ describing its requirements to potential suppliers, and suppliers will provide, at their discretion, within the timeframe specified in the RFQ, a detailed Statement of Work (SOW)-based quote. Any quote submitted to the Authorized User as a result of this process shall include (a) a detailed description of each item proposed, at the Exhibit C line item level, (b) the quantity of each such item, (c) the contract price, (d) any additional percentage discount offered, and (e) an extended/total price.

Generally, the Authorized User will select the supplier offering the lowest total cost proposal. However, non-price factors may be included in the evaluation criteria for a given RFQ. Any purchase from Supplier that is a result of the RFQ process shall be subject to the terms and conditions specified and outlined in this Contract and any subsequent modifications. Additional terms and conditions may be requested or mandated within the RFQ document. To the extent that any terms and conditions of the Authorized User are inconsistent with the terms and conditions of this Contract, the terms and conditions of this Contract shall supersede.

#### **J. Change Orders**

All changes to the Products, Software 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.

#### **K. 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 C. Without limiting the foregoing, all shipping costs are the Supplier's responsibility except to the extent such charges are identified in Exhibit C, 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.

#### **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. Charges for Products, Software, Deliverables or Services accepted more than ninety (90) days prior to receipt of a valid invoice may not be paid. 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.

#### **M. Payment for Lease or Rental Products or MPS**

The ordering Authorized User shall pay the applicable monthly or annual payment for the Product(s) as specified in the executed Lease Agreement, Rental Agreement or MPS agreement. Payment shall be made by the ordering Authorized User unless the purchase order is terminated by the Authorized User pursuant to the Term and Termination provisions in Section 3 of this Contract.

#### **N. Additional Leasing Terms for Wide Format Printers**

##### **1. General**

Pursuant to these Leasing Terms and Conditions ("Terms and Conditions") the Supplier shall lease Product(s) covered by the Contract in Exhibit C. Authorized Users shall, in addition to the outright purchase of Product, have the option to lease and/or finance Product from the Supplier. The ordering Authorized User shall indicate its election to lease Product (each such lease transaction hereinafter called a "Lease") on the applicable purchase order issued to the

Supplier. Such Lease may also include financed Product that is financed (in either case "Financed Items").

The Supplier may not assign such purchase order and Lease to a third party.

Authorized Users are not allowed to sign any leasing documents supplied by Supplier or any third party representing Supplier.

**2. Lease Pricing Plans**

Supplier agrees to provide the Product and Financed Items covered in Exhibit C of the Contract, as specified in Authorized User's purchase order, through at least one of the pricing plans below. The leasing plan selected by the Authorized User is identified on the purchase order.

- i. Thirty-six (36) month Lease with Fair Market Value Option
- ii. Forty-eight (48) month Lease with Fair Market Value Option
- iii. Sixty (60) month Lease with Fair Market Value Option
- iv. Seventy-two (72) month Lease with Fair Market Value Option
- v. Eighty-Four (84) month Lease with Fair Market Value Option

**3. Commencement of Lease Term**

The term of each lease shall commence on the date the Product and/or Financed Items are accepted under the section "Acceptance and Cure Period."

**4. Title**

Title in or to the Product shall not pass to the Authorized User but shall remain with the Supplier. The Product shall remain personal property and shall not become a fixture or affixed to real property. The Authorized User will keep the Product free and clear of all encumbrances except the Supplier's security interest.

**5. Risk of Loss**

Supplier shall assume and bear the risk of loss, damage, or theft to the Product and all component parts thereof while same is in the Authorized User's possession, unless such loss results from the negligence or willful misconduct of Authorized User. No loss or damage to the Product shall impair any obligation of the Supplier or of the Authorized User, except as hereinafter expressly provided. Unless the damage could have been prevented by the Authorized User's exercise of reasonable care or diligence in the use, protection, or care of the equipment, the Supplier shall repair or cause to be repaired all damages to the Product, if the Supplier determines the equipment can be economically repaired. In the event that the Product is stolen, destroyed or rendered irreparable, unusable, or damaged as determined by Supplier, unless such condition results from the negligence or willful misconduct of Authorized User, the Lease shall terminate and the Authorized User's obligation to pay for the Product shall be deemed to have ceased as of the date of the loss.

**6. Purchase Option**

If the Authorized User is not in default, it shall have the right to buy the equipment "as is with no additional warranty" at the expiration of the Lease term by tendering the purchase option amount. For Lease with Fair Market Value option, the Fair Market Value of the equipment shall be as established by the Supplier which shall not exceed the then purchase price of the equipment as established. Upon the Authorized User's exercise of this purchase option, all right, title and interest in the equipment shall pass to the Authorized User upon payment.

**7. Extension**

If the Authorized User has not elected to purchase the equipment at the expiration of a lease term, and as long as the Authorized User is not in default under the Lease, the Lease (other than Leases that expire five years or greater from date of installation) may be extended for one additional year upon written notice from the Authorized User. The extension will be under the same terms and conditions then in effect.

## 6. REPORTING

Supplier is required to submit to VITA the following monthly reports:

- Report of Sales; and
- Small Business Subcontracting Report

These reports must be submitted using the instructions found at the following URL:

<http://www.vita.virginia.gov/scm/default.aspx?id=97>

Failure to comply with all reporting requirements may result in default of the Contract.

Suppliers are encouraged to review the site periodically for updates on Supplier reporting.

## 7. STEERING COMMITTEE

[Reserved]

## 8. 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. Supplier will offer its customary products/new user training to designated end users of Authorized User (including VITA in its capacity as an Authorized User) at no additional charge. 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 and/or its end user designees 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.

## 9. ESCROW AGREEMENT

[Reserved]

## 10. COMPETITIVE PRICING

Supplier warrants and agrees that each of the charges, economic or Product, Software and Services 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 Product, 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.

## 11. 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, 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.

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. 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.

**12. 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 Product or Services, or (v) any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Product 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, Deliverables 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, Deliverables 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, Deliverables or Services, or any component thereof; or (b) replace or modify such infringing Products, Software, Deliverables or Services, or any component thereof, with non-infringing products, software, deliverables or services satisfactory to VITA. And in addition, Supplier shall provide any Authorized User with a comparable temporary replacement or reimburse VITA or any Authorized User for the reasonable costs incurred by VITA or such Authorized User in obtaining an alternative products, software, deliverables or services in the event such Authorized User cannot use the affected Products, Software, Deliverables or Services. 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 Products, Software, Deliverables or Services, along with any other components 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, and (v) Supplier's confidentiality obligations, Supplier's liability shall be limited to twice the aggregate value of Products, Software Deliverables 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.**

#### **13. INSURANCE**

In addition to the insurance coverage required by law as referenced in the Incorporated Contractual Provisions section of this Contract, Supplier shall carry errors and omissions insurance coverage in the amount of \$1,000,000 per occurrence.

#### **14. 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 and are no less restrictive and impose no fewer safeguards on signatories of Authorized User's security documents than do Supplier's security documents upon signatories of Supplier's security documents. 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.

#### **15. 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.

#### **16. 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.

#### **17. HARDWARE-SPECIFIC PROVISIONS**

Supplier shall offer all Product types identified in Exhibit C and shall offer Maintenance Services for all Product purchased hereunder. No Authorized User is obligated to continue Maintenance Services on Product that has been removed from service, provided Supplier has been notified in writing of such removal.

During any MCP, Lease Term or Rental Term, Supplier shall provide all Services required to maintain the Product in Operating Condition and to ensure Authorized User has sufficient supplies available at all times. Such Services include, but are not limited to, performing preventive and remedial maintenance, providing replacement parts, maintaining sufficient inventory of spare parts to support the Authorized User’s installed base, and correcting any malfunctions or defects in any unit of Product.

##### **A. Trial Period for MFD’s**

At an Authorized User’s request, Supplier shall provide Authorized User a unit of Product for a thirty (30) day trial period. If a unit of Product is offered for a trial period the Authorized User shall issue an order for the monthly rental rate of that unit of Product and state that such order is for a thirty (30) day trial. The trial period shall start when the Supplier has completed installation and has made the unit of Product ready for normal use. If during such trial period the unit is deemed to be unacceptable by the Authorized User, the Authorized User may cancel the order and Supplier shall remove such unit at no cost to such Authorized User.

Following the trial period, Authorized User may, at its option, continue or discontinue use of Supplier’s Product. Should Authorized User elect to purchase or rent Supplier’s Product, Authorized User shall issue an order for purchase or rental of the Product, and Supplier shall credit the trial period price charged to the Authorized User toward the purchase or rental of the

unit. If the trial unit provided to such Authorized User was a new unit, the Authorized User shall retain such unit at its location; however, if the trial unit provided to such Authorized User was a demonstration unit (i.e., one which had made any number of copies prior to installation), Supplier shall remove the demonstration unit and deliver a new unit upon receipt of Authorized User's order for purchase or rental of Supplier's Product. Should Authorized User elect to discontinue use of Supplier's Product, Authorized User shall so notify Supplier and Supplier shall de-install and remove the trial unit from the Authorized User's premises at no additional cost to the Authorized User.

## **B. 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. Supplier shall bear all risk of loss or damage to 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, at Authorized User's election, either (a) attempt to repair the Product to meet applicable manufacturer's specifications, or (b) provide a replacement item. Title to Product(s) purchased by Authorized User, 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**

Supplier hereby acknowledges and agrees that failure to deliver the Product(s) ordered in strict accordance with the agreed upon delivery schedule determined in accordance with this Contract or an approved order issued by Authorized User shall constitute a material breach of this Contract resulting in damages to the ordering Authorized User, the total sum of which would be impracticable or difficult to ascertain as of the Effective Date of this Contract or the approved order issued by the Authorized User. In place of damages for late delivery of the Products, Supplier will, at Authorized User's election, either (a) provide a loaner to Authorized User; (b) negotiate an extended delivery date with VITA, or (c) cancel the portion(s) (if any) approved order on which delivery is delayed. 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 quoted by Supplier on individual quote provided in response to an Authorized User's Request for Quote (RFQ).

**4. Product Transfer 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.

**5. Product Installation**

The Authorized User's purchase order shall include any requirement for Supplier to install the Product. If so authorized, Supplier shall provide the initial installation of all Product(s) at no additional charge. Installation shall include: unpacking, removal of all shipping/packing materials, positioning, connecting to internal utility services, testing, and 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. If such Authorized User installs the Product, Supplier shall provide all reasonably necessary telephone assistance at no charge.

**6. Product Acceptance**

Product(s) shall be deemed accepted when the ordering Authorized User determines that such Product(s) successfully operates in accordance with the Product's manufacturer's specifications and the specifications in the contract. 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 ten (10) 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.

**7. 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 seven (7) 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 its manufacturer's standards, 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, its manufacturer's standards 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.

## **8. Product Discontinuation**

During the term of this Contract, if any Product(s) listed on Exhibit C 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 sixty (60) days advance written notice of its intent to discontinue any Product type previously ordered by such Authorized User.

## **C. Training for Non-MFDs**

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 C of this Contract.

## **D. Performance Levels and Remedies**

Performance Levels and Remedies under this Contract shall be in accordance with the Service Level Agreement(s) mutually agreed by the parties and included in a separate appendix to the Contract.

### **1. Purchased Product**

During the term of any Maintenance Agreement between the parties, Product purchased by an Authorized User shall be required to operate satisfactorily and produce acceptable printed quality at the following levels, in accordance with the standards for individual product categories over four fixed quarterly intervals per year, calculated in accordance with Exhibit A hereto:

- a. (a) Multi-Function Devices("MFDs") shall operate at a ninety-five (95) percent effectiveness level;
- b. (b) (i) Production black and white equipment shall operate at an ninety (90) percent effectiveness level;

Production color equipment shall operate at an eighty (80) percent effectiveness level, but certain production color equipment may provide greater uptime levels dependent upon a specific Authorized User's volume, media type and application requirements; and

(c)Wide format devices shall operate at a ninety-five (95) percent effectiveness level.

Product failure downtime shall not include malfunction due to operator error or preventive maintenance calls.

In addition, the Product failure rate shall not, during any thirty (30)-day period, average more than two (2) malfunctions (breakdowns) on the same machine for the same issue requiring Supplier correction. No unit of Product shall require six (6) or more service calls for the same problem in any three (3) month period.

The Product failure rate calculation shall not include service calls for malfunction due to operator error or preventive maintenance.

In the event that the Product does not meet the performance requirements of this section, (a) during the first year of Maintenance, Supplier shall, at no additional cost to the Authorized User, replace the non-compliant unit of Product with a new unit of Product matching all requirements of the original unit of Product, and (b) during subsequent years of Maintenance, Supplier shall replace the non-compliant unit of Product with a unit of Product having equal or greater features.

### **2. Leased or Rented Product**

Products rented or leased by an Authorized User shall be required to operate satisfactorily and produce acceptable printed quality at the following levels, in accordance with the standards for individual product categories over four fixed quarterly intervals per year, calculated in accordance with Exhibit A hereto:

- (a) Multi-Function Devices (“MFDs”) shall operate at a ninety-five (95) percent effectiveness level;
- (b) (i) Production black and white equipment shall operate at an ninety (90) percent effectiveness level;
- (ii) Production color equipment shall operate at an eighty (80) percent effectiveness level, but certain production color equipment may provide greater uptime levels dependent upon a specific Authorized User’s volume, media type and application requirements; and
- (c) Wide format devices shall operate at a ninety-five (95) percent effectiveness level.

Product failure downtime shall not include malfunction due to operator error or preventive maintenance calls.

In addition, the Product failure rate shall not, during any thirty (30)-day period, average more than two (2) malfunctions (breakdowns) on the same machine for the same issue per month requiring Supplier correction. No individual unit of Product shall require six (6) or more service calls for the same issue in any three (3) month period.

The Product failure rate calculation shall not include service calls for malfunction due to operator error or preventive maintenance.

In the event that the Product does not meet the performance requirements of this section, the Supplier shall replace the non-complaint unit of Product with a new unit of Product matching all requirements of the original unit of Product. Should Supplier fail to replace the unit of Product in accordance with this section, the Authorized User may immediately terminate the applicable order without penalty, and Supplier shall, at its own expense, immediately remove the unit of Product from the Authorized User’s premises.

**E. Removal of Lease or Rental Product**

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

**F. Return of Product**

At the expiration or termination of a Lease Agreement or Rental Agreement or for the return or removal of any Product to Supplier, the Authorized User will cooperate with Supplier in arranging pickup of the Product. If the leased or rented Product contains a hard drive, the Authorized User and Supplier will ensure compliance with Commonwealth Data Removal standard before the equipment is removed from the Authorized User’s location. The requirements for compliance are located at the following URL:

[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). If the Supplier performs the cleaning of the hard drive, the Supplier will provide written certification to the Authorized User that the hard drive has been cleaned in full compliance with the Commonwealth Data Removal standard.

**G. 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 C 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 thirty (30) days following receipt of a written request, and at a price set forth in Exhibit C 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 C 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 C 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 (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 on a mutually convenient basis 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. 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 C 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.

**4. 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.

**5. 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.

**6. Additional Services**

In addition to any on-site warranty or maintenance service obligations, Supplier shall, upon request of an Authorized User by means of a Statement of Work (SOW) issued in accordance with the ordering provisions of this Contract, provide additional Services which may include: configuration, installation/repair, training, service on multifunction devices not covered by this Contract; service outside the applicable hours of service; relocation of previously installed hardware; assistance to Authorized User's IT department in mutually acceptable duties related to the warranty or maintenance services provided under this Contract; and other services related to the Product as published by the Product manufacturer or the Supplier. Software programming/engineering services and the development of Work Product are not authorized as Services under this Contract.

By operation of this Contract, any 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.

The charge for such Services shall be at the hourly rate specified in Exhibit C and shall be inclusive of all expenses.

**H. Warranty and Remedy**

**1. Supplier**

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

**2. Ownership**

Supplier warrants that it has the right to provide the Services, including Deliverables, and 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. Authorized User (including VITA) acknowledges and agrees that its sole remedy for a breach of any warranty of non-infringement of any third party's intellectual property rights shall be indemnification by Supplier in accordance with the indemnity provisions set forth in this Contract. Upon receipt of payment, the Commonwealth or the ordering Authorized User, as applicable, shall obtain good and clear title to the purchased Product(s), excluding the System Software, and Deliverables, 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 those specified and shall satisfactorily function as specified in the applicable documentation for the Product for its manufacturer;
- 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 applicable manufacturer's specifications;
- 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
- vii). 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.

#### **6. Warranty Services**

During the warranty periods described in Exhibit C or as specified in the applicable order, Supplier warrants that the Product, Deliverables and Services shall meet or exceed the applicable manufacturer's specifications. 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 C. 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, Deliverables or Services to meet the applicable manufacturer's specifications.

For Products under either the manufacturer's warranty or extended warranty, Supplier agrees to a maximum of two (2) business days repair time. If the Product cannot be repaired in the two (2) business days time period, Supplier agrees to either replace the defective Product or provide the Authorized User a loaner at no additional cost until the original Product can be repaired.

For Products that are replaced during either the warranty, the warranty period does not restart once the replacement product has been accepted by Authorized User.

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 ANY IMPLIED WARRANTY FITNESS FOR A PARTICULAR PURPOSE. SUPPLIER DOES NOT ASSUME RESPONSIBILITY FOR ANY DAMAGES INCURRED BY REASON OF FAILURE OF THE EQUIPMENT, SUPPLIES OR SOFTWARE TO OPERATE AS INTENDED, INCLUDING INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES.

## 7. Maintenance Services

Supplier shall perform preventive maintenance during regular business hours unless preventive maintenance affects the hardware processing, in which case preventive maintenance shall be performed as mutually agreed and at no additional cost to an Authorized User

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 C of this Contract without additional charge to maintain the Product in accordance with the applicable manufacturer's specifications.

Exhibit B 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 B of this Contract defines coverage periods, response times, and restore times.

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.

Maintenance Services shall be as follows:

- a) Product Covered  
Supplier's Exhibit C 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 B of this Contract.
- c) Remedial Maintenance  
Supplier's Remedial Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit B 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 B of this Contract.
- e) Spares  
Supplier's offerings and responsibilities related to Spares, and the Authorized User's associated remedies, are described in Exhibit B 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 B of this Contract.
- g) Advanced Replacement Services  
Supplier's advanced replacement service offerings and responsibilities are described in Exhibit B of this Contract.
- h) On-site Maintenance Services  
Supplier's on-site maintenance service offerings and responsibilities are described in Exhibit B 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 B 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 B 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 B 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). Escalation Procedures

To be proposed by Supplier.

vi). Remedies

In addition to any remedies described in Exhibit B 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) attempt to repair the unit or (ii) if all attempts to repair have failed, Supplier shall provide a replacement Product at no additional cost to the Authorized User, in accordance with Supplier's Customer Satisfaction Policy.

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

## 8. 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.

## **9. Renewal of Purchased Product**

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.

## **10. Renewal of Lease or Rental Product**

At least sixty (60) days prior to the expiration of the Lease Term or Rental Term 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 extend the Lease Term or Rental Term in accordance with the following provisions.

An Authorized User may elect to renew a twelve (12), thirty-six (36), forty-eight (48) or sixty (60) month Lease Agreement or Rental Agreement for one (1) year beyond the initial Lease Term or Rental Term. In order to enter into a one-year renewal agreement for the existing unit of Product, the Supplier shall reduce the rental rate charged to the Authorized User not less than five percent (5%). No more than one (1) renewal term is allowable pursuant to this Contract for a thirty-six (36), forty-eight (48) or sixty (60) month initial Lease Term Rental Term. Following the one renewal term, an Authorized User must enter into a new Lease Agreement or Rental Agreement using a current contract.

## **I. 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 (subject to any limitations in any underlying software licenses with regard to territorial restrictions on use, distribution, copying or resale, or on sublicensing or resale of any licensed software) 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, subject to such third party users' executing a non-disclosure/confidentiality agreement in a form acceptable to Supplier and/or any underlying licensor(s). For Products to which the Commonwealth or an Authorized User takes title, and any Supplier-owned or licensed 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, PROVIDED THAT any third party suppliers/developers/licensors of such System Software do not prohibit such resale or distribution in their respective licensing/resale agreements.

## **J. Hardware-related (System and Third-Party) 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 the execution of a License Agreement Addendum (LAA) 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, perpetual, worldwide, nonexclusive, transferable, irrevocable 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.

**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.

**K. 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, 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.

## **18. SOFTWARE LICENSE (NON-HARDWARE RELATED)**

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.

### **A. License Grant**

- i). Supplier grants to the Commonwealth and all Authorized Users a fully paid, perpetual, nonexclusive, transferable, irrevocable object code license to use, copy, modify, transmit and distribute the Software and Documentation including any subsequent revisions, subject to and to the extent of any restrictions on the Commonwealth's and/or Authorized Users in the terms of any underlying licenses for individual Software products, and in accordance with the terms and conditions set forth herein. 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, or any underlying licensing/sublicensing arrangements between Supplier and the licensors/sublicensors of same. . 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(subject to any limitations imposed in accordance with Section 18(A)(i) hereinabove) to use, copy, modify, transmit and distribute the Software for their benefit, for government use and purposes, and for the benefit of their Agents, including internal and third-party information processing.
- iii). 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. Access includes loading or executing the Software on behalf of such Authorized User or its Agents.
- iv). 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.
- v). 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.
- vi). 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.

- vii). Except as expressly authorized, an Authorized User shall not distribute the Software to any third party without Supplier's prior written consent.
- viii). 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.

#### **B. Third-party Software Licensed by Software Publisher**

If Supplier provides Software which is licensed directly from the Software Publisher through an end user licensing agreement (EULA) or similar license document, Supplier may be required by VITA to obtain the Software Publisher's consent to the License Agreement Addendum (LAA) before accepting orders for the Third-party Software. 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.

#### **C. License Type**

All licenses granted, regardless of the type, include all uses set forth above (subject to any limitations imposed in accordance with Section 18(A)(i) hereinabove). License type may vary by Software product and shall be set forth in Exhibit C and identified on any order issued pursuant to this Contract.

#### **D. 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 Software licensed under this Contract, or the fact that such other agreement may be affixed to or accompany Software upon delivery ("shrink wrap"), the terms and conditions set forth herein shall supersede and govern licensing and delivery of all products and services provided under this Contract.

#### **E. Delivery and Installation**

##### **1. Scheduling**

Supplier shall deliver Software and perform the Services according to the mutually agreed-upon delivery dates set forth on the appropriate order.

##### **2. Installation of Software**

###### **a) Supplier Installation of Software**

Unless otherwise agreed, the Software license fee includes initial installation.

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, for which Supplier and Authorized User shall mutually agree upon an acceptable remedy. 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.

**F. 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 C 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.

## **G. Warranty Services**

At any time during the applicable licensor/developer's Warranty Period after Acceptance, and/or if the Supplier is directly licensing the Software, 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:

### **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**

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:

- ix). Priority 1 (Software inoperable) within a fleet average of six (6) hours
- x). Priority 2 (certain processing interrupted or malfunctioning but Software able to process) within twenty four (24) hours
- xi). 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, for which Supplier and Authorized User shall mutually agree upon an acceptable remedy. 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.

## **H. Maintenance Services**

Where the Supplier is licensing Software, the following shall apply:

Supplier shall provide Maintenance Services during the Maintenance Period at the prices identified in Exhibit C of this Contract to maintain the Software in accordance with the applicable manufacturer's specifications and to provide upgrades, updates, and new releases as they are made generally available. For the purposes of this Contract, an upgrade is defined as a new revision within an existing iteration of such Software, e.g. v.3.1 to v.3.2; an update is defined as a new iteration of such Software, e.g. v3.x to v4.x, and new releases are defined as Software for a materially different purpose or utilizing a materially different process from existing licensed

Software. If a third party licensor imposes upon Supplier any fees for upgrades, updates or new releases, Supplier shall provide such upgrades, updates or new releases at its cost. Otherwise, such upgrades, updates and new releases are provided to Authorized Users at no additional charge.

The prices identified in Exhibit C 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 C 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 B 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 B 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 B of this Contract.
- b) New Releases  
Supplier's offerings and responsibilities related to new releases of the Software are described in Exhibit B of this Contract.
- 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 B of this Contract.

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 B of this Contract.

e) **Additional Maintenance Services**

Supplier's additional Maintenance Service offerings are described in Exhibit B 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 published Software documentation 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, pro-rated 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.

**I. General Warranty**

Supplier warrants and represents to VITA the Software described in Exhibit C 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. Authorized User(including VITA) acknowledges and agrees that its sole remedy for a breach of any warranty of non infringement of any third party's intellectual property rights shall be indemnification by Supplier in accordance with the indemnity provisions set forth in this Contract.

**2. Software and Documentation**

Supplier warrants the following with respect to the Software:

- i). If the RFP specified or Exhibit C 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.
- ii). 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 five (5) 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.

- iii). 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 five (5) years of the date of such order;
- iv). 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;
- v). 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 the published Software documentation. Supplier shall either replace the software at no additional cost to the Authorized User or refund the original purchase amount to the Authorized User.

### **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 ANY IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSES. SUPPLIER DOES NOT ASSUME RESPONSIBILITY FRO ANY DAMAGES INCURRED BY REASON OF FAILURE OF THE EQUIPMENT, SUPPLIES OR SOFTWARE TO OPERATE AS INTENDED, INCLUDING INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES.

## **J. Training and Documentation**

The license fee includes all costs for the training of one Authorized User trainer per order or SOW 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 C.

Supplier shall deliver to the Authorized User, three (3) complete hard copies 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.

## **K. 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.

## **L. 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.

# **19. 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. Authorized User (including VITA) acknowledges and agrees that its sole remedy for a breach of any warranty of non infringement of any third party's intellectual property rights shall be indemnification by Supplier in accordance with the indemnity provisions set forth in this Contract.

### **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**

- vi). 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;
- vii). 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;

viii). 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 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 ANY IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSES. SUPPLIER DOES NOT ASSUME RESPONSIBILITY FROM ANY DAMAGES INCURRED BY REASON OF FAILURE OF THE EQUIPMENT, SUPPLIES OR SOFTWARE TO OPERATE AS INTENDED, INCLUDING INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES.

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.

**20. 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\\_Cs\\_Rev3.pdf](http://www.vita.virginia.gov/uploadedFiles/SCM/ARRA_Ts_Cs_Rev3.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 service addressed to:

- viii). To VITA and to Supplier, if Supplier is incorporated in the Commonwealth of Virginia, to the addresses shown on the signature page.
- ix). To Supplier, if Supplier is incorporated outside the Commonwealth of Virginia, to Canon Solutions America, Inc., One Canon Park, Melville, NY 11747, attention President, with a copy to the Legal Division, attention: Senior Associate General Counsel at the same address, with a copy to the Registered Agent registered with the Virginia State Corporation Commission.

Pursuant to Title 13.1 of the Code of Virginia, VITA or Supplier may change its address for notice purposes by giving the other notice of such change in accordance with this Section.

Administrative contract renewals, modifications or non-claim related notices are excluded from the above requirement. Such written and/or executed contract administration actions may be processed by the assigned VITA and Supplier points of contact for this Contract and may be given in person, via U.S. mail, courier service or electronically.

**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 provisions of this Contract regarding Software License, Warranty, Confidentiality, Liability and Indemnification, and the General Provisions shall survive the expiration or termination of this Contract. In addition, the provisions of this Contract necessary for the use and operation of the Maintenance provisions herein shall continue in effect through termination of the Maintenance Services ordered pursuant to the Maintenance provisions herein.

**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:

- ix). Three (3) years from Acceptance or Service performance date;
- x). Performed at Supplier's premises, during normal business hours at mutually agreed upon times; and
- xi). 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, at Supplier's senior management level, 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:

- Exhibit A Request for Proposal
- Exhibit B Warranty, Maintenance and Service Level Agreements (SLA's) provided by supplier)
- Exhibit C Prices
- Exhibit D Statement of Work (SOW)
- Exhibit E Reserved
- Exhibit F Certification Regarding Lobbying
- Exhibit G End User License Agreement (EULA)

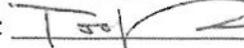
This Contract, its Exhibits, and any prior non-disclosure agreement constitute the entire agreement between VITA and Supplier and supersede any and all previous representations, understandings, discussions or agreements between VITA and Supplier as to the subject matter hereof. Any and all terms and 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 C, Exhibit A, any individual SOW (Exhibit D), and Exhibit G.

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 Award date set forth below by the undersigned authorized representative of VITA.

**Supplier Name** CANON SOLUTIONS AMERICA

By: 

(Signature)

Name: TOYOTSUGU KUWAMURA

(Print)

Title: PRESIDENT

Date: 4/2/13

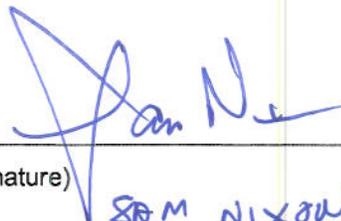
Address for Notice:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Attention: \_\_\_\_\_

Email: \_\_\_\_\_

**VITA**

By: 

(Signature)

Name: SAM NIXON

(Print)

Title: CIO

Date: 4/5/13

Address for Notice:

11751 MEADOWVILLE LN  
\_\_\_\_\_  
CHESTER VA 23836

Attention: Contract Administrator

## Appendix E

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.

\*\*\*\*Suppliers only need to provide responses for areas that they want to be considered for an award. If a Supplier is only interested in providing MFDs, then only the questions in the tab labeled "MFD" need to be addressed.

## Exhibit A

### Requirement

Y/N/F

Description

#### General

Does your solution/application/product provide effective, interactive control and use with non-visual means and provide 508 Compliance in accordance with the following standard regarding IT Accessibility and 508 Compliance:  
[http://www.vita.virginia.gov/uploadedfiles/library/accessibilitystandard\\_govt103-00\\_eff\\_11-04-05.pdf](http://www.vita.virginia.gov/uploadedfiles/library/accessibilitystandard_govt103-00_eff_11-04-05.pdf) (refer to [www.section508.gov](http://www.section508.gov) and [www.access-board.gov](http://www.access-board.gov) for further information)  
If yes, please describe how this functionality is achieved and include a completed Voluntary Product Accessibility Template (VPAT) with your proposal: (The VPAT template is located in Appendix C of the Accessibility Standard (Govt103-00)).  
If no, does your solution/application/product provide alternate accessibility functionality? Please describe.

Professional success in today's workplace requires access to technology that is easily approachable by everyone, including persons with disabilities. That's why Canon has taken the lead in developing new solutions that make office products easier to use, regardless of ability.

#### Voice Guidance Kit

The Voice Guidance Kit enables users of a Canon imageRUNNER device to hear audio confirmation when operating the machine.

#### Remote Operator's Software Kit

The Remote Operator's Software Kit provides alternative access for persons operating imageRUNNER devices. Users can operate system functions from a laptop or desktop personal computer using this software, which emulates the imageRUNNER control panel.

#### Remote User Interface

The Remote User Interface (UI) is preinstalled software located in most Canon IP-based imaging equipment. This software enables users to access the copy machine's main copy functions using a standard Web browser.

#### Braille Label Kit

Y The Braille Label Kit contains transparent Braille labels that affix to the hard keys of Canon's copy and facsimile machines.

#### Dual Control Panel

The Dual Control Panel provides easy access to Canon's color copy functions from a seated position. The control panel is mounted in an upright position for easy input and visibility for our customers who use wheelchairs.

#### Accessibility Handle

Users who copy from a seated position often experience difficulty reaching a fully raised document feeder.

#### Reversed Display for Control Panel

The user-friendly control panel provides an optional reversed display for users with visual impairment. The text and background of the display can be reversed from the standard to white text on a black background. The adjustable display contrast provides additional clarity for users with visual impairment.

Does your proposed equipment meet the current U.S. Environmental Protection Agency's and Department of Energy's Energy Star guidelines? If no, please explain.

Y

The proposed devices are Energy Star compliant, please refer to the product brochures included in Tab 9 of this response for additional details.

Does your proposed solution require incorporating subcontractors or alliances to provide sales/service coverage for the entire Commonwealth of Virginia or will you provide all in-house sale/service personnel? If so, please explain.

N

The proposed solutions do not require any subcontractors or alliances to provide sales and service coverage to the Commonwealth of Virginia.

Does your proposed solution include any additional power protection with each unit? If so, please explain.

Y

Additional power protection is offered as an option in our pricing proposal. Please refer to Tab 5.

Does your proposed solution include any devices that will not operate on a standard 120 volt outlet? If so, please explain.

N

The multifunctional devices proposed can operate on a standard 120 volt outlet. For additional details, please refer to the specifications listed on the brochures in Tab 9.

Do the devices being proposed work with multiple operating systems? If so, please describe.

Y

Canon devices work with a variety of operating systems. Please review the product brochures in Tab 9 for specific details.

Do your service/sales personal undergo training on a semi-annual or annual basis? If so, please explain.

Y

All new technicians attend an extensive new hire training program called Printing and Digital Imaging Foundations (PDIF), which provides the technicians the tools to maintain, troubleshoot and repair Canon products. The course itself is approximately 38 days in length. During this time, the new hire service technicians receive classroom-based training and hands-on training in the field. The technician upon successful completion is certified on a Canon specific model, which is based on territory demand, and has received critical skill courses that enable him or her to be a successful service technician in the field. The critical skills portion of their training includes the following: Customer Satisfaction Skills, Basic Network Install, Complete Call Process, Troubleshooting, Communication Technology. Ongoing product training and certifications are provided on continual basis based on new technology and field territory growth.

The Association of Technical Service Professionals (ATSP) program is designed by Canon USA to uphold the high performance standards intended to support the needs and expectations of Canon customers.

The ATSP program provides assurance that its certified members have attained a level of knowledge and performance that is second to none in our competitive business. The program sets out strict guidelines to which service technicians must adhere, ensuring customers receive best-in-class service. Canon Business Solutions is proud of its high volume of certified professionals currently in our corporation.

Does your proposed solution include the ability to market and promote this contract to schools, universities, local and non-Executive Branch state agencies? If so, please provide details.

Y

Canon Business Solutions actively promotes its contracts and buying agreements through a range of activities and mediums, including:

- Print and electronic brochures
- Canon Business Solutions public website
- Contract-specific information portal for customers (typically password-protected)
- Internal sales force communications
- Direct mail
- e-Mail Communications
- Trade shows and events (For samples, please refer to Tab 4-J)

Does your proposed solution include a re-stocking fee on returned equipment? Please provide details.

Y

Returned product (order reversal) will be assessed a minimum 25% restocking fee by Strategic Pricing to cover the shipping costs and devaluation of the returned items. The restocking rate is applied to the selling price of the returned product. In the event the product is unused and returned within 10 business days of the initial delivery, the restocking fee may be reduced.

## Services

Does your proposal solution include any user training on installed devices? If so, please explain.

Y

We customize the training so that it focuses on your key applications and unique document management requirements. We also tailor the training to the audience, understanding that at each user level there is a different set of learning expectations. Our staff of professional trainers will help you learn how to maximize your new technology so that you may perform your job more quickly and efficiently. Training will include hands-on activities, manuals, and videos. Instruction can be provided in a number of ways including Individual training and group training in a classroom setting. For more details on the training provided, please refer to the Supplier Profile included in Tab 7- Section -Post Implementation and Account Management Plan.

Does your proposed solution include any testing of the device once the installation is complete? If so, please explain.

Y

After each device installed, the service technician will perform a test to ensure the device is ready for the end-user. For further explanation, please refer to the Implementation Plan included in Tab 4-G.

Does your proposed solution provide Authorized Users service within 8 business hours of notification or next business day? If so, please explain.

Y

Canon Business Solutions, Inc. will commit to a fleet average response time of 4 hours, over 4 fixed quarterly intervals per year. Response time shall be calculated from the time the customer call is placed with our Dispatch department, until the time the Technician arrives at the individual location. Response times are calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays. For the individual location which has multiple machines and active service calls, the Technician's arrival shall stop the response time calculation for all open service calls at that location. For additional information on response times, please refer to Appendix A included in Tab 6.

Does your proposed solution provide a loaner if the proposed equipment will be out of operation for more than 48 hours? If so, please explain.

Y

Canon Business Solutions, Inc.'s experience has shown that the benchmark for a loaner to be issued has been 16 consecutive business hours. The reason for this time frame is that in the majority of cases we have been able to remedy the problem with the inoperable machine. In the event that an item of equipment is inoperable for a period in excess of sixteen (16) consecutive business hours, Canon Business Solutions, Inc. will offer a loaner unit until the item is restored to good working order. The above loaner remedy excludes imageRUNNER machines with rated speeds of 110 pages per minute or greater, imagePRESS and CLC color machines.

When rental agreements are established, does your solution include pre-defined service level agreements? If so, please provide those in Appendix A

Y

Canon Business Solutions' Standard Service Level Agreements have been provided in Appendix A - Tab 6 of this response.

Does your proposed solution include developing a catalog website that interfaces with eVA and also be a punch-out catalog? If so, please describe and provide screen shots.  
(<http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>)

Y

Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website. For screen shots, please refer to Tab 4-H.

You have agreed that you can sell/service the entire Commonwealth of Virginia. Please describe how this will be accomplished for this contract.

Y As a sales and service subsidiary of Canon U.S.A., Inc., Canon Business Solutions, Inc. is part of a larger support network and can provide extensive support to you. Our service and support division is literally the backbone of our company's success. At Canon Business Solutions, we take great pride in our comprehensive support structure which allows our customers to enjoy a blanket of technical service coverage that ensures their ongoing satisfaction. Canon Business Solutions, Inc. provides geographic coverage in major metropolitan areas throughout the United States. Each region is supported by a comprehensive web of service professionals who provide best-in-class technical support to our growing base of customers. Beyond these critical regions, a network of Canon-authorized service companies stands ready to support your needs. All servicing entities must adhere to strict performance guidelines and must be fully certified to provide technical assistance on your Canon product. The strength of the Canon service delivery program is the over 500 locations across the United States who are all certified to meet Canon standards. There are over 10,000 factory-trained technicians who help solve technical and equipment problems wherever your site may be. All authorized service centers are required to submit a detailed business plan describing prospective territory and staffing plans as well as financials. They must agree to use only genuine Canon parts and they must consent to unscheduled observations by Canon management.

Does your proposed solution provide hardware and software support from 8:00 am - 5:00 pm EST? If so, please provide details.

Y Canon Business Solutions, Inc.'s standard service hours are Monday through Friday, 8:30am to 5:00pm, excluding weekends and holidays. Service is available outside of the hours listed above. This is contracted on a machine-by-machine and/or location-by-location basis as requested. If you have critical uptime or volume issues, we can also provide a contract for a dedicated technician to be on standby in order to meet your specific business requirements.

Does your proposed solution include the development of a punch-out catalog website that interfaces with eVA? (details at <http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>) If so, please explain.

Y/F Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website.

## Reports

Does your proposed solution offer quarterly reports to Authorized Users detailing products that have been placed in any of their locations? If so, please provide details and examples.

Y Canon Business Solutions, Inc. can provide customized reports to meet your company's specific requirements. For an overview of the reports that can be provided, please refer to the information included in Tab 4-E.

Does your proposed solution maintain an electronic service log that is available to Authorized Users? If so, please provide details and examples.

Y eManage is an internet-based account management tool that provides administrative control over your fleet of Canon devices. It fully integrates with our internal database system, providing you greater access to your account's information. Upon enrollment, you can begin taking advantage of the many features of eManage, such as identifying and validating devices, reviewing installations by location, submitting meter reads, viewing meter read history, placing service requests, checking service requests, ordering supplies, managing your organization's users, and retrieving important account information. In addition, those with toner inclusive service contracts will be able to order toner through eManage. This flexibility and control provides tremendous value. For more information on eManage, please refer to Tab 4-E.

Does your proposed solution include any additional reports that would be a benefit to Authorized Users? If so, please provide details and examples.

Y

[Please refer to Tab 4-E to review sample reports.](#)

## Security

For units that have a hard drive, do you agree to follow the standards at the following link regarding erasing data from hard drives:

[http://www.vita.virginia.gov/uploadedfiles/VITA\\_Main\\_Public/unmanaged/library/psgs/Data\\_Removal\\_Standard\\_514\\_03%2010\\_07\\_2008\\_r3.pdf](http://www.vita.virginia.gov/uploadedfiles/VITA_Main_Public/unmanaged/library/psgs/Data_Removal_Standard_514_03%2010_07_2008_r3.pdf)

Y

[For additional information on security for the proposed Canon devices, please refer to Tab 4-I of this response.](#)

Does your proposed solution include the ability for Authorized Users to purchase hard drives from MFD's after the rental period? If so, please provide pricing in Exhibit C in the optional pricing tab

Y

[Pricing for hard drives has been included in Exhibit C \(Tab of this reponse.](#)

## Exhibit A

### Requirement

Y/N/F

Description

#### General

Does your solution/application/product provide effective, interactive control and use with non-visual means and provide 508 Compliance in accordance with the following standard regarding IT Accessibility and 508 Compliance:

[http://www.vita.virginia.gov/uploadedfiles/library/accessibilitystandard\\_gov103-00\\_eff\\_11-04-05.pdf](http://www.vita.virginia.gov/uploadedfiles/library/accessibilitystandard_gov103-00_eff_11-04-05.pdf) (refer to [www.section508.gov](http://www.section508.gov) and [www.access-board.gov](http://www.access-board.gov) for further information)

If yes, please describe how this functionality is achieved and include a completed Voluntary Product Accessibility Template (VPAT) with your proposal: (The VPAT template is located in Appendix C of the Accessibility Standard (Govt103-00)).

If no, does your solution/application/product provide alternate accessibility functionality? Please describe.

N

The proposed Wide-Format devices are not compliant with 508. Please refer to the product brochures included in Tab 9 of this response for further details.

Does your proposed equipment meet the current U.S. Environmental Protection Agency's and Department of Energy's Energy Star guidelines? If no, please explain.

y

The proposed Wide-Format devices are Energy Star compliant. Please refer to the product brochures included in Tab 9 of this response for additional details.

Does your proposed solution require incorporating subcontractors or alliances to provide sales/service coverage for the entire Commonwealth of Virginia or will you provide all in-house sale/service personnel? If so, please explain.

N

The proposed solutions do not require any subcontractors or alliances to provide sales and service coverage to the Commonwealth of Virginia.

Does your proposed solution include any additional power protection with each unit? If so, please explain.

Y

Additional power protection is offered as an option in our pricing proposal. Please refer to Tab 5.

Does your proposed solution include any devices that will not operate on a standard 120 volt outlet? If so, please explain.

N

The proposed Wide-Format devices will operate on a standard 120 volt outlet. Please refer to the product specifications included in Tab 9 of this response.

Does your proposed solution include the development of a punch-out catalog website that interfaces with eVA? (details at <http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>) If so, please explain.

Y/F

Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website.

Do the devices being proposed work with multiple operating systems? If so, please describe.

Y

Canon devices work with a variety of operating systems. Please review the product brochures in Tab 9 for specific details.

Do your service/sales personal undergo training on a semi-annual or annual basis? If so, please explain.

Y

All new technicians attend an extensive new hire training program called Printing and Digital Imaging Foundations (PDIF), which provides the technicians the tools to maintain, troubleshoot and repair Canon products. The course itself is approximately 38 days in length. During this time, the new hire service technicians receive classroom-based training and hands-on training in the field. The technician upon successful completion is certified on a Canon specific model, which is based on territory demand, and has received critical skill courses that enable him or her to be a successful service technician in the field. The critical skills portion of their training includes the following: Customer Satisfaction Skills, Basic Network Install, Complete Call Process, Troubleshooting, Communication Technology. Ongoing product training and certifications are provided on continual basis based on new technology and field territory growth.

The Association of Technical Service Professionals (ATSP) program is designed by Canon USA to uphold the high performance standards intended to support the needs and expectations of Canon customers.

The ATSP program provides assurance that its certified members have attained a level of knowledge and performance that is second to none in our competitive business. The program sets out strict guidelines to which service technicians must adhere, ensuring customers receive best-in-class service. Canon Business Solutions is proud of its high volume of certified professionals currently in our corporation.

Does your proposed solution include developing a catalog website that interfaces with eVA and also be a punch-out catalog? If so, please describe and provide screen shots. (<http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>)

Y/F

Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website.

You have agreed that you can sell/service the entire Commonwealth of Virginia. Please describe how this will be accomplished for this contract.

Y

As a sales and service subsidiary of Canon U.S.A., Inc., Canon Business Solutions, Inc. is part of a larger support network and can provide extensive support to you. Our service and support division is literally the backbone of our company's success. At Canon Business Solutions, we take great pride in our comprehensive support structure which allows our customers to enjoy a blanket of technical service coverage that ensures their ongoing satisfaction.

Canon Business Solutions, Inc. provides geographic coverage in major metropolitan areas throughout the United States. Each region is supported by a comprehensive web of service professionals who provide best-in-class technical support to our growing base of customers. Beyond these critical regions, a network of Canon-authorized service companies stands ready to support your needs. All servicing entities must adhere to strict performance guidelines and must be fully certified to provide technical assistance on your Canon product.

The strength of the Canon service delivery program is the over 500 locations across the United States who are all certified to meet Canon standards. There are over 10,000 factory-trained technicians who help solve technical and equipment problems wherever your site may be. All authorized service centers are required to submit a detailed business plan describing prospective territory and staffing plans as well as financials. They must agree to use only genuine Canon parts and they must consent to unscheduled observations by Canon management.

Does your proposed solution provide hardware and software support from 8:00 am - 5:00 pm Eastern Time? If so, please provide details.

Y

Canon Business Solutions, Inc.'s standard service hours are Monday through Friday, 8:30am to 5:00pm, excluding weekends and holidays. Service is available outside of the hours listed above. This is contracted on a machine-by-machine and/or location-by-location basis as requested. If you have critical uptime or volume issues, we can also provide a contract for a dedicated technician to be on standby in order to meet your specific business requirements.

Does your proposed solution include the ability to market and promote this contract to schools, universities, local and non-Executive Branch state agencies? If so, please provide details.

Y

Canon Business Solutions actively promotes its contracts and buying agreements through a range of activities and mediums, including:

- Print and electronic brochures
- Canon Business Solutions public website
- Contract-specific information portal for customers (typically password-protected)
- Internal sales force communications
- Direct mail
- e-Mail Communications
- Trade shows and events (For samples, please refer to Tab 4-J.

Does your proposed solution include a re-stocking fee on returned equipment? Please provide details.

Y

Returned product (order reversal) will be assessed a minimum 20% restocking fee by Strategic Pricing to cover the shipping costs and devaluation of the returned items. The restocking rate is applied to the selling price of the returned product. In the event the product is unused and returned within 10 business days of the initial delivery, the restocking fee may be reduced.

Does your 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.

Y

We are currently utilizing a fully integrated Oracle ERP Application to execute our Business Transaction. We are leveraging Oracle 11.5.9 Enterprise Business Suite for the entire Order to Cash process of our organization. Our warehouses are leveraging a Mobile Supply Chain solution using Scanners integrated directly into the Oracle Application. The technology is proven effective and widely used through multiple industries.

Each Public Body may have multiple agreements for devices. When processing P-Cards or payments for invoices with multiple agreements, how do you manage the equipment fulfillment at the end of the lease agreement term, to include termination of invoicing and equipment pickup. Please describe.

Except in the case of a Lease Agreement or Lease Schedule containing a \$1.00 purchase option, each Lease Agreement or Lease Schedule shall automatically renew on a month-to-month basis at the same Payment amount and frequency unless Customer, at least sixty (60) days before the end of the scheduled term or any renewal term, sends to CFS written notice that Customer either (i) shall exercise the purchase option in accordance with the terms hereof, and at the end of such term exercises such purchase option, or (ii) does not want to renew the Lease Agreement or Lease Schedule, and at the end of such term returns the respective Equipment as provided below. CFS may cancel the automatic renewal term by, at least sixty (60) days before the end of any term, sending Customer written notice that CFS does not want the respective Schedule to renew. Unless a Lease Agreement or Lease Schedule automatically renews or Customer purchases the Equipment as provided in this Agreement, Customer shall, at the termination of the respective Lease or Schedule, return the Equipment at its sole cost and expense in good operating condition, ordinary wear and tear resulting from proper use excepted, to a location specified by CFS. If for any reason Customer shall fail to return any Equipment subject to a Lease Schedule or a Rental Schedule to CFS as provided in this Agreement by the last day of the applicable term, Customer shall pay to CFS upon demand one billing period's Payment (as specified in the applicable Schedule) for each billing period or portion thereof that such delivery is delayed.

Once a lease agreement has been completed and the Authorized User does not wish to keep the equipment, please describe the process on notification, scheduling of pickup, etc.

Y

If awarded this opportunity, upon expiration of the Agreement, the cost to return the equipment acquired under the Agreement shall be absorbed by Canon Business Solutions, Inc. Canon Business Solutions, Inc. will work with you to coordinate the de-installation and return of the equipment to ensure minimal downtime/to ensure a smooth transition.

Does your solution provide the ability for Authorized Users to trade-in devices for credit against new purchase/lease agreements? If so, please describe.

Y

Upon request, Canon Business Solutions, Inc. can offer trade-in credits for devices being replace. The trade-in value is dependent upon the manufacturer, model and meter reading. Canon Business Solutions, Inc. cannot provide trade-in values on discontinued Canon Brand equipment. Nor do we provide trade-in values on scanners, analog units, fax machines, software, wide format, RIPS and eCopy.

Does your solution have the ability to use recycled paper? If so, please describe.

N

The Wide-Format devices do not utilize recycled paper. For further details, please refer to the product specifications in Tab 9.

## Reports

Does your proposed solution provide quarterly reports to customers detailing products that have been placed in any of their locations? (provide examples)

Canon Business Solutions, Inc. can provide customized reports to meet your company's specific requirements. For an overview of the reports that can be provided, please refer to the response included in Tab 4-E.

Does your proposed solution maintain an electronic service log that is available to customers on specific copiers/printers? (provide examples)

eManage is an internet-based account management tool that provides administrative control over your fleet of Canon devices. It fully integrates with our internal database system, providing you greater access to your account's information. Upon enrollment, you can begin taking advantage of the many features of eManage, such as identifying and validating devices, reviewing installations by location, submitting meter reads, viewing meter read history, placing service requests, checking service requests, ordering supplies, managing your organization's users, and retrieving important account information. In addition, those with toner inclusive service contracts will be able to order toner through eManage. This flexibility and control provides tremendous value.

Does your proposed solution provide any additional reports that would be an added value to the Commonwealth? Please describe and provide examples

Y

Please refer to Section Tab 4-E for information on additional reports that can be offered.

## Security

For units that have a hard drive, do you agree to follow the standards at the following link regarding erasing data from hard drives:

[http://www.vita.virginia.gov/uploadedfiles/VITA\\_Main\\_Public/unmanaged/library/psgs/Data\\_Removal\\_Standard\\_514\\_03%2010\\_07\\_2008\\_r3.pdf](http://www.vita.virginia.gov/uploadedfiles/VITA_Main_Public/unmanaged/library/psgs/Data_Removal_Standard_514_03%2010_07_2008_r3.pdf)

Y

Does your proposed solution include the ability for Authorized Users to purchase hard drives from devices after the lease period? If so, please provide pricing in Exhibit C in the optional pricing tab

Y

Please refer to the pricing included in Tab 5 of this response.

## Services

Does your proposal solution include any user training on installed devices? If so, please explain.

Y

We customize the training so that it focuses on your key applications and unique document management requirements. We also tailor the training to the audience, understanding that at each user level there is a different set of learning expectations. Our staff of professional trainers will help you learn how to maximize your new technology so that you may perform your job more quickly and efficiently. Training will include hands-on activities, manuals, and videos. Instruction can be provided in a number of ways including Individual training and group training in a classroom setting. For more details on the training provided, please refer to the Supplier Profile included in Tab 7- Section -Post Implementation and Account Management Plan.

Does your proposed solution include any testing of the device once the installation is complete? If so, please explain.

Y

After each device installed, the service technician will perform a test to ensure the device is ready for the end-user. For further explanation, please refer to the Implementation Plan included in Tab 4-G.

Does your proposed solution provide Authorized Users service within 8 business hours of notification or next business day? If so, please explain.

Y

Canon Business Solutions, Inc. will commit to a fleet average response time of 4 hours, over 4 fixed quarterly intervals per year. Response time shall be calculated from the time the customer call is placed with our Dispatch department, until the time the Technician arrives at the individual location. Response times are calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays. For the individual location which has multiple machines and active service calls, the Technician's arrival shall stop the response time calculation for all open service calls at that location.

Does your proposed solution provide a loaner if the proposed equipment will be out of operation for more than 48 hours? If so, please explain.

Y

Canon Business Solutions, Inc.'s experience has shown that the benchmark for a loaner to be issued has been 16 consecutive business hours. The reason for this time frame is that in the majority of cases we have been able to remedy the problem with the inoperable machine. In the event that an item of equipment is inoperable for a period in excess of sixteen (16) consecutive business hours, Canon Business Solutions, Inc. will offer a loaner unit until the item is restored to good working order. The above loaner remedy excludes imageRUNNER machines with rated speeds of 110 pages per minute or greater, imagePRESS and CLC color machines.

When lease/maintenance agreements are established, does your solution include pre-defined service level agreements? If so, please provide those in Appendix A

Y

Yes, Canon Business Solutions has included pre-defined service level agreements. Please refer to Appendix A - Tab 6.

Does your proposed solution include developing a catalog website that interfaces with eVA and also be a punch-out catalog? If so, please describe and provide screen shots. (<http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>)

Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website. For screen shots, please refer to Tab 4-H.

Y/F

You have agreed that you can sell/service the entire Commonwealth of Virginia. Please describe how this will be accomplished for this contract.

As a sales and service subsidiary of Canon U.S.A., Inc., Canon Business Solutions, Inc. is part of a larger support network and can provide extensive support to you. Our service and support division is literally the backbone of our company's success. At Canon Business Solutions, we take great pride in our comprehensive support structure which allows our customers to enjoy a blanket of technical service coverage that ensures their ongoing satisfaction. Canon Business Solutions, Inc. provides geographic coverage in major metropolitan areas throughout the United States. Each region is supported by a comprehensive web of service professionals who provide best-in-class technical support to our growing base of customers. Beyond these critical regions, a network of Canon-authorized service companies stands ready to support your needs. All servicing entities must adhere to strict performance guidelines and must be fully certified to provide technical assistance on your Canon product. The strength of the Canon service delivery program is the over 500 locations across the United States who are all certified to meet Canon standards. There are over 10,000 factory-trained technicians who help solve technical and equipment problems wherever your site may be. All authorized service centers are required to submit a detailed business plan describing prospective territory and staffing plans as well as financials. They must agree to use only genuine Canon parts and they must consent to unscheduled observations by Canon management.

Y

Does your proposed solution provide hardware and software support from 8:00 am - 5:00 pm EST? If so, please provide details.

Canon Business Solutions, Inc.'s standard service hours are Monday through Friday, 8:30am to 5:00pm, excluding weekends and holidays. Service is available outside of the hours listed above. This is contracted on a machine-by-machine and/or location-by-location basis as requested. If you have critical uptime or volume issues, we can also provide a contract for a dedicated technician to be on standby in order to meet your specific business requirements.

Y

## Exhibit A

### Requirement

Y/N/F

Description

#### General

Does your solution/application/product provide effective, interactive control and use with non-visual means and provide 508 Compliance in accordance with the following standard regarding IT Accessibility and 508 Compliance:

[http://www.vita.virginia.gov/uploadedfiles/library/accessibilitystandard\\_gov103-00\\_eff\\_11-04-05.pdf](http://www.vita.virginia.gov/uploadedfiles/library/accessibilitystandard_gov103-00_eff_11-04-05.pdf) (refer to [www.section508.gov](http://www.section508.gov) and [www.access-board.gov](http://www.access-board.gov) for further information)

If yes, please describe how this functionality is achieved and include a completed Voluntary Product Accessibility Template (VPAT) with your proposal: (The VPAT template is located in Appendix C of the Accessibility Standard (Govt103-00)).

If no, does your solution/application/product provide alternate accessibility functionality? Please describe.

N

The proposed production models are not 508 compliant. For additional details, please refer to the product brochures included in Tab 9 of this response.

Does your proposed equipment meet the current U.S. Environmental Protection Agency's and Department of Energy's Energy Star guidelines? If no, please explain.

Y

The proposed models are Energy Star compliant, but there are production models in our line-up that are not Energy Star compliant due to the power required for high-end production models. For further details, please refer to the product specifications included in Tab 9.

Does your proposed solution require incorporating subcontractors or alliances to provide sales/service coverage for the entire Commonwealth of Virginia or will you provide all in-house sale/service personnel? If so, please explain.

N

The proposed solutions do not require any subcontractors or alliances to provide sales and service coverage to the Commonwealth of Virginia.

Does your proposed solution include any additional power protection with each unit? If so, please explain.

Y

Additional power protection is offered as an option in our pricing proposal. Please refer to Tab 5.

Does your proposed solution include any devices that will not operate on a standard 120 volt outlet? If so, please explain.

Y

Select production models do not operate on a 120 volt outlet. Please refer to the product specifications included in Tab 9.

Does your proposed solution include the development of a punch-out catalog website that interfaces with eVA? (details at <http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>) If so, please explain.

Y/F

Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website.

Do the devices being proposed work with multiple operating systems? If so, please describe.

Y

Canon devices work with a variety of operating systems. Please review the product brochures in Tab 9 for specific details.

Does your proposed solution include the ability to market and promote this contract to schools, universities, local and non-Executive Branch state agencies? If so, please provide details.

Y

Canon Business Solutions actively promotes its contracts and buying agreements through a range of activities and mediums, including:

- Print and electronic brochures
- Canon Business Solutions public website
- Contract-specific information portal for customers (typically password-protected)
- Internal sales force communications
- Direct mail
- e-Mail Communications
- Trade shows and events

(For samples, please refer to Tab 4-J)

Does your proposed solution include a re-stocking fee on returned equipment? Please provide details.

Y

Returned product (order reversal) will be assessed a minimum 25% restocking fee by Strategic Pricing to cover the shipping costs and devaluation of the returned items. The restocking rate is applied to the selling price of the returned product. In the event the product is unused and returned within 10 business days of the initial delivery, the restocking fee may be reduced.

Does your 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.

Y

We are currently utilizing a fully integrated Oracle ERP Application to execute our Business Transaction. We are leveraging Oracle 11.5.9 Enterprise Business Suite for the entire Order to Cash process of our organization. Our warehouses are leveraging a Mobile Supply Chain solution using Scanners integrated directly into the Oracle Application. The technology is proven effective and widely used through multiple industries.

Each Public Body may have multiple agreements for devices. When processing P-Cards or payments for invoices with multiple agreements, how do you manage the equipment fulfillment at the end of the lease agreement term, to include termination of invoicing and equipment pickup. Please describe.

Except in the case of a Lease Agreement or Lease Schedule containing a \$1.00 purchase option, each Lease Agreement or Lease Schedule shall automatically renew on a month-to-month basis at the same Payment amount and frequency unless Customer, at least sixty (60) days before the end of the scheduled term or any renewal term, sends to CFS written notice that Customer either (i) shall exercise the purchase option in accordance with the terms hereof, and at the end of such term exercises such purchase option, or (ii) does not want to renew the Lease Agreement or Lease Schedule, and at the end of such term returns the respective Equipment as provided below. CFS may cancel the automatic renewal term by, at least sixty (60) days before the end of any term, sending Customer written notice that CFS does not want the respective Schedule to renew. Unless a Lease Agreement or Lease Schedule automatically renews or Customer purchases the Equipment as provided in this Agreement, Customer shall, at the termination of the respective Lease or Schedule, return the Equipment at its sole cost and expense in good operating condition, ordinary wear and tear resulting from proper use excepted, to a location specified by CFS. If for any reason Customer shall fail to return any Equipment subject to a Lease Schedule or a Rental Schedule to CFS as provided in this Agreement by the last day of the applicable term, Customer shall pay to CFS upon demand one billing period's Payment (as specified in the applicable Schedule) for each billing period or portion thereof that such delivery is delayed.

Once a lease agreement has been completed and the Authorized User does not wish to keep the equipment, please describe the process on notification, scheduling of pickup, etc.

Y

If awarded this opportunity, upon expiration of the Agreement, the cost to return the equipment acquired under the Agreement shall be absorbed by Canon Business Solutions, Inc. Canon Business Solutions, Inc. will work with you to coordinate the de-installation and return of the equipment to ensure minimal downtime/to ensure a smooth transition.

Does your solution provide the ability for Authorized Users to trade-in devices for credit against new purchase/lease agreements? If so, please describe.

Y

Does your solution have the ability to use recycled paper? If so, please describe.

Y

For additional details, please refer to the product brochures included in Tab 9.

## Business Capabilities

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

Y

Please refer to the Supplier Profile included in Tab-7 Section G -Performance Standards and Methodology for additional information.

Has your company won any awards or recognition in the high speed production area? If so, please describe.

Y

Please refer to the product brochures in Tab 9 for product awards.

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

Currently, we have a total of 14 service technicians to support high speed devices in Virginia. ( 8 techs - Northern Virginia / 6 techs - Southern Virginia.) All service technicians attend Canon U.S.A.'s certification training on production devices.

Has your company implemented any high speed production projects that meet or exceed the requirements of this RFP within the last six months

Y

References have been provided in Tab 7 - Supplier Profile.

In your proposed solution, does your company maintain a specific amount of supplies/parts at your locations? If so, please describe

Y

Branch offices stock supplies and parts. In addition, there are five Regional Distribution Warehouses for machines, parts, and supplies distribution nationwide. The inventory database is linked to our parent company, Canon U.S.A., Inc. in Lake Success, NY. As a subsidiary of Canon U.S.A., Inc., Canon Business Solutions, Inc. has the additional back up of the Canon U.S.A., Inc. network and infrastructure.

Does your proposed solution have an in-house order tracking system that can be accessed 24x7 by a user? Please provide details.

Y

eManage is an internet-based account management tool that provides administrative control over your fleet of Canon devices. It fully integrates with our internal database system, providing you greater access to your account's information. Upon enrollment, you can begin taking advantage of the many features of eManage, such as identifying and validating devices, reviewing installations by location, submitting meter reads, viewing meter read history, placing service requests, checking service requests, ordering supplies, managing your organization's users, and retrieving important account information. In addition, those with toner inclusive service contracts will be able to order toner through eManage. This flexibility and control provides tremendous value.

Is your firm willing to commit to service level agreements? If so, please refer to Appendix A and fill in the yellow shaded areas.

Y

Please refer to Appendix A - Tab 6 to review Canon Business Solutions Service Level Agreement.

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.

Y

Canon Business Solutions actively promotes its contracts and buying agreements through a range of activities and mediums, including:

- Print and electronic brochures
- Canon Business Solutions public website
- Contract-specific information portal for customers (typically password-protected)
- Internal sales force communications
- Direct mail
- e-Mail Communications
- Trade shows and events (For additional information, please refer to Tab 4-J.)

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.

Y

We are currently utilizing a fully integrated Oracle ERP Application to execute our Business Transaction. We are leveraging Oracle 11.5.9 Enterprise Business Suite for the entire Order to Cash process of our organization. Our warehouses are leveraging a Mobile Supply Chain solution using Scanners integrated directly into the Oracle Application. The technology is proven effective and widely used through multiple industries.

## Reports

Does your proposed solution provide quarterly reports to customers detailing products that have been placed in any of their locations? (provide examples)

Y

Canon Business Solutions, Inc. can provide customized reports to meet your company's specific requirements. For an overview of the reports that can be provided, please refer Tab 4-E.

Does your proposed solution maintain an electronic service log that is available to customers on specific copiers/printers? (provide examples)

Y

eManage is an internet-based account management tool that provides administrative control over your fleet of Canon devices\*. It fully integrates with our internal database system, providing you greater access to your account's information. Upon enrollment, you can begin taking advantage of the many features of eManage, such as identifying and validating devices, reviewing installations by location, submitting meter reads, viewing meter read history, placing service requests, checking service requests, ordering supplies, managing your organization's users, and retrieving important account information. In addition, those with toner inclusive service contracts will be able to order toner through eManage. This flexibility and control provides tremendous value.

Does your proposed solution provide any additional reports that would be an added value to the Commonwealth? Please describe and provide examples.

Please refer to Tab 4-E for sample reports.

## Security

For units that have a hard drive, do you agree to follow the standards at the following link regarding erasing data from hard drives:

[http://www.vita.virginia.gov/uploadedfiles/VITA\\_Main\\_Public/unmanaged/library/psgs/Data\\_Removal\\_Standard\\_514\\_03%2010\\_07\\_2008\\_r3.pdf](http://www.vita.virginia.gov/uploadedfiles/VITA_Main_Public/unmanaged/library/psgs/Data_Removal_Standard_514_03%2010_07_2008_r3.pdf)

Y

Please refer to the additional security information included in Tab 4-I.

Does your proposed solution include the ability for Authorized Users to purchase hard drives from devices after the lease period? If so, please provide pricing in Exhibit C in the optional pricing tab

Y

Please refer to the pricing included in Exhibit C.

## Services

Does your proposed solution include developing a catalog website that interfaces with eVA and also be a punch-out catalog? If so, please describe and provide screen shots. (<http://www.eva.virginia.gov/vendors/pages/catalogcreation.htm>)

Y/F

Canon Business Solutions' proposed solution offers an informational web portal that can provide a catalogue of Canon products and pricing for the Commonwealth of Virginia end-users. This portal would be able to interface with eVA. In the future, the Canon Business Solutions Account Team can discuss enhancing the site to offer a punch-out catalog website. For sample screen shots, please refer to Tab 4-J.

You have agreed that you can sell/service the entire Commonwealth of Virginia. Please describe how this will be accomplished for this contract.

Y

As a sales and service subsidiary of Canon U.S.A., Inc., Canon Business Solutions, Inc. is part of a larger support network and can provide extensive support to you. Our service and support division is literally the backbone of our company's success. At Canon Business Solutions, we take great pride in our comprehensive support structure which allows our customers to enjoy a blanket of technical service coverage that ensures their ongoing satisfaction. Canon Business Solutions, Inc. provides geographic coverage in major metropolitan areas throughout the United States. Each region is supported by a comprehensive web of service professionals who provide best-in-class technical support to our growing base of customers. Beyond these critical regions, a network of Canon-authorized service companies stands ready to support your needs. All servicing entities must adhere to strict performance guidelines and must be fully certified to provide technical assistance on your Canon product. The strength of the Canon service delivery program is the over 500 locations across the United States who are all certified to meet Canon standards. There are over 10,000 factory-trained technicians who help solve technical and equipment problems wherever your site may be. All authorized service centers are required to submit a detailed business plan describing prospective territory and staffing plans as well as financials. They must agree to use only genuine Canon parts and they must consent to unscheduled observations by Canon management.

Do your service/sales personal undergo training on a semi-annual or annual basis? If so, please explain.

Y

All new technicians attend an extensive new hire training program called Printing and Digital Imaging Foundations (PDIF), which provides the technicians the tools to maintain, troubleshoot and repair Canon products. The course itself is approximately 38 days in length. During this time, the new hire service technicians receive classroom-based training and hands-on training in the field. The technician upon successful completion is certified on a Canon specific model, which is based on territory demand, and has received critical skill courses that enable him or her to be a successful service technician in the field. The critical skills portion of their training includes the following: Customer Satisfaction Skills, Basic Network Install, Complete Call Process, Troubleshooting, Communication Technology. Ongoing product training and certifications are provided on continual basis based on new technology and field territory growth.

The Association of Technical Service Professionals (ATSP) program is designed by Canon USA to uphold the high performance standards intended to support the needs and expectations of Canon customers.

The ATSP program provides assurance that its certified members have attained a level of knowledge and performance that is second to none in our competitive business. The program sets out strict guidelines to which service technicians must adhere, ensuring customers receive best-in-class service. Canon Business Solutions is proud of its high volume of certified professionals currently in our

Does your proposed solution provide hardware and software support from 8:00 am - 5:00 pm EST? If so, please provide details.

Y

Canon Business Solutions, Inc.'s standard service hours are Monday through Friday, 8:30am to 5:00pm, excluding weekends and holidays. Service is available outside of the hours listed above. This is contracted on a machine-by-machine and/or location-by-location basis as requested. If you have critical uptime or volume issues, we can also provide a contract for a dedicated technician to be on standby in order to meet your specific business requirements.

When lease/maintenance agreements are established, does your solution include pre-defined service level agreements? If so, please provide those in Appendix A

Y

Please refer to Canon Business Solutions Service Level Agreements included in Appendix A - Tab 6.

## Exhibit A

Requirement	Y/N/F	Description
<p><b>Managed Print Services (Assessment)</b></p> <p>Does your solution include conducting an assessment of the Authorized Users current printing environment at no cost? If so, please describe.</p>	Y	<p>In Canon's Discovery Phase we will perform a thorough due diligence, which includes the following key activities:</p> <ul style="list-style-type: none"> <li>• Document solution requirements and customer needs</li> <li>• Identify the necessary site staff roles/responsibilities</li> <li>• Document current workflow processes</li> <li>• Understand current site procedures and site requirements/rules</li> <li>• Interview key client contacts and end-users</li> <li>• Identify technology needs and current technology being utilized</li> <li>• Identify logistical requirements</li> </ul>
<p>Does your assessment include all devices (connected/non-connected) regardless of manufacturer? If so, please describe.</p>	Y	<p>Canon Business Solutions uses a vendor neutral device monitoring tool to gather information on all devices (connected and non-connected) regardless of manufacturer.</p>
<p>Does your solution include using any automated collection tools? If so, please describe</p>	Y	<p><b>Canon will use a vendor neutral automated collection tool that will perform the following:</b> Discovery/Data Collection , Discovers direct-connected &amp; networked printers of all makes and models, Auto discovery or by networks, by IP range, by device &amp; exclusion capability, Intelligent, non-invasive data collection with imperceptible network traffic levels, Collects up to 500 individual pieces of device data for identification &amp; analysis , Tracks counts on print (monochrome color), printer supported fax, copy, duplex &amp; paper size data; lifetime counts. In addition, we will also use an asset management tool to design the optimized layout of your environment.</p>
<p><b>Managed Print Services (Supplies)</b></p> <p>Does your solution include Supplies Management services? If so, please describe.</p>	Y	<p>Our solution will include a vendor neutral device monitoring system on all assets under management. This tool offers us alerts and item codes to maintain optimum supply levels. Depending on the agency's needs, this tool can send automatic supply notification e-mails to designated personnel, your internal helpdesk, or the Canon helpdesk. This tool supports multiple vendors and enables us to manage a mixed fleet as if it were a single homogenous fleet. This tool will actively monitor your fleet of devices and alert our onsite staff when devices achieve the threshold for ordering and replacement of consumables. For locations without onsite support this can be managed through the Canon helpdesk.</p>
<p>Are there any manufacturers that you cannot supply consumables in your Supply Management services? If so, please provide a list of those</p>	Y	<p>Canon can supply any consumable in our Supply management services. Our device monitoring tool is vendor neutral, which will allow us to capture information for all manufacturers.</p>
<p><b>Managed Print Services (Break Fix/Move/Add/Change/Disposal (MACD))</b></p>		

Does your solution include a break-fix offering? If so, please describe.

Y

Our solution includes proactive monitoring, helpdesk support, and onsite break/fix support regardless of manufacturer. Our help desk will troubleshoot over the phone in an attempt to resolve the issue. For locations with onsite staff, the helpdesk will notify the site associate to provide first level support. If the issue requires further escalation, a certified technician will provide an onsite visit

Does your break-fix solution support both network and non-network devices? If so, please describe.

Y

Canon can proactively monitor both network and non-network devices regardless of manufacturer.

Does your break-fix solution include all devices, regardless of manufacturer? If not, what devices or manufacturers are out of scope?

Y

Canon's break-fix solution includes all devices, regardless of manufacturer.

Does your solution include Move/Add/Change services? If so, please explain.

Y

Our vendor neutral device monitoring systems software provides Move, Add and Change (MAC) tracking, reporting and alerting.

**MAC event logging includes:**When a new networked printer is detected, when a previously detected printer is retired, when a retired printer is put back into service, when the printer location changes, when a printer is assigned to a new department, and when the IP address of a printer changes

**MAC Benefits include:** Inventory accuracy is constant, Reduces labor cost to locate and service a printer, Reduces the chance of printers being misplaced, Duplicate IP addresses no longer occur, Printer history stays e.g. counts with the printer

Does your solution include any process and verification for secured hard drive disposal? If so, please describe.

Y

We offer optional Hard Disk Erase Services. Our experts will first meet with you to discuss your security requirements, develop and quote a customized solution. We will then catalog all devices and associated HDDs, remove and stage HDDs, apply the requested overwrite cycles and pattern to target HDDs, verify data purge, reinstall sanitized HDDs, reinstall MFP system software. We will generate a verification report for each hard disk erase engagement to validate successful completion. The verification report identifies the disposition of each HDD by serial number and flags any HDD unable to complete the overwrite process due to damaged drive, for example, so we can take the appropriate remediation steps.

## Managed Print Services (General)

Does your solution include any specific data collection tools to manage a fleet? If so, please describe.

Y

**Our vendor neutral monitoring tool performs the following:** Discovery/Data Collection, Discovers direct-connected & networked printers of all makes and models, Auto discovery or by networks, by IP range, by device & exclusion capability, Intelligent, non-invasive data collection with imperceptible network traffic levels, Collects up to 500 individual pieces of device data for identification & analysis, Tracks counts on print (monochrome color), printer supported fax, copy, duplex & paper size data; lifetime counts

When MPS agreements are established, does your solution include pre-defined service level agreements? If so, please provide those in Appendix A

Y

Please refer to Appendix A -Tab 6.

Does your solution include a general catalog of optional services that are offered? If so, please provide those in Exhibit C (MPS Optional Pricing) tab

Y

Please refer to Exhibit C -Tab 5.

## Managed Print Services (Helpdesk/Support)

Does your solution include the ability for the Authorized User to call a single helpdesk number? If so, please describe.

Y

The Canon helpdesk is a service that will allow us to manage all of your office equipment through one centralized location. Your end users should contact the helpdesk for all issues including, but not limited, to: service calls, technical calls, complaints, supply orders, and equipment concerns. For non-Canon technology, the Helpdesk is able to receive trouble calls and route them to the appropriate servicing vendor, based on the current maintenance agreements. The Helpdesk will allow Canon to provide your company with a single-source provider for all fleet maintenance needs, offering comprehensive reports and service for all office equipment.

Are helpdesk services supplied by your company? If not, how do you guarantee contract terms and conditions and SLAs will be met.

Y

Helpdesk services are supplied by Canon for all managed assets.

Where is your helpdesk located?

Canon's help desk for service dispatch is located in California, Chicago, and NJ. Our help desk for technology support and level II triage is located in Burlington, NJ

What are the operating hours for your helpdesk?

Helpdesk Operators staff the helpdesk from 8:00 AM to 8PM EST, Monday through Friday.

Describe the qualifications of your helpdesk staff that would be assigned to this contract.

All Canon Business Services Helpdesk Operators are fully trained on the Canon product line, how to escalate issues requiring onsite support for Canon and non-Canon products, and to handle our customers with care.

Does your solution include the ability to perform remote diagnostics? If so, please describe.

Y

Our vendor neutral device monitoring software performs complete assessments on local and networked printers and integrates within the business process for ongoing printer asset lifecycle management. Whether managing a copier fleet or a mixture of copiers, direct-connect and network printers, the software metering automates the routine collection of print/copy count statistics for efficient, remote meter reading services. It will also act as a proactive maintenance software, which can provide automatic device issue notifications in real time.

Does your solution include any automated helpdesk features? If so, please describe.

Y

Our solution has automated reporting from our vendor neutral device monitoring software that will provide automated service and supply notifications to our helpdesk or any onsite staff.

Does your solution include the ability to provide on-site personnel across the Commonwealth? If so, please describe how this will be accomplished.

Y

**Technical Operations Representative:** The TOR would administer the fleet management software and any other implemented software solutions. Manage the install, move, add, and change (IMAC) workflow and act as first responder for all technical issues, printing and other software solutions.

**Senior Site Associate/Manager:** They manage the day-to-day operations at the site level and ensure optimal performance of on-site staff.

**Assistant Site Associate/Assistant Manager:** Site Associates perform day-to-day non-core critical support functions. They may have specific areas of concentration, but will be cross trained in all functions performed at their site

**Convenience Care Rep Level 1:** Responsible for customer satisfaction as it pertains to the performance and maintenance of reprographic equipment and printers managed by Canon.

**Customer Care Rep:** Convenience Care Representatives are responsible for customer satisfaction as it pertains to the performance and maintenance of reprographic equipment and printers managed by Canon.

### Managed Print Services (Software)

Does your company offer any managed print software solutions? If so, please describe and provide pricing in Exhibit C (MPS Optional Pricing) tab

Y

We offer an output management solution which has the ability to track print and copy costs, perform secure pull printing, route jobs from expensive local printers to cheaper MFDs, change how jobs are printed based on rules, scan documents into back end document management systems as a highly compressed PDF or in an editable format, enhance document security by taking an image of each copy, print, fax or scan which can then be processed for restricted keywords

### Managed Print Services (Reports)

Does your solution provide reports that track items such as number of open help desk tickets, time it took to close ticket, calls per month/day to helpdesk, etc? If so, please describe and provide examples.

Y

**The following is a list of common reports generated for our clients:** Asset inventory (can be broken out by client-defined categories such as Department, Location, or Business Unit) , Number of calls (can be broken out by client-defined categories such as Department, Location, or Business Unit), Number of calls per Device, Number of calls by call type, Average Device Uptime, Service Response Time. Additional reporting or ad hoc reporting can be generated by the Helpdesk development team.

Does your company send out customer satisfaction surveys to the Authorized Users currently enrolled in Managed Print Service engagements? If so, please describe and provide examples

Y

Upon award of business, Canon will assign a Solution Integration Specialist to the specific customer account. The Solution Integration Team successfully implements, trains, and integrates Canon's design at customer sites.

*Your Solution Integration Specialist is also responsible for conducting customer satisfaction surveys*

#### **Customer Satisfaction Surveys**

Your Solution Integration Specialist is also responsible for conducting customer satisfaction surveys via our on-line tool. Customer satisfaction surveys give end-users the opportunity to provide feedback on their level of satisfaction with the services provided by Business Services.

## Exhibit B – Service Level Agreements (SLAs) - MFDs

(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.

Performance Standard	Measurement	Measurement period	% Level	Service Price	Remedy
Response Time (Please see below for details.)	Response Time shall be calculated from the time the customer call is placed with our Dispatch Department, until the time the Technician arrives at the individual location.	4 fixed quarterly intervals per year	Average 4 hours*	N/A	5% (Please see below for details.)
Uptime (Please see below for details.)	Downtime is calculated from the time a service call is placed with our Dispatch department until the time the Technician completes the repair. Uptime is calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays, and exceptions outlined below.	4 fixed quarterly intervals per year	Average 95%	N/A	5% (Please see below for details.)
Replacement Guarantee	In the event that we do not meet our contractual obligations, the Commonwealth of Virginia shall notify us in writing and permit us 30 days to remedy the default. For all devices covered under an active Canon Business Solutions, Inc. maintenance agreement, within 36, 48, or 60 months of original installation of any newly installed Canon brand equipment specified above, Canon Business Solutions, Inc. will, at the customer's request, replace such equipment with a like unit if the customer meets the following three conditions: (1) The equipment is continuously under the Canon	within 36, 48, or 60 months of original installation	N/A	N/A	N/A

	<p>Business Solutions, Inc. maintenance agreement from date of installation, (2) The customer fulfills all of the terms of the maintenance agreement applicable to customer, and (3) Before requesting a replacement unit, the customer gives Canon Business Solutions, Inc. the opportunity to cure any service problems which the customer may have with the equipment.</p>				
Loaner	<p>Canon Business Solutions, Inc.'s experience has shown that the benchmark for a loaner to be issued has been 16 consecutive business hours. The reason for this time frame is that in the majority of cases we have been able to remedy the problem with the inoperable machine. In the event that an item of equipment is inoperable for a period in excess of sixteen (16) consecutive business hours, Canon Business Solutions, Inc. will offer a loaner unit until the item is restored to good working order. The above loaner remedy excludes imageRUNNER machines with rated speeds of 110 pages per minute or greater, imagePRESS and CLC color machines.</p>	N/A	N/A	N/A	N/A

**Response Time**

For all of customer's US locations, Canon Business Solutions, Inc. will commit to a fleet average response of 4 business hours, over 4 fixed quarterly intervals per year for locations within a 50 mile radius of a Canon Business Solutions' office. Response times for locations outside a 50 mile radius of a Canon Business Solutions office can average six business hours. Response time, as noted above, shall be calculated from the time the customer call is placed with our Dispatch Department, until the time the Technician arrives at the individual location. Response times are calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays. For the individual location which has multiple machines and active service calls, the Technician's arrival shall stop the response time calculation for all open service calls at that location.

**Uptime Fleet**

Canon Business Solutions, Inc. will commit to a fleet average uptime of 95% over the 4 fixed quarterly intervals per year. Downtime is calculated from the time a service call is placed with our Dispatch department until the time the Technician completes the repair. Uptime is calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays, and exceptions outlined below. Uptime requirements will not include preventative maintenance service calls, calls which could have been prevented by key operator functions outlined in unit's operation manual, calls created by user mishandling, units which are running outside the manufacturer's optimum performance volume, or units which need to be over-hauled as a result of reaching useful life, in the opinion of our Service department.

**Response Time and Uptime Penalty**

Failure to meet the above U.S. fleet-wide response and/or uptime commitments will result in a credit on the fixed maintenance and click charges for each machine which exceeded the maximum during the relevant quarter. The credit, which shall be applied against future service billings, shall be equal to 5% of the fixed maintenance and click charges for each month in which the machine exceeded the maximum. Such credits, which shall be applied by Canon Business Solutions, Inc. upon your written request, shall be your sole and exclusive remedy for any failure by Canon Business Solutions, Inc. to obtain the above response or uptime commitments. The maximum credit with respect to any particular machine's fixed maintenance and click charges in any particular month shall be 5%, even if both uptime and response time maximums were exceeded for such machine in such month.

\* For locations within a 50 mile radius of a Canon Business Solutions' office, the average response time is 4 business hours. Response times for locations outside a 50 mile radius of a Canon Business Solutions office can average six business hours.

## Exhibit B – Service Level Agreements (SLAs) Wide Format

(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.

Performance Standard	Measurement	Measurement period	% Level	Service Price	Remedy
Response Time (Please see below for details.)	Response Time shall be calculated from the time the customer call is placed with our Dispatch Department, until the time the Technician arrives at the individual location.	4 fixed quarterly intervals per year	Average 4 hours*	N/A	5% (Please see below for details.)
Uptime (Please see below for details.)	Downtime is calculated from the time a service call is placed with our Dispatch department until the time the Technician completes the repair. Uptime is calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays, and exceptions outlined below.  Please see below for details on Large Format printers.	4 fixed quarterly intervals per year	95%*  Please refer to the note below for Plotwave 900s and Colorwave products – 80%.	N/A	5% (Please see below for details.)
Replacement Guarantee	In the event that we do not meet our contractual obligations, the Commonwealth of Virginia shall notify us in writing and permit us 30 days to remedy the default. For all devices covered under an active Canon Business Solutions, Inc. maintenance agreement, within 36, 48, or 60 months of original installation of any newly installed Canon brand equipment specified above, Canon Business Solutions, Inc. will, at the customer's request, replace such equipment with a like unit if the	within 36, 48, or 60 months of original installation	N/A	N/A	N/A

	customer meets the following three conditions: (1) The equipment is continuously under the Canon Business Solutions, Inc. maintenance agreement from date of installation, (2) The customer fulfills all of the terms of the maintenance agreement applicable to customer, and (3) Before requesting a replacement unit, the customer gives Canon Business Solutions, Inc. the opportunity to cure any service problems which the customer may have with the equipment.				
Loaner	Canon Business Solutions, Inc.'s experience has shown that the benchmark for a loaner to be issued has been 16 consecutive business hours. The reason for this time frame is that in the majority of cases we have been able to remedy the problem with the inoperable machine. In the event that an item of equipment is inoperable for a period in excess of sixteen (16) consecutive business hours, Canon Business Solutions, Inc. will offer a loaner unit until the item is restored to good working order. The above loaner remedy excludes imageRUNNER machines with rated speeds of 110 pages per minute or greater, imagePRESS and CLC color machines.	N/A	N/A	N/A	N/A

**Response Time**

For all of customer's US locations, Canon Business Solutions, Inc. will commit to a fleet average response of 4 business hours, over 4 fixed quarterly intervals per year for locations within a 50 mile radius of a Canon Business Solutions' office. Response times for locations outside a 50 mile radius of a Canon Business Solutions office can average six business hours. Response time, as noted above, shall be calculated from the time the customer call is placed with our Dispatch Department, until the time the Technician arrives at the individual location. Response times are calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays. For the individual location which has multiple machines and active service calls, the Technician's arrival shall stop the response time calculation for all open service calls at that location.

**Uptime Large Format**

Canon Business Solutions will guarantee a 95% uptime on all large format equipment excluding the Plotwave 900s and Colorwave products. because of the nature of technology. For these two unique products we will guarantee 90% uptime for the duration of the service contract. Warranty period for all new equipment is 90 days from equipment install date.

**Response Time and Uptime Penalty**

Failure to meet the above U.S. fleet-wide response and/or uptime commitments will result in a credit on the fixed maintenance and click charges for each machine which exceeded the maximum during the relevant quarter. The credit, which shall be applied against future service billings, shall be equal to 5% of the fixed maintenance and click charges for each month in which the machine exceeded the maximum. Such credits, which shall be applied by Canon Business Solutions, Inc. upon your written request, shall be your sole and exclusive remedy for any failure by Canon Business Solutions, Inc. to obtain the above response or uptime commitments. The maximum credit with respect to any particular machine's fixed maintenance and click charges in any particular month shall be 5%, even if both uptime and response time maximums were exceeded for such machine in such month.

\* For locations within a 50 mile radius of a Canon Business Solutions' office, the average response time is 4 business hours. Response times for locations outside a 50 mile radius of a Canon Business Solutions office can average six business hours.

## Exhibit B – Service Level Agreements (SLAs) Production

(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.

Performance Standard	Measurement	Measurement period	% Level	Service Price	Remedy
Response Time (Please see below for details.)	Response Time shall be calculated from the time the customer call is placed with our Dispatch Department, until the time the Technician arrives at the individual location.	4 fixed quarterly intervals per year	Average 4 hours*	N/A	5% (Please see below for details.)
Uptime (Please see below for details.)	Downtime is calculated from the time a service call is placed with our Dispatch department until the time the Technician completes the repair. Uptime is calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays, and exceptions outlined below.	4 fixed quarterly intervals per year	Average 80%	N/A	5% (Please see below for details.)
Replacement Guarantee	In the event that we do not meet our contractual obligations, the Commonwealth of Virginia shall notify us in writing and permit us 30 days to remedy the default. For all devices covered under an active Canon Business Solutions, Inc. maintenance agreement, within 36, 48, or 60 months of original installation of any newly installed Canon brand equipment specified above, Canon Business Solutions, Inc. will, at the customer's request, replace such equipment with a like unit if the customer meets the following three conditions: (1) The equipment is continuously under the Canon	within 36, 48, or 60 months of original installation	N/A	N/A	N/A

	<p>Business Solutions, Inc. maintenance agreement from date of installation, (2) The customer fulfills all of the terms of the maintenance agreement applicable to customer, and (3) Before requesting a replacement unit, the customer gives Canon Business Solutions, Inc. the opportunity to cure any service problems which the customer may have with the equipment.</p>				
Loaner	<p>Canon Business Solutions, Inc.'s experience has shown that the benchmark for a loaner to be issued has been 16 consecutive business hours. The reason for this time frame is that in the majority of cases we have been able to remedy the problem with the inoperable machine. In the event that an item of equipment is inoperable for a period in excess of sixteen (16) consecutive business hours, Canon Business Solutions, Inc. will offer a loaner unit until the item is restored to good working order. The above loaner remedy excludes imageRUNNER machines with rated speeds of 110 pages per minute or greater, imagePRESS and CLC color machines.</p>	N/A	N/A	N/A	N/A

**Response Time**

For all of customer's US locations, Canon Business Solutions, Inc. will commit to a fleet average response of 4 business hours, over 4 fixed quarterly intervals per year for locations within a 50 mile radius of a Canon Business Solutions' office. Response times for locations outside a 50 mile radius of a Canon Business Solutions office can average six business hours. Response time, as noted above, shall be calculated from the time the customer call is placed with our Dispatch Department, until the time the Technician arrives at the individual location. Response times are calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays. For the individual location which has multiple machines and active service calls, the Technician's arrival shall stop the response time calculation for all open service calls at that location.

**Uptime Production**

Canon Business Solutions, Inc. will commit to a fleet average uptime of 80% for Production Color, \*90% for Production B/W (\* can be negotiable based on expected actual monthly volume) over the 4 fixed quarterly intervals per year on production level equipment. Downtime is calculated from the time a service call is placed with our Dispatch Department until the time the Technician completes the repair. Uptime criteria is calculated between 8:30am and 5:00pm, Monday through Friday, excluding Canon Business Solutions, Inc. holidays, and exceptions outlined in the following sentence(s). Uptime requirements will not include preventative maintenance service calls, calls which could have been prevented by key operator functions outlined in unit's operation manual, calls created by user mishandling, units which are running outside the manufacturer's optimum performance volume, or units which need to be over-hauled as a result of reaching useful life, in the opinion of our Service Department.

**Response Time and Uptime Penalty**

Failure to meet the above U.S. fleet-wide response and/or uptime commitments will result in a credit on the fixed maintenance and click charges for each machine which exceeded the maximum during the relevant quarter. The credit, which shall be applied against future service billings, shall be equal to 5% of the fixed maintenance and click charges for each month in which the machine exceeded the maximum. Such credits, which shall be applied by Canon Business Solutions, Inc. upon your written request, shall be your sole and exclusive remedy for any failure by Canon Business Solutions, Inc. to obtain the above response or uptime commitments. The maximum credit with respect to any particular machine's fixed maintenance and click charges in any particular month shall be 5%, even if both uptime and response time maximums were exceeded for such machine in such month.

\* For locations within a 50 mile radius of a Canon Business Solutions' office, the average response time is 4 business hours. Response times for locations outside a 50 mile radius of a Canon Business Solutions office can average six business hours.

## EXHIBIT B – Service Level Agreements (SLAs) Managed Print Services

(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.

Performance Standard	Measurement	Measurement period	% Level	Service Price	Remedy
Response Time (MFD)	Canon Business Solutions, Inc. (CBS) will commit to a fleet average response of four hours, over four fixed quarterly intervals per year for MFD's.	<p>Response time shall be calculated from the time the customer call is placed with our Dispatch department, until the time the Technician arrives at the individual location.</p> <p>Response times are calculated between 8:30am and 5:00pm, Monday through Friday, excluding CBS holidays.</p>	N/A	Included	<p>For any machine that does not meet an average 4 hour response time for an individual month, during a quarterly period, a 5% reduction for all fixed maintenance and click charges will be credited against the bill for the individual machine, for the individual month(s). If any machine, in addition to response time, does not meet the minimum uptime requirement during the same interval, only one 5% remedy will be assessed.</p> <p>No more than one penalty per unit during one given interval shall be assessed. All penalties must be requested by the customer in writing within 30 days of the interval in which the failure to perform occurred. And, all penalties will be handled as credits against future service billing.</p>

Response Time (single function printer)	Response time of next business day for single function printers	<p><b>9x5, Next Business Day Response, Monday – Friday, 8am – 5pm site time AND</b></p> <p><b>13x5, Next Business Day Response, Monday – Friday, 8am – 9pm site time</b></p> <p>Call is opened within 15 minutes of receipt. Customer is called to troubleshoot within 2 hours of call placement. If customer is not available, call goes on client hold, and SLA is not measured. If part is diagnosed, it is shipped for Next Business Day Arrival, and a technician is dispatched to meet that part after it arrives.</p>	N/A	N/A	If part is not diagnosed, a technician will be assigned for Next Business Day arrival. When the technician arrives onsite, he will troubleshoot failure to part diagnosis, and order it for the following business day.

Uptime (Fleet)	Canon Business Solutions, Inc. (CBS) will commit to a fleet average uptime of 95% over the four fixed quarterly intervals per year. (Excludes devices with rated speeds of 110ppm or greater)	<p>Downtime is calculated from the time a service call is placed with our Dispatch department until the time the Technician completes the repair.</p> <p>Uptime criteria is calculated between 8:30am and 5:00pm, Monday through Friday, excluding CBS holidays, and exceptions outlined below.</p>	95%	Included	<p>For any unit which does not meet the 95% uptime minimum for the quarter, Canon Business Solutions will, upon written request from customer, credit the customer 5% for each individual machine for all fixed maintenance and click charges, for the month(s) that it fell below the performance minimum of 95%.</p> <p>If any machine in addition to uptime does not meet the minimum response time requirement during the same interval, only one 5% remedy will be assessed.</p>
Uptime (Production)	CBS will commit to a fleet average uptime of 80% on all production equipment over the four fixed quarterly intervals per year on production level equipment.	<p>Downtime is calculated from the time a service call is placed with our Dispatch department until the time the Technician completes the repair.</p> <p>Uptime criteria is calculated between 8:30am and 5:00pm, Monday through Friday, excluding CBS holidays, and exceptions outlined in the following sentence(s).</p>	80%	Included	N/A
End user training	End-user training upon equipment installation	Subsequent training shall be available on an	N/A	Included	N/A

	<p>shall be at no charge.</p> <p>Technical support training will include network connectivity and print driver installation.</p>	<p>ongoing basis during the contract at an additional charge.</p> <p>Scheduling of all training shall be mutually agreed upon during regular business hours.</p>			
Reporting	<p>Canon Business Solutions, Inc. (CBS) and customer to meet quarterly to review account service performance.</p>	<p>CBS to provide reports on the following:          Required Quarterly Reports: Number of devices; Uptime performance by unit and total fleet; Response time by unit and total fleet; Total volume output; 12 month trending.</p>	N/A	Included	N/A
Help Desk	<p>Help Desk to be provided 8:30AM EST to 5:30PM PST Monday through Friday excluding national legal holidays.</p>	N/A	N/A	Included	N/A
Loaner Equipment	<p>Canon will remedy any defect in equipment within 16 consecutive business hours of initial service request</p>	N/A	N/A	Included	<p>If unresolved, upon written request, a comparable loaner copier will be provided at no charge.</p>

MANUFACTURER **Canon**

Segment	Evaluation Model	List \$	Percentage Off List \$	Purchase Price	Yearly Maintenance	Purchase Price for 3 Years	Factor for 12 Month Rental (see note #1 below)	Cost Per Month for 12 Month Rental	Factor for 36 Month Rental (see note #1 below)	Cost Per Month for 36 Month Rental	Factor for 48 Month Rental (see note #1 below)	Cost Per Month for 48 Month Rental	Factor for 60 Month Rental (see note #1 below)	Cost Per Month for 60 Month Rental	Overage Cost Per Click if Monthly Volume Exceeded
7	imageRUNNER 1025	\$1,575.00	57.00%	\$677.25	0.00	\$677.25	0.083	\$56.21	0.0338	\$22.89	0.0294	\$19.91	0.0251	\$17.00	0.0165
7a	imageRUNNER 1025	\$1,575.00	57.00%	\$677.25	114.48	\$1,020.69	0.083	\$65.75	0.0338	\$32.43	0.0294	\$29.45	0.0251	\$26.54	0.0159
8	imageRUNNER 1025IF	\$2,520.00	57.00%	\$1,083.60	0.00	\$1,083.60	0.083	\$89.94	0.0338	\$36.63	0.0294	\$31.86	0.0251	\$27.20	0.0165
8a	imageRUNNER 1025IF	\$2,520.00	57.00%	\$1,083.60	190.80	\$1,656.00	0.083	\$105.84	0.0338	\$52.53	0.0294	\$47.76	0.0251	\$43.10	0.0159
9	imageRUNNER 1730	\$2,310.00	44.00%	\$1,293.60	0.00	\$1,293.60	0.083	\$107.37	0.0338	\$43.72	0.0294	\$38.03	0.0251	\$32.47	0.0125
9a	imageRUNNER 1730	\$2,310.00	44.00%	\$1,293.60	566.40	\$2,992.80	0.083	\$154.57	0.0338	\$90.92	0.0294	\$85.23	0.0251	\$79.67	0.0118
10	imageRUNNER 1025IF	\$2,520.00	57.00%	\$1,083.60	0.00	\$1,083.60	0.083	\$89.94	0.0338	\$36.63	0.0294	\$31.86	0.0251	\$27.20	0.0165
10a	imageRUNNER 1025IF	\$2,520.00	57.00%	\$1,083.60	1,166.40	\$4,582.80	0.083	\$187.14	0.0338	\$133.83	0.0294	\$129.06	0.0251	\$124.40	0.0162
10b	imageRUNNER 1025IF	\$2,520.00	57.00%	\$1,083.60	2,480.40	\$8,524.80	0.083	\$296.64	0.0338	\$243.33	0.0294	\$238.56	0.0251	\$233.90	0.0159
11	imageRUNNER ADVANCE C2020 Base Model	\$6,615.00	57.00%	\$2,844.45	0.00	\$2,844.45	0.083	\$236.09	0.0338	\$96.14	0.0294	\$83.63	0.0251	\$71.40	0.014
11a	imageRUNNER ADVANCE C2020 Base Model	\$6,615.00	57.00%	\$2,844.45	972.00	\$5,760.45	0.083	\$317.09	0.0338	\$177.14	0.0294	\$164.63	0.0251	\$152.40	0.0135
11b	imageRUNNER ADVANCE C2020 Base Model	\$6,615.00	57.00%	\$2,844.45	2,028.00	\$8,928.45	0.083	\$405.09	0.0338	\$265.14	0.0294	\$252.63	0.0251	\$240.40	0.013
12	imageRUNNER 1740	\$3,360.00	52.00%	\$1,612.80	0.00	\$1,612.80	0.083	\$133.86	0.0338	\$54.51	0.0294	\$47.42	0.0251	\$40.48	0.0112
12a	imageRUNNER 1740	\$3,360.00	52.00%	\$1,612.80	1,320.00	\$5,572.80	0.083	\$243.86	0.0338	\$164.51	0.0294	\$157.42	0.0251	\$150.48	0.011
12b	imageRUNNER 1740	\$3,360.00	52.00%	\$1,612.80	2,851.20	\$10,166.40	0.083	\$371.46	0.0338	\$292.11	0.0294	\$285.02	0.0251	\$278.08	0.0108
13	imageRUNNER ADVANCE C2030 Base Model	\$9,660.00	62.00%	\$3,670.80	0.00	\$3,670.80	0.083	\$304.68	0.0338	\$124.07	0.0294	\$107.92	0.0251	\$92.14	0.0115
13a	imageRUNNER ADVANCE C2030 Base Model	\$9,660.00	62.00%	\$3,670.80	1,320.00	\$7,630.80	0.083	\$414.68	0.0338	\$234.07	0.0294	\$217.92	0.0251	\$202.14	0.011
13b	imageRUNNER ADVANCE C2030 Base Model	\$9,660.00	62.00%	\$3,670.80	2,772.00	\$11,986.80	0.083	\$535.68	0.0338	\$355.07	0.0294	\$338.92	0.0251	\$323.14	0.0105

14	imageRUNNER 1750	\$4,410.00	62.00%	\$1,675.80	0.00	\$1,675.80	0.083	\$139.09	0.0338	\$56.64	0.0294	\$49.27	0.0251	\$42.06	0.0107
14a	imageRUNNER 1750	\$4,410.00	62.00%	\$1,675.80	1,890.00	\$7,345.80	0.083	\$296.59	0.0338	\$214.14	0.0294	\$206.77	0.0251	\$199.56	0.0105
14b	imageRUNNER 1750	\$4,410.00	62.00%	\$1,675.80	3,672.00	\$12,691.80	0.083	\$445.09	0.0338	\$362.64	0.0294	\$355.27	0.0251	\$348.06	0.0102
15	imageRUNNER ADVANCE C5250 Base Model	\$17,850.00	62.00%	\$6,783.00	0.00	\$6,783.00	0.083	\$562.99	0.0338	\$229.27	0.0294	\$199.42	0.0251	\$170.25	0.008
15a	imageRUNNER ADVANCE C5250 Base Model	\$17,850.00	62.00%	\$6,783.00	1,350.00	\$10,833.00	0.083	\$675.49	0.0338	\$341.77	0.0294	\$311.92	0.0251	\$282.75	0.0075
15b	imageRUNNER ADVANCE C5250 Base Model	\$17,850.00	62.00%	\$6,783.00	2,520.00	\$14,343.00	0.083	\$772.99	0.0338	\$439.27	0.0294	\$409.42	0.0251	\$380.25	0.007
16	imageRUNNER ADVANCE 6265 Base Model	\$22,575.00	67.00%	\$7,449.75	0.00	\$7,449.75	0.083	\$618.33	0.0338	\$251.80	0.0294	\$219.02	0.0251	\$186.99	0.0045
16a	imageRUNNER ADVANCE 6265 Base Model	\$22,575.00	67.00%	\$7,449.75	756.00	\$9,717.75	0.083	\$681.33	0.0338	\$314.80	0.0294	\$282.02	0.0251	\$249.99	0.0042
16b	imageRUNNER ADVANCE 6265 Base Model	\$22,575.00	67.00%	\$7,449.75	2,106.00	\$13,767.75	0.083	\$793.83	0.0338	\$427.30	0.0294	\$394.52	0.0251	\$362.49	0.0039
17	imageRUNNER ADVANCE 6275 Base Model	\$29,400.00	67.00%	\$9,702.00	0.00	\$9,702.00	0.083	\$805.27	0.0338	\$327.93	0.0294	\$285.24	0.0251	\$243.52	0.0042
17a	imageRUNNER ADVANCE 6275 Base Model	\$29,400.00	67.00%	\$9,702.00	1,200.00	\$13,302.00	0.083	\$905.27	0.0338	\$427.93	0.0294	\$385.24	0.0251	\$343.52	0.004
17b	imageRUNNER ADVANCE 6275 Base Model	\$29,400.00	67.00%	\$9,702.00	2,508.00	\$17,226.00	0.083	\$1,014.27	0.0338	\$536.93	0.0294	\$494.24	0.0251	\$452.52	0.0038
18	No Bid			\$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.)	Document Feeder	Automatic Features	Fax/Scan to Capable	Email Capable	Energy Star Compliant	Duplex	Hard Drive Required	Stationary Platen	Edge Mounted Platen Glass	Adjustable Platen Cover	Ability for Magnetic Card
															Programmer or Coin Operation
7	10 - 20	1,000 - 6,000		0	N/A	AES	No	No	Yes	N/A	N	N	N	N	N
7a	10 - 20	1,000 - 6,000		600	N/A	AES	No	No	Yes	N/A	N	N	N	N	N
8	21 - 30	1,000 - 6,000		0	ADF	AES	Yes	Yes	Yes	N/A	N	N	N	N	N
8a	21 - 30	1,000 - 6,000		1,000	ADF	AES	Yes	Yes	Yes	N/A	N	N	N	N	N
9	31 - 40	10,000 - 30,000		0	ADF	AES	Yes	Yes	Yes	N/A	N	N	N	N	N
9a	31 - 40	10,000 - 30,000		4,000	ADF	AES	Yes	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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % 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  
40 % off List

<b>Cost Per Click on Color Copies</b>	<b>Cost for User to Retain Hard Drive</b>
N/A	\$0.00
N/A	\$377.00
0.072	\$323.00
0.072	\$323.00
0.072	\$323.00
N/A	\$377.00
N/A	\$377.00
N/A	\$377.00
0.059	\$323.00
0.059	\$323.00
0.059	\$323.00



SUPPLIER ITEM NUMBER	PRODUCTION MAIN ENGINES PRODUCT DESCRIPTION	CATEGORY	LIST PRICE	Purchase Price
7494A545	imageWARE Scan Manager V4.16 1 Client	SOFTWARE	\$ 2,000.00	\$ 933.00
7494A547	Scan Manager 1 Client 1yr Software Maintenance Extension	SOFTWARE	\$ 380.00	\$ 187.00
7494A548	Scan Manager 5 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 830.00	\$ 406.00
7494A678	Scan Manager Connector for MOSS 1 Client 1-yr Support Extension	SOFTWARE	\$ 200.00	\$ 111.00
7494A661	imageWARE Publishing Manager Version 3.16 1-User License	SOFTWARE	\$ 520.00	\$ 274.00
7494A662	imageWARE Publishing Manager Version 3.16 5-User Licenses	SOFTWARE	\$ 2,000.00	\$ 1,055.00
7494A663	imageWARE Publishing Manager Version 3.16 15-User Licenses	SOFTWARE	\$ 5,200.00	\$ 2,742.00
7494A664	Publishing Manager 3.16 (1-User) and Extended Support	SOFTWARE	\$ 104.00	\$ 63.00
7494A665	Publishing Manager 3.16 (5-User) and Extended Support	SOFTWARE	\$ 400.00	\$ 211.00
7494A666	Publishing Manager 3.16 (15-User) and Extended Support	SOFTWARE	\$ 1,040.00	\$ 548.00
4169B215	imageWARE Prepress Manager V1.3.3 1 User License	SOFTWARE	\$ 6,000.00	\$ 3,460.00
4169B216	imageWARE Prepress Manager V1.3.3 Additional 1 License	SOFTWARE	\$ 3,000.00	\$ 2,163.00
7494A722	imageWARE Prepress Manager Select V2.0	SOFTWARE	\$ 2,000.00	\$ 1,125.00
7494A723	imageWARE Prepress Manager Select V2.0 upgrade	SOFTWARE	\$ 500.00	\$ 263.00
4169B211	JDF Parser v1.3 for iPR1100 Series	SOFTWARE	\$ 750.00	\$ 460.00
4169B209	JDF Parser v1.3 for iR ADV 8000 Series	SOFTWARE	\$ 750.00	\$ 460.00
4169B220	JDF Parser v2.0 for iR ADV C9000/7000 Series	SOFTWARE	\$ 750.00	\$ 460.00
7494A504	imageWARE Document Manager Additional 5 Client Licenses for WG/EP	SOFTWARE	\$ 1,500.00	\$ 730.00
7494A505	imageWARE Document Manager Additional 10 Clients Licenses for WG/EP	SOFTWARE	\$ 2,500.00	\$ 1,217.00
7494A506	imageWARE Document Manager Additional 20 Clients Licenses for WG/EP	SOFTWARE	\$ 3,400.00	\$ 1,655.00
7494A507	imageWARE Document Manager Additional 50 Clients Licenses for WG/EP	SOFTWARE	\$ 6,400.00	\$ 3,114.00
7494A508	imageWARE Document Manager Additional 100 Clients Licenses for WG/EP	SOFTWARE	\$ 10,000.00	\$ 4,865.00
7494A488	Document Manager Personal 5L 1yr Software Maintenance Extension	SOFTWARE	\$ 210.00	\$ 124.00
7494A489	Document Manager Personal 10L 1yr Software Maintenance Extension	SOFTWARE	\$ 370.00	\$ 193.00
7494A509	Document Manager Workgroup Edition 1 Client 1yr Software Maintenance Extension	SOFTWARE	\$ 300.00	\$ 146.00
7494A510	Document Manager Workgroup Edition 5 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 440.00	\$ 215.00
7494A511	Document Manager Workgroup Edition 10 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 640.00	\$ 312.00
7494A512	Document Manager Enterprise Edition 10 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 2,800.00	\$ 1,363.00
7494A514	Document Manager Additional 1 Client 1yr Software Maintenance Extension	SOFTWARE	\$ 90.00	\$ 51.00
7494A513	Document Manager Additional 5 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 300.00	\$ 146.00
7494A515	Document Manager Additional 10 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 500.00	\$ 244.00
7494A516	Document Manager Additional 20 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 680.00	\$ 331.00
7494A517	Document Manager Additional 50 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 1,280.00	\$ 623.00
7494A518	Document Manager Additional 100 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 2,000.00	\$ 973.00
7494A535	imageWARE Web Document Server V4.16 Enterprise Edition	SOFTWARE	\$ 13,200.00	\$ 6,487.00
7494A536	Web Document Server Workgroup Edition 1yr Software Maintenance Extension	SOFTWARE	\$ 1,330.00	\$ 649.00
7494A537	Web Document Server Enterprise Edition 1yr Software Maintenance Extension	SOFTWARE	\$ 2,670.00	\$ 1,298.00
7494A477	imageWARE Accounting Manager 5.16 (1 Server)	SOFTWARE	\$ 4,000.00	\$ 1,784.00
7494A478	imageWARE Accounting Manager 5.16 (3 Servers)	SOFTWARE	\$ 10,000.00	\$ 4,460.00
7494A479	imageWARE Accounting Manager 5.16 (5 Servers)	SOFTWARE	\$ 15,000.00	\$ 6,690.00
7494A481	imageWARE Accounting Manager 1yr Extended Maintenance (1 Server)	SOFTWARE	\$ 700.00	\$ 345.00

7494A482	imageWARE Accounting Manager 1yr Extended Maintenance (3 Servers)	SOFTWARE	\$ 2,500.00	\$ 811.00
7494A483	imageWARE Accounting Manager 1yr Extended Maintenance (5 Servers)	SOFTWARE	\$ 2,500.00	\$ 1,217.00
7964A036	VCC Extended Warranty 3 Year	SOFTWARE	\$ 238.00	\$ 152.00
7964A038	VCC Extended Warranty 5 Year	SOFTWARE	\$ 415.00	\$ 267.00
7494A415	imageWARE Accounting Manager for MEAP (1 Device)	SOFTWARE	\$ 690.00	\$ 451.00
7494A484	imageWARE Accounting Manager for MEAP (5 Devices)	SOFTWARE	\$ 3,350.00	\$ 2,160.00
7494A416	imageWARE Accounting Manager for MEAP (10 Devices)	SOFTWARE	\$ 6,000.00	\$ 3,860.00
7494A485	imageWARE Accounting Manager for MEAP (20 Devices)	SOFTWARE	\$ 11,800.00	\$ 7,673.00
7494A417	imageWARE Accounting Manager for MEAP (50 Devices)	SOFTWARE	\$ 29,000.00	\$ 16,550.00
7494A418	imageWARE Accounting Manager for MEAP (100 Devices)	SOFTWARE	\$ 52,500.00	\$ 30,000.00
7494A672	iWEMC Accounting Management Plug-in (Subscription)	SOFTWARE	\$ 1,000.00	\$ 487.00
7494A823	imageWARE Secure Audit Manager Express Server 1 License	SOFTWARE	\$ 3,500.00	\$ 1,930.00
7494A433	iR Agent 1 License	SOFTWARE	\$ 1,120.00	\$ 616.00
7494A434	iR Agent 10 Licenses	SOFTWARE	\$ 10,000.00	\$ 5,514.00
7494A435	iR Agent 50 Licenses	SOFTWARE	\$ 44,500.00	\$ 24,536.00
7494A436	iR Agent 100 Licenses	SOFTWARE	\$ 80,000.00	\$ 44,109.00
7494A826	1 Year Maintenance Support iWSAM Express Server 1 License	SOFTWARE	\$ 645.00	\$ 313.00
7968A503	External System Connector	SOFTWARE	\$ 7,000.00	\$ 4,428.00
7968A504	External System Connector: 1 Year Annual Maintenance	SOFTWARE	\$ 1,400.00	\$ 1,154.00
7968A505	Additional FusionPro Desktop Licenses	SOFTWARE	\$ 800.00	\$ 682.00
7968A456	MicroPress Solo Server for CiR5185 Series Set	SOFTWARE	\$ 15,475.00	\$ 9,185.00
7968A458	MicroPress Solo Server for iR7150VP Series Set	SOFTWARE	\$ 18,000.00	\$ 11,676.00
7968A459	MicroPress Solo Server for imagePRESS 1135 Series Set	SOFTWARE	\$ 15,000.00	\$ 9,557.00
7968A460	MicroPress Solo Server for imagePRESS C7000VP Series Set	SOFTWARE	\$ 18,000.00	\$ 11,487.00
7968A542	MicroPress Solo Server for imagePRESS C7010VP Series Set	SOFTWARE	\$ 42,000.00	\$ 24,811.00
7968A531	MicroPress Solo Server for iRADV C9075/C9065PRO & C7065/C7055	SOFTWARE	\$ 12,990.00	\$ 8,271.00
7968A538	MicroPress Solo Server for iRADV 8105/8095/8085	SOFTWARE	\$ 12,990.00	\$ 8,271.00
7968A461	MicroPress Plus Server Set	SOFTWARE	\$ 26,000.00	\$ 18,195.00
7968A462	MicroPress Max Server Set	SOFTWARE	\$ 49,000.00	\$ 31,244.00
7968A322	MicroPress Connectivity Kit for the CiR C5185/C5180/C4580/C4080	SOFTWARE	\$ 6,995.00	\$ 3,906.00
7968A026	MicroPress Connectivity Kit for the iR Pro 7110VP/7125VP/7138VP/7150VP	SOFTWARE	\$ 8,000.00	\$ 5,238.00
7968A453	MicroPress Connectivity Kit for imagePRESS 1135P/1125P/1110P/1110S	SOFTWARE	\$ 5,000.00	\$ 3,217.00
7968A455	MicroPress Connectivity Kit for imagePRESS C7000VP/C6000VP/C6000	SOFTWARE	\$ 8,000.00	\$ 5,146.00
7968A541	MicroPress Connectivity Kit for imagePRESS C7010VP/C6010VP/C6010	SOFTWARE	\$ 31,000.00	\$ 18,838.00
7968A528	MicroPress Connectivity Kit for iRADV C9075/C9065PRO & C7065/C7055	SOFTWARE	\$ 5,000.00	\$ 3,217.00
7968A533	MicroPress Connectivity Kit for iRADV 8105/8095/8085	SOFTWARE	\$ 5,000.00	\$ 3,217.00
7968A309	MicroPress Furniture Stand	SOFTWARE	\$ 656.00	\$ 414.00
7968A010	OPC-VE	SOFTWARE	\$ 3,000.00	\$ 1,838.00
7968A015	PowerRIP	SOFTWARE	\$ 2,500.00	\$ 1,746.00
7968A415	Remote PowerRIP License for MP v8	SOFTWARE	\$ 3,500.00	\$ 2,206.00
7968A229	Remote PowerRIP Add-on License	SOFTWARE	\$ 2,500.00	\$ 1,838.00
7968A052	1000 Mbps 16-Port Switch	SOFTWARE	\$ 2,200.00	\$ 1,425.00
7968A053	Single Port NIC Card, PCI, 10/1000 Mbps	SOFTWARE	\$ 200.00	\$ 129.00

7968A532	Dual Port NIC Card, PCI, 10/1000 Mbps	SOFTWARE	\$ 930.00	\$ 552.00
7968A064	Remote TrueEdit - 3 Licenses for Solo	SOFTWARE	\$ 2,000.00	\$ 1,379.00
7968A065	Remote TrueEdit - 10 Licenses for Solo	SOFTWARE	\$ 7,000.00	\$ 4,549.00
7968A066	Remote TrueEdit - 25 Licenses for Solo	SOFTWARE	\$ 13,500.00	\$ 8,500.00
7968A067	Remote TrueEdit - 10 Licenses for Plus/Max	SOFTWARE	\$ 5,000.00	\$ 3,309.00
7968A068	Remote TrueEdit - 25 Licenses for Plus/Max	SOFTWARE	\$ 11,500.00	\$ 7,352.00
7968A416	MicroSpool for Solo	SOFTWARE	\$ 3,000.00	\$ 1,930.00
7968A417	TruePCL for Solo/Plus	SOFTWARE	\$ 750.00	\$ 488.00
7968A012	TrueScript for Solo/Plus	SOFTWARE	\$ 5,000.00	\$ 3,309.00
7968A418	OCR for Solo/Plus	SOFTWARE	\$ 2,500.00	\$ 1,563.00
7968A419	Microlmager 2.7 Standalone	SOFTWARE	\$ 2,500.00	\$ 1,563.00
7968A420	Microlmager 2.7 for Solo/Plus	SOFTWARE	\$ 2,500.00	\$ 1,563.00
7968A421	Scan Station for MicroPress 8	SOFTWARE	\$ 7,000.00	\$ 4,595.00
7968A441	MicroPress Solo to Plus Server Upgrade	SOFTWARE	\$ 20,990.00	\$ 12,406.00
3077B072	Server, Fiery Central, Balance	SOFTWARE	\$ 23,800.00	\$ 15,082.00
3077B073	Server, Fiery Central, Flow	SOFTWARE	\$ 23,800.00	\$ 15,082.00
3077B074	Server, Fiery Central Suite	SOFTWARE	\$ 33,880.00	\$ 21,406.00
3077B013	Kit, EFI Fiery Central,1 Additional Engine	SOFTWARE	\$ 2,000.00	\$ 1,265.00
3077B018	Kit, Option, Furniture to house the Fiery Central Server	SOFTWARE	\$ 656.00	\$ 438.00
3077B022	Server, Fiery Central, Focus, Balance Upgrade	SOFTWARE	\$ 15,180.00	\$ 9,594.00
3077B078	Kit, Upgrade, EFI Balance 3.2 to EFI Fiery Central v1.5 Balance	SOFTWARE	\$ 4,295.00	\$ 2,715.00
3077B070	Kit, Upgrade, Fiery Central 1.0x to Fiery Central 1.5	SOFTWARE	\$ 2,495.00	\$ 1,577.00
3077B036	Fiery Central Flow Annual Maintenance	SOFTWARE	\$ 1,800.00	\$ 1,139.00
3077B039	Fiery Central Balance Annual Maintenance	SOFTWARE	\$ 1,800.00	\$ 1,139.00
3077B082	Fiery Central Suite Annual Maintenance	SOFTWARE	\$ 2,880.00	\$ 1,820.00
3077B032	EFI Fiery Central Two Year Extended Hardware Warranty	SOFTWARE	\$ 1,500.00	\$ 949.00
6365B001	EFI PrintMe MEAP 1 yr subscription	SOFTWARE	\$ 652.00	\$ 390.00
6365B002	EFI PrintMe MEAP 3 yr subscription	SOFTWARE	\$ 1,145.00	\$ 684.00
6365B003	EFI PrintMe MEAP 5 yr subscription	SOFTWARE	\$ 1,599.00	\$ 956.00
6365B004	EFI PrintMe MEAP 1 yr renewal	SOFTWARE	\$ 299.00	\$ 170.00
6365B005	EFI PrintMe MEAP 3 yr renewal	SOFTWARE	\$ 799.00	\$ 464.00
6365B006	EFI PrintMe MEAP 5 yr renewal	SOFTWARE	\$ 1,299.00	\$ 736.00
8033B004	Direct Print and Scan for Mobile - (Software Only) e-LAN	SOFTWARE	\$ 100.00	\$ 65.00
3090B001	PaperToOffice Pro Standard Package	SOFTWARE	\$ 1,200.00	\$ 611.00
3090B002	PaperToOffice Additional 5 Client Licenses	SOFTWARE	\$ 700.00	\$ 348.00
3575B005	UniFLOW Output Manager Basic Office License, Enterprise Edition	SOFTWARE	\$ 19,092.00	\$ 10,320.00
3575B006	UniFLOW Additional Office Module, Enterprise Edition	SOFTWARE	\$ 5,579.00	\$ 3,016.00
3575B009	UniFLOW Remote Print Server, Enterprise Edition	SOFTWARE	\$ 2,412.00	\$ 1,304.00
3575B010	UniFLOW 10-Pack Remote Print Server, Enterprise Edition	SOFTWARE	\$ 21,699.00	\$ 11,729.00
3575B012	UniFLOW 25-Pack Remote Print Server, Enterprise Edition	SOFTWARE	\$ 51,456.00	\$ 27,815.00
3575B013	UniFLOW Remote Print Server unlimited, Enterprise Edition	SOFTWARE	\$ 209,257.00	\$ 125,681.00
3575B014	UniFLOW Output Manager Basic Office License, Corporate Edition	SOFTWARE	\$ 9,819.00	\$ 5,308.00
3575B015	UniFLOW Additional Office Module, Corporate Edition	SOFTWARE	\$ 3,945.00	\$ 2,133.00

3575B018	UniFLOW Remote Print Server, Corporate Edition	SOFTWARE	\$ 2,091.00	\$ 1,131.00
3575B019	UniFLOW Output Manager Basic Office License, Business Edition	SOFTWARE	\$ 5,456.00	\$ 2,949.00
3575B020	UniFLOW Additional Office Module, Business Edition	SOFTWARE	\$ 1,746.00	\$ 945.00
3575B023	UniFLOW Remote Print Server, Business Edition	SOFTWARE	\$ 1,571.00	\$ 849.00
3575B024	UniFLOW Output Manager Basic Office License, Workgroup Edition	SOFTWARE	\$ 2,456.00	\$ 1,327.00
3575B025	UniFLOW Additional Office Module, Workgroup Edition	SOFTWARE	\$ 1,409.00	\$ 762.00
3575B134	UniFLOW Remote Print Server, Workgroup Edition	SOFTWARE	\$ 1,268.00	\$ 685.00
3575B028	uniFLOW SPP Device License for MEAP 1 Device	SOFTWARE	\$ 857.00	\$ 460.00
3575B308	uniFLOW SPP Device License for MEAP 5 Device	SOFTWARE	\$ 3,940.00	\$ 2,413.00
3575B029	uniFLOW SPP Device License for MEAP 10 Device	SOFTWARE	\$ 7,736.00	\$ 4,117.00
3575B030	uniFLOW SPP Device License for MEAP 25 Device	SOFTWARE	\$ 18,063.00	\$ 9,563.00
3575B031	uniFLOW SPP Device License for MEAP 50 Device	SOFTWARE	\$ 33,580.00	\$ 17,660.00
3575B032	uniFLOW SPP Device License for MEAP 75 Device	SOFTWARE	\$ 46,566.00	\$ 24,321.00
3575B033	uniFLOW SPP Device License for MEAP 100 Device	SOFTWARE	\$ 57,006.00	\$ 29,528.00
3575B161	uniFLOW SPP Device License for MEAP 250 Device	SOFTWARE	\$ 128,003.00	\$ 66,741.00
3575B258	uniFLOW Login Manager for MEAP 1 Device	SOFTWARE	\$ 390.00	\$ 211.00
3575B328	uniFLOW Login Manager for MEAP 5 Device	SOFTWARE	\$ 1,925.00	\$ 1,042.00
3575B259	uniFLOW Login Manager for MEAP 10 Device	SOFTWARE	\$ 3,806.00	\$ 2,057.00
3575B260	uniFLOW Login Manager for MEAP 25 Device	SOFTWARE	\$ 9,324.00	\$ 5,040.00
3575B261	uniFLOW Login Manager for MEAP 50 Device	SOFTWARE	\$ 18,126.00	\$ 9,799.00
3575B262	uniFLOW Login Manager for MEAP 75 Device	SOFTWARE	\$ 26,175.00	\$ 14,149.00
3575B263	uniFLOW Login Manager for MEAP 100 Device	SOFTWARE	\$ 34,172.00	\$ 18,472.00
3575B264	uniFLOW Login Manager for MEAP 250 Device	SOFTWARE	\$ 82,833.00	\$ 44,775.00
3575B265	uniFLOW SPP Addition for MEAP 1 Device	SOFTWARE	\$ 500.00	\$ 271.00
3575B309	uniFLOW SPP Addition for MEAP 5 Device	SOFTWARE	\$ 2,241.00	\$ 1,211.00
3575B266	uniFLOW SPP Addition for MEAP 10 Device	SOFTWARE	\$ 4,271.00	\$ 2,309.00
3575B267	uniFLOW SPP Addition for MEAP 25 Device	SOFTWARE	\$ 9,713.00	\$ 5,250.00
3575B268	uniFLOW SPP Addition for MEAP 50 Device	SOFTWARE	\$ 17,535.00	\$ 9,479.00
3575B269	uniFLOW SPP Addition for MEAP 75 Device	SOFTWARE	\$ 23,475.00	\$ 12,690.00
3575B270	uniFLOW SPP Addition for MEAP 100 Device	SOFTWARE	\$ 27,516.00	\$ 14,874.00
3575B271	uniFLOW SPP Addition for MEAP 250 Device	SOFTWARE	\$ 58,005.00	\$ 31,355.00
3575B189	uniFLOW SPP Device License for MEAP 1 Device + 1 MiCard v2 HID prox	SOFTWARE	\$ 1,101.00	\$ 596.00
3575B310	uniFLOW SPP Device License for MEAP 5 Device + 5 MiCard v2 HID prox	SOFTWARE	\$ 5,360.00	\$ 2,899.00
3575B190	uniFLOW SPP Device License for MEAP 10 Device + 10 MiCard v2 HID prox	SOFTWARE	\$ 9,660.00	\$ 5,222.00
3575B191	uniFLOW SPP Device License for MEAP 25 Device + 25 MiCard v2 HID prox	SOFTWARE	\$ 23,060.00	\$ 12,465.00
3575B192	uniFLOW SPP Device License for MEAP 50 Device + 50 MiCard v2 HID prox	SOFTWARE	\$ 43,998.00	\$ 23,783.00
3575B193	uniFLOW SPP Device License for MEAP 75 Device + 75 MiCard v2 HID prox	SOFTWARE	\$ 62,517.00	\$ 33,793.00
3575B194	uniFLOW SPP Device License for MEAP 100 Device + 100 MiCard v2 HID prox	SOFTWARE	\$ 78,819.00	\$ 42,605.00
3575B195	uniFLOW SPP Device License for MEAP 250 Device + 250 MiCard v2 HID prox	SOFTWARE	\$ 169,712.00	\$ 91,737.00
3575B197	uniFLOW Login Device License for CMFP 1 Device	SOFTWARE	\$ 282.00	\$ 153.00
3575B198	uniFLOW Login Device License for CMFP 10 Device	SOFTWARE	\$ 2,595.00	\$ 1,403.00
3575B199	uniFLOW Login Device License for CMFP 25 Device	SOFTWARE	\$ 6,311.00	\$ 3,411.00
3575B200	uniFLOW Login Device License for CMFP 50 Device	SOFTWARE	\$ 12,269.00	\$ 6,632.00

3575B201	uniFLOW Login Device License for CMFP 75 Device	SOFTWARE	\$ 17,876.00	\$ 9,663.00
3575B202	uniFLOW Login Device License for CMFP 100 Device	SOFTWARE	\$ 23,133.00	\$ 12,505.00
3575B322	uniFLOW SPP Device License for SFP MEAP 1 Device	SOFTWARE	\$ 290.00	\$ 155.00
3575B323	uniFLOW SPP Device License for SFP MEAP 10 Device	SOFTWARE	\$ 2,640.00	\$ 1,428.00
3575B324	uniFLOW SPP Device License for SFP MEAP 25 Device	SOFTWARE	\$ 6,480.00	\$ 3,503.00
3575B325	uniFLOW SPP Device License for SFP MEAP 50 Device	SOFTWARE	\$ 12,740.00	\$ 6,884.00
3575B326	uniFLOW SPP Device License for SFP MEAP 75 Device	SOFTWARE	\$ 18,770.00	\$ 10,144.00
3575B327	uniFLOW SPP Device License for SFP MEAP 100 Device	SOFTWARE	\$ 24,560.00	\$ 13,273.00
3575B205	uniFLOW SPP Device License for Xerox MFP 1 Device	SOFTWARE	\$ 1,014.00	\$ 548.00
3575B206	uniFLOW SPP Device License for Xerox MFP 10 Device	SOFTWARE	\$ 9,825.00	\$ 5,311.00
3575B207	uniFLOW SPP Device License for Xerox MFP 25 Device	SOFTWARE	\$ 23,213.00	\$ 12,547.00
3575B208	uniFLOW SPP Device License for Xerox MFP 50 Device	SOFTWARE	\$ 43,721.00	\$ 23,633.00
3575B209	uniFLOW SPP Device License for Xerox MFP 75 Device	SOFTWARE	\$ 61,529.00	\$ 33,259.00
3575B211	uniFLOW SPP Device License for Xerox MFP 100 Device	SOFTWARE	\$ 76,634.00	\$ 41,424.00
3575B233	uniFLOW SPP Device License for HP MFP 1 Device	SOFTWARE	\$ 1,014.00	\$ 548.00
3575B234	uniFLOW SPP Device License for HP MFP 10 Device	SOFTWARE	\$ 9,825.00	\$ 5,311.00
3575B235	uniFLOW SPP Device License for HP MFP 25 Device	SOFTWARE	\$ 23,213.00	\$ 12,547.00
3575B236	uniFLOW SPP Device License for HP MFP 50 Device	SOFTWARE	\$ 43,721.00	\$ 23,633.00
3575B237	uniFLOW SPP Device License for HP MFP 75 Device	SOFTWARE	\$ 61,529.00	\$ 33,259.00
3575B238	uniFLOW SPP Device License for HP MFP 100 Device	SOFTWARE	\$ 76,634.00	\$ 41,424.00
3575B279	Scan Processing Server Volume Package 200,000 Scans per year	SOFTWARE	\$ 1,800.00	\$ 1,103.00
3575B280	Scan Processing Server Volume Package 600,000 Scans per year	SOFTWARE	\$ 4,800.00	\$ 2,941.00
3575B281	Scan Processing Server Volume Package 1,000,000 Scans per year	SOFTWARE	\$ 7,200.00	\$ 4,411.00
3575B282	Scan Volume Package Unlimited	SOFTWARE	\$ 88,300.00	\$ 54,309.00
3575B354	uniFLOW Scan Per Device License for MEAP 1 device	SOFTWARE	\$ 1,280.00	\$ 887.00
3575B355	uniFLOW Scan Per Device License for MEAP 5 device	SOFTWARE	\$ 5,795.00	\$ 4,028.00
3575B356	uniFLOW Scan Per Device License for MEAP 10 device	SOFTWARE	\$ 10,500.00	\$ 7,303.00
3575B357	uniFLOW Scan Per Device License for MEAP 25 device	SOFTWARE	\$ 24,500.00	\$ 17,033.00
3575B358	uniFLOW Scan Per Device License for MEAP 50 device	SOFTWARE	\$ 45,000.00	\$ 31,288.00
3575B359	uniFLOW Scan Per Device License for MEAP 75 device	SOFTWARE	\$ 62,000.00	\$ 43,038.00
3575B360	uniFLOW Scan Per Device License for MEAP 100 device	SOFTWARE	\$ 75,000.00	\$ 52,129.00
3575B361	uniFLOW Scan Per Device License for MEAP 250 device	SOFTWARE	\$ 165,000.00	\$ 114,701.00
3575B362	uniFLOW Scan Per Device addition for MEAP 1 device	SOFTWARE	\$ 925.00	\$ 637.00
3575B363	uniFLOW Scan Per Device addition for MEAP 5 device	SOFTWARE	\$ 4,100.00	\$ 2,849.00
3575B364	uniFLOW Scan Per Device addition for MEAP 10 device	SOFTWARE	\$ 7,280.00	\$ 5,060.00
3575B365	uniFLOW Scan Per Device addition for MEAP 25 device	SOFTWARE	\$ 16,730.00	\$ 11,628.00
3575B366	uniFLOW Scan Per Device addition for MEAP 50 device	SOFTWARE	\$ 30,200.00	\$ 21,011.00
3575B367	uniFLOW Scan Per Device addition for MEAP 75 device	SOFTWARE	\$ 40,500.00	\$ 28,151.00
3575B368	uniFLOW Scan Per Device addition for MEAP 100 device	SOFTWARE	\$ 47,400.00	\$ 32,951.00
3575B369	uniFLOW Scan Per Device addition for MEAP 250 device	SOFTWARE	\$ 100,000.00	\$ 69,447.00
3575B132	UniFLOW Job Conversion Instance	SOFTWARE	\$ 1,862.00	\$ 1,007.00
3575B133	UniFLOW eCopy Secure Print Client	SOFTWARE	\$ 1,074.00	\$ 581.00
3575B273	Blackboard Integration Module	SOFTWARE	\$ 3,700.00	\$ 2,298.00

3575B274	Annual Blackboard Service License - Mandatory	SOFTWARE	\$ 3,500.00	\$ 2,541.00
3575B304	uniFLOW File Format Conversion	SOFTWARE	\$ 660.00	\$ 357.00
3575B305	uniFLOW Advanced Device Management Pack 15 Devices	SOFTWARE	\$ 1,155.00	\$ 625.00
3575B306	uniFLOW Advanced Device Management Pack 30 Devices	SOFTWARE	\$ 1,990.00	\$ 1,074.00
3575B307	uniFLOW Advanced Device Management Pack 100 Devices	SOFTWARE	\$ 5,775.00	\$ 3,122.00
3575B351	Copy Control Cable for 3rd parties	SOFTWARE	\$ 171.00	\$ 105.00
3575B037	UniFLOW Customization unit	SOFTWARE	\$ 1,134.00	\$ 876.00
3575B038	Remote Installation Assistance Service - 1 Unit (RIAS)	SOFTWARE	\$ 1,701.00	\$ 1,117.00
3575B039	Remote Installation Assistance Service - 1/2 Unit (RIAS)	SOFTWARE	\$ 852.00	\$ 658.00
3575B349	microMIND v2, 1 Unit	SOFTWARE	\$ 296.00	\$ 182.00
3575B353	MiCard PLUS	SOFTWARE	\$ 250.00	\$ 166.00
3575B154	UniFLOW MiCard v2 HID PROX 1-9 Readers	SOFTWARE	\$ 305.00	\$ 165.00
3575B155	UniFLOW MiCard v2 HID PROX 10-24 Readers	SOFTWARE	\$ 293.00	\$ 158.00
3575B156	UniFLOW MiCard v2 HID PROX 25-49 Readers	SOFTWARE	\$ 279.00	\$ 151.00
3575B157	UniFLOW MiCard v2 HID PROX 50-99 Readers	SOFTWARE	\$ 255.00	\$ 138.00
3575B158	UniFLOW MiCard v2 HID PROX 100-249 Readers	SOFTWARE	\$ 243.00	\$ 132.00
3575B159	UniFLOW MiCard v2 HID PROX 250+ Readers	SOFTWARE	\$ 233.00	\$ 126.00
3575B272	uniFLOW SSP Device License for MEAP 1 device	SOFTWARE	\$ 360.00	\$ 221.00
3575B232	uniFLOW SSP Device License for CMFP device	SOFTWARE	\$ 120.00	\$ 69.00
3575B154	MiCard v2 HID Prox for uniFLOW SSP	SOFTWARE	\$ 305.00	\$ 165.00
3575B203	HID Card 10 Pack for uniFLOW SSP	SOFTWARE	\$ 188.00	\$ 101.00
3575B040	uniFLOW Software Assurance - 1 Point	SOFTWARE	\$ 23.00	\$ 14.00
3575B041	uniFLOW Software Assurance - 5 Points	SOFTWARE	\$ 106.00	\$ 66.00
3575B042	uniFLOW Software Assurance - 10 Points	SOFTWARE	\$ 212.00	\$ 116.00
3575B043	uniFLOW Software Assurance - 25 Points	SOFTWARE	\$ 530.00	\$ 288.00
3575B044	uniFLOW Software Assurance - 50 Points	SOFTWARE	\$ 1,059.00	\$ 575.00
3575B045	uniFLOW Software Assurance - 100 Points	SOFTWARE	\$ 2,115.00	\$ 1,149.00
3340B004	Canon USA Professional Service for uniFLOW	SOFTWARE	\$ 1,805.00	\$ 1,622.00
3575B141	UniFLOW MiCard v2 Multi- 1-9 Readers	SOFTWARE	\$ 365.00	\$ 198.00
3575B142	UniFLOW MiCard v2 Multi- 10-24 Readers	SOFTWARE	\$ 350.00	\$ 190.00
3575B144	UniFLOW MiCard v2 Multi- 25-49 Readers	SOFTWARE	\$ 336.00	\$ 183.00
3575B145	UniFLOW MiCard v2 Multi- 50-99 Readers	SOFTWARE	\$ 306.00	\$ 166.00
3575B146	UniFLOW MiCard v2 Multi- 100-249 Readers	SOFTWARE	\$ 293.00	\$ 158.00
3575B147	UniFLOW MiCard v2 Multi- 250+ Readers	SOFTWARE	\$ 278.00	\$ 150.00
3575B052	UniFLOW MiCard Magnetic Reader 1-9 Readers	SOFTWARE	\$ 201.00	\$ 110.00
3575B053	UniFLOW MiCard Magnetic Reader 10-24 Readers	SOFTWARE	\$ 192.00	\$ 104.00
3575B054	UniFLOW MiCard Magnetic Reader 25-49 Readers	SOFTWARE	\$ 186.00	\$ 101.00
3575B078	UniFLOW Mifare Card 10 Pack	SOFTWARE	\$ 111.00	\$ 68.00
3575B077	UniFLOW Legic Card 10 Pack	SOFTWARE	\$ 182.00	\$ 113.00
3575B204	uniFLOW Magnetic Card 10 Pack	SOFTWARE	\$ 41.00	\$ 25.00
3575B203	HID Card 10 Pack	SOFTWARE	\$ 188.00	\$ 101.00
5659B002	Adobe Acrobat Professional v10	SOFTWARE	\$ 560.00	\$ 276.00
6066B002	Quite Imposing Plus v3	SOFTWARE	\$ 798.00	\$ 416.00

6276B002	Enfocus Pitstop Professional v10	SOFTWARE	\$	700.00	\$	357.00
6107B001	Dpconvert v2.3	SOFTWARE	\$	10,502.00	\$	4,402.00

Item Code	Product	VITA Price
1630V764	SUBSCRIPTION SUPPORT SERVICES 12 UNIT BLOCK	\$ 800.00
1396V767	SUBSCRIPTION SUPPORT SERVICES 25 UNIT BLOCK	\$ 1,500.00
1396V768	SUBSCRIPTION SUPPORT SERVICES 50 UNIT BLOCK	\$ 2,900.00
1396V769	SUBSCRIPTION SUPPORT SERVICES 100 UNIT BLOCK	\$ 5,700.00
1396V770	SUBSCRIPTION SUPPORT SERVICES 250 UNIT BLOCK	\$ 13,800.00
1396V771	SUBSCRIPTION SUPPORT SERVICES 500 UNIT BLOCK	\$ 27,000.00
1396V772	SUBSCRIPTION SUPPORT SERVICES 1000 UNIT BLOCK	\$ 53,000.00

## **Implementation Services**

Rate for implementation services is \$220/hour or scope of project quote (minimum number of hours are needed as required by specific product/solution), exclusive o

### **Purpose:**

From basic software installation and configuration to comprehensive systems analysis and process re-engineering, Implementation Services enable CBS to deploy a wide range of Canon ar

- imageWARE Suite (AM, DM, SM, PM)
- eCopy
- EMC/Application Extender
- uniFLOW
- Etc.

### **Who can perform Implementation Services?**

Implementation Services are delivered via multiple internal and external resources including:

- CBS Pre-sales Systems Analysts
- CBS Post-sales Systems Engineers
- CBS Production Color Analysts
- CBS Production B&W Analysts
- 3rd Party Vendor Engineers
- NTSC Engineers

### **How are Implementation Services billed and what is the process?**

Implementation Services are scoped out during the presales process and the number of hours are reflected in the associated Statement of Work document. The SOW is the by-product of The SOW is delivered to the customer with the Acquisition Agreement then submitted with the order paperwork.

### **How long are Implementation Services valid for my customer?**

Implementation Services are consumed at the time of installation or within 30 days of the order date (whichever is earlier).

The value of Implementation Services not delivered within 30 days of the order date expire and cannot be used to deliver further services.

Implementation Services **cannot be banked** for future use.

## **Subscription Support Services**

### **Purpose:**

Utilized to provide on-site, post-sales support on a variety of Canon-branded and 3rd party solutions (hardware and software). Typical services include:

- On-site delivery of end-user training

- On-site triage and remediation of software issues
- Installation of software upgrades (i.e. imageWARE Suite, eCopy, etc)

**Who can perform Subscription Support Services for my customer?**

Subscription Support Services are delivered via multiple internal resources including:

**National Technology Solutions Center Systems Engineers**

- Billed at 4 units/hour. Examples of billable work include:
  - Installation of software upgrades for select solutions (Documentum, Captiva, uniFLOW)
  - On-site troubleshooting and resolution of software issues
  - Delivery of end user training

**Production Analysts**

- Billed at 4 units/hour. Examples of billable work include:
  - Installation of software upgrades for production solutions
  - On-site troubleshooting and resolution of software issues
  - Delivery of end user training

**Pre-sales Systems Analysts & Post-sales Engineers**

- Billed at 3 units/hour. Examples of billable work include:
  - Installation of software upgrades
  - On-site troubleshooting and resolution of software issues
  - Delivery of end user training

**CBS Service Trainers**

- Billed at 2 units/hour. Examples of billable work include:
  - Delivery of end user training on Canon hardware (iR, CiR, etc)

Subscription Support Services leverage a convenient prepaid, stored-value model for the sale and utilization of on-site support hours and have a built-in discount compared to normal serv

Support hours are sold in predetermined blocks (units) and may be drawn upon for a variety of on-site support services including:

- End-user training for hardware and/or software solutions
- Problem triage and remediation for Canon-branded and 3rd party software solutions
- Installation of software upgrades

**How long are Subscription Support Service valid?**

Subscription Support Services are valid for the greater of one (1) year, or the term of the lease to which they are associated. That means that services may be offered using this vehicle d

*Example 1:* Subscription Support Services sold with a thirty-six (36) month lease are valid and can be used at any time during the term of the 36 month lease. The value of any remaini

*Example 2:* Subscription Support Services sold but not associated with a lease are valid for twelve (12) months from the date of purchase. The value of any remaining Subscription Sup

**Summary:**

Subscription Support Services are different from Implementation Services. Implementation Services are sold to cover the value of services that are part of an initial implementation/install:

36 Monthly Lease Price	48 Monthly Lease Price	60 Monthly Lease Price
\$ 31.54	\$ 27.43	\$ 23.42
\$ 6.32	\$ 5.50	\$ 4.69
\$ 13.72	\$ 11.94	\$ 10.19
\$ 3.75	\$ 3.26	\$ 2.79
\$ 9.26	\$ 8.06	\$ 6.88
\$ 35.66	\$ 31.02	\$ 26.48
\$ 92.68	\$ 80.61	\$ 68.82
\$ 2.13	\$ 1.85	\$ 1.58
\$ 7.13	\$ 6.20	\$ 5.30
\$ 18.52	\$ 16.11	\$ 13.75
\$ 116.95	\$ 101.72	\$ 86.85
\$ 73.11	\$ 63.59	\$ 54.29
\$ 38.03	\$ 33.08	\$ 28.24
\$ 8.89	\$ 7.73	\$ 6.60
\$ 15.55	\$ 13.52	\$ 11.55
\$ 15.55	\$ 13.52	\$ 11.55
\$ 15.55	\$ 13.52	\$ 11.55
\$ 24.67	\$ 21.46	\$ 18.32
\$ 41.13	\$ 35.78	\$ 30.55
\$ 55.94	\$ 48.66	\$ 41.54
\$ 105.25	\$ 91.55	\$ 78.16
\$ 164.44	\$ 143.03	\$ 122.11
\$ 4.19	\$ 3.65	\$ 3.11
\$ 6.52	\$ 5.67	\$ 4.84
\$ 4.93	\$ 4.29	\$ 3.66
\$ 7.27	\$ 6.32	\$ 5.40
\$ 10.55	\$ 9.17	\$ 7.83
\$ 46.07	\$ 40.07	\$ 34.21
\$ 1.72	\$ 1.50	\$ 1.28
\$ 4.93	\$ 4.29	\$ 3.66
\$ 8.25	\$ 7.17	\$ 6.12
\$ 11.19	\$ 9.73	\$ 8.31
\$ 21.06	\$ 18.32	\$ 15.64
\$ 32.89	\$ 28.61	\$ 24.42
\$ 219.26	\$ 190.72	\$ 162.82
\$ 21.94	\$ 19.08	\$ 16.29
\$ 43.87	\$ 38.16	\$ 32.58
\$ 60.30	\$ 52.45	\$ 44.78
\$ 150.75	\$ 131.12	\$ 111.95
\$ 226.12	\$ 196.69	\$ 167.92
\$ 11.66	\$ 10.14	\$ 8.66

\$	27.41	\$	23.84	\$	20.36
\$	41.13	\$	35.78	\$	30.55
\$	5.14	\$	4.47	\$	3.82
\$	9.02	\$	7.85	\$	6.70
\$	15.24	\$	13.26	\$	11.32
\$	73.01	\$	63.50	\$	54.22
\$	130.47	\$	113.48	\$	96.89
\$	259.35	\$	225.59	\$	192.59
\$	559.39	\$	486.57	\$	415.41
\$	1,014.00	\$	882.00	\$	753.00
\$	16.46	\$	14.32	\$	12.22
\$	65.23	\$	56.74	\$	48.44
\$	20.82	\$	18.11	\$	15.46
\$	186.37	\$	162.11	\$	138.40
\$	829.32	\$	721.36	\$	615.85
\$	1,490.88	\$	1,296.80	\$	1,107.14
\$	10.58	\$	9.20	\$	7.86
\$	149.67	\$	130.18	\$	111.14
\$	39.01	\$	33.93	\$	28.97
\$	23.05	\$	20.05	\$	17.12
\$	310.45	\$	270.04	\$	230.54
\$	394.65	\$	343.27	\$	293.07
\$	323.03	\$	280.98	\$	239.88
\$	388.26	\$	337.72	\$	288.32
\$	838.61	\$	729.44	\$	622.76
\$	279.56	\$	243.17	\$	207.60
\$	279.56	\$	243.17	\$	207.60
\$	614.99	\$	534.93	\$	456.69
\$	1,056.05	\$	918.57	\$	784.22
\$	132.02	\$	114.84	\$	98.04
\$	177.04	\$	154.00	\$	131.47
\$	108.73	\$	94.58	\$	80.75
\$	173.93	\$	151.29	\$	129.16
\$	636.72	\$	553.84	\$	472.83
\$	108.73	\$	94.58	\$	80.75
\$	108.73	\$	94.58	\$	80.75
\$	13.99	\$	12.17	\$	10.39
\$	62.12	\$	54.04	\$	46.13
\$	59.01	\$	51.33	\$	43.82
\$	74.56	\$	64.86	\$	55.37
\$	62.12	\$	54.04	\$	46.13
\$	48.17	\$	41.90	\$	35.77
\$	4.36	\$	3.79	\$	3.24

\$	18.66	\$	16.23	\$	13.86
\$	46.61	\$	40.54	\$	34.61
\$	153.76	\$	133.74	\$	114.18
\$	287.30	\$	249.90	\$	213.35
\$	111.84	\$	97.28	\$	83.06
\$	248.50	\$	216.15	\$	184.54
\$	65.23	\$	56.74	\$	48.44
\$	16.49	\$	14.35	\$	12.25
\$	111.84	\$	97.28	\$	83.06
\$	52.83	\$	45.95	\$	39.23
\$	52.83	\$	45.95	\$	39.23
\$	52.83	\$	45.95	\$	39.23
\$	155.31	\$	135.09	\$	115.33
\$	419.32	\$	364.74	\$	311.39
\$	509.77	\$	443.41	\$	378.56
\$	509.77	\$	443.41	\$	378.56
\$	723.52	\$	629.34	\$	537.29
\$	42.76	\$	37.19	\$	31.75
\$	14.80	\$	12.88	\$	10.99
\$	324.28	\$	282.06	\$	240.81
\$	91.77	\$	79.82	\$	68.15
\$	53.30	\$	46.36	\$	39.58
\$	38.50	\$	33.49	\$	28.59
\$	38.50	\$	33.49	\$	28.59
\$	61.52	\$	53.51	\$	45.68
\$	32.08	\$	27.90	\$	23.82
\$	13.18	\$	11.47	\$	9.79
\$	23.12	\$	20.11	\$	17.17
\$	32.31	\$	28.11	\$	24.00
\$	5.75	\$	5.00	\$	4.27
\$	15.68	\$	13.64	\$	11.65
\$	24.88	\$	21.64	\$	18.47
\$	2.20	\$	1.91	\$	1.63
\$	20.65	\$	17.96	\$	15.34
\$	11.76	\$	10.23	\$	8.73
\$	348.82	\$	303.41	\$	259.03
\$	101.94	\$	88.67	\$	75.70
\$	44.08	\$	38.34	\$	32.73
\$	396.44	\$	344.83	\$	294.40
\$	940.15	\$	817.76	\$	698.16
\$	4,248.02	\$	3,695.02	\$	3,154.59
\$	179.41	\$	156.06	\$	133.23
\$	72.10	\$	62.71	\$	53.54

\$	38.23	\$	33.25	\$	28.39
\$	99.68	\$	86.70	\$	74.02
\$	31.94	\$	27.78	\$	23.72
\$	28.70	\$	24.96	\$	21.31
\$	44.85	\$	39.01	\$	33.31
\$	25.76	\$	22.40	\$	19.13
\$	23.15	\$	20.14	\$	17.19
\$	15.55	\$	13.52	\$	11.55
\$	81.56	\$	70.94	\$	60.57
\$	139.15	\$	121.04	\$	103.34
\$	323.23	\$	281.15	\$	240.03
\$	596.91	\$	519.20	\$	443.27
\$	822.05	\$	715.04	\$	610.46
\$	998.05	\$	868.12	\$	741.15
\$	2,255.85	\$	1,962.19	\$	1,675.20
\$	7.13	\$	6.20	\$	5.30
\$	35.22	\$	30.63	\$	26.15
\$	69.53	\$	60.48	\$	51.63
\$	170.35	\$	148.18	\$	126.50
\$	331.21	\$	288.09	\$	245.95
\$	478.24	\$	415.98	\$	355.14
\$	624.35	\$	543.08	\$	463.65
\$	1,513.40	\$	1,316.39	\$	1,123.85
\$	9.16	\$	7.97	\$	6.80
\$	40.93	\$	35.60	\$	30.40
\$	78.04	\$	67.88	\$	57.96
\$	177.45	\$	154.35	\$	131.78
\$	320.39	\$	278.68	\$	237.92
\$	428.92	\$	373.09	\$	318.52
\$	502.74	\$	437.30	\$	373.34
\$	1,059.80	\$	921.84	\$	787.01
\$	20.14	\$	17.52	\$	14.96
\$	97.99	\$	85.23	\$	72.76
\$	176.50	\$	153.53	\$	131.07
\$	421.32	\$	366.47	\$	312.87
\$	803.87	\$	699.22	\$	596.95
\$	1,142.20	\$	993.51	\$	848.20
\$	1,440.05	\$	1,252.59	\$	1,069.39
\$	3,100.71	\$	2,697.07	\$	2,302.60
\$	5.17	\$	4.50	\$	3.84
\$	47.42	\$	41.25	\$	35.22
\$	115.29	\$	100.28	\$	85.62
\$	224.16	\$	194.98	\$	166.46

\$	326.61	\$	284.09	\$	242.54
\$	422.67	\$	367.65	\$	313.88
\$	5.24	\$	4.56	\$	3.89
\$	48.27	\$	41.98	\$	35.84
\$	118.40	\$	102.99	\$	87.93
\$	232.68	\$	202.39	\$	172.79
\$	342.87	\$	298.23	\$	254.61
\$	448.63	\$	390.23	\$	333.15
\$	18.52	\$	16.11	\$	13.75
\$	179.51	\$	156.14	\$	133.31
\$	424.09	\$	368.88	\$	314.93
\$	798.80	\$	694.81	\$	593.19
\$	1,124.15	\$	977.81	\$	834.80
\$	1,400.13	\$	1,217.87	\$	1,039.74
\$	18.52	\$	16.11	\$	13.75
\$	179.51	\$	156.14	\$	133.31
\$	424.09	\$	368.88	\$	314.93
\$	798.80	\$	694.81	\$	593.19
\$	1,124.15	\$	977.81	\$	834.80
\$	1,400.13	\$	1,217.87	\$	1,039.74
\$	37.28	\$	32.43	\$	27.69
\$	99.41	\$	86.47	\$	73.82
\$	149.09	\$	129.68	\$	110.72
\$	1,835.64	\$	1,596.68	\$	1,363.16
\$	29.98	\$	26.08	\$	22.26
\$	136.15	\$	118.42	\$	101.10
\$	246.84	\$	214.71	\$	183.31
\$	575.72	\$	500.77	\$	427.53
\$	1,057.53	\$	919.87	\$	785.33
\$	1,454.68	\$	1,265.32	\$	1,080.25
\$	1,761.96	\$	1,532.59	\$	1,308.44
\$	3,876.89	\$	3,372.21	\$	2,879.00
\$	21.53	\$	18.73	\$	15.99
\$	96.30	\$	83.76	\$	71.51
\$	171.03	\$	148.76	\$	127.01
\$	393.03	\$	341.86	\$	291.86
\$	710.17	\$	617.72	\$	527.38
\$	951.50	\$	827.64	\$	706.59
\$	1,113.74	\$	968.76	\$	827.07
\$	2,347.31	\$	2,041.74	\$	1,743.12
\$	34.04	\$	29.61	\$	25.28
\$	19.64	\$	17.08	\$	14.58
\$	77.67	\$	67.56	\$	57.68

\$	85.89	\$	74.71	\$	63.78
\$	12.07	\$	10.50	\$	8.96
\$	21.13	\$	18.38	\$	15.69
\$	36.30	\$	31.58	\$	26.96
\$	105.52	\$	91.79	\$	78.36
\$	3.55	\$	3.09	\$	2.64
\$	29.61	\$	25.75	\$	21.99
\$	37.75	\$	32.84	\$	28.04
\$	22.24	\$	19.35	\$	16.52
\$	6.15	\$	5.35	\$	4.57
\$	5.61	\$	4.88	\$	4.17
\$	5.58	\$	4.85	\$	4.14
\$	5.34	\$	4.65	\$	3.97
\$	5.10	\$	4.44	\$	3.79
\$	4.66	\$	4.06	\$	3.46
\$	4.46	\$	3.88	\$	3.31
\$	4.26	\$	3.70	\$	3.16
\$	7.47	\$	6.50	\$	5.55
\$	2.33	\$	2.03	\$	1.73
\$	5.58	\$	4.85	\$	4.14
\$	3.41	\$	2.97	\$	2.54
\$	0.47	\$	0.41	\$	0.35
\$	2.23	\$	1.94	\$	1.66
\$	3.92	\$	3.41	\$	2.91
\$	9.73	\$	8.47	\$	7.23
\$	19.44	\$	16.91	\$	14.43
\$	38.84	\$	33.78	\$	28.84
\$	54.82	\$	47.69	\$	40.71
\$	6.69	\$	5.82	\$	4.97
\$	6.42	\$	5.59	\$	4.77
\$	6.19	\$	5.38	\$	4.59
\$	5.61	\$	4.88	\$	4.17
\$	5.34	\$	4.65	\$	3.97
\$	5.07	\$	4.41	\$	3.77
\$	3.72	\$	3.23	\$	2.76
\$	3.52	\$	3.06	\$	2.61
\$	3.41	\$	2.97	\$	2.54
\$	2.30	\$	2.00	\$	1.71
\$	3.82	\$	3.32	\$	2.84
\$	0.85	\$	0.74	\$	0.63
\$	3.41	\$	2.97	\$	2.54
\$	9.33	\$	8.11	\$	6.93
\$	14.06	\$	12.23	\$	10.44

\$	12.07	\$	10.50	\$	8.96
\$	148.79	\$	129.42	\$	110.49

**if travel and lodging costs if necessary.**

and 3rd party solutions that solve real business problems and differentiate CBS from our competition. Implementation Services are utilized to perform installation and end-user training for a variety of Can

all the pre-sales work performed by our support resources (Analysts, Specialists, NTSC, CUSA, vendors). It helps to define the deliverables associated with the solution, establish lines of responsibility be

ice rates.

luring these timeframes.

ng Subscription Support Services after 36 months expires and can no longer be used to deliver services.

port Services after 12 months expires and can no longer be used to deliver services.

ation. Subscription Support Services are sold to cover the value of services that are to be delivered after an initial implementation/installation.













on-branded and 3rd party solutions including:

tween the customer and CBS, and set expectations...so the installation goes smoothly.

The following pricing models are two examples of MPS options that are available for budgetary considerations. A customized Statement of Work would be developed following Discovery and Due Diligence assessments for each engagement to cover all devices and volume as applicable. These two examples reflect equipment and volume that would be included in a typical environment covered under a MPS Statement of Work. Please engage directly with Canon Business Services to have an assessment performed for a complimentary estimate and statement of work for further details.

## SCENARIO 1

Qty	Item Code	Item Description	B/W Overage Click Rate	Color Overage Click Rate
20	4803B003	<b>IMAGERUNNER ADVANCE 4035 BASE MODEL</b>	\$ 0.0070	
20	4805B002	DADF-AG1		
20	6543B001	CABINET TYPE-G		
20	4815B005	PS PRINTER KIT-AN1		
20	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	<i>UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
20	4801B003	<b>IMAGERUNNER ADVANCE 4051 BASE MODEL</b>	\$ 0.0070	
20	3755B001	CASSETTE FEEDING UNIT-AF1		
20	4806B002	STAPLE FINISHER-G1 (INCLUDE BUFFER PASS UNIT-H1)		
20	4815B005	PS PRINTER KIT-AN1		
20	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	<i>UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
5	3617B023	<b>IMAGERUNNER ADVANCE C5030 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
5	3654B001	CASSETTE FEEDING UNIT-AD1		
5	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
5	3671B009	PS PRINTER KIT-AE1 ELAN		
5	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
5	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	<i>UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
5	3614B023	<b>IMAGERUNNER ADVANCE C5051 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
5	3654B001	CASSETTE FEEDING UNIT-AD1		
5	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
5	3671B009	PS PRINTER KIT-AE1 ELAN		
5	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
5	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	<i>UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		

50	1709V894	<b>HP COLOR LASERJET ENTERPRISE CP4525DN PRINTER HP-CC494A</b>	\$ 0.0300	\$ 0.0900
	2088V100	HP Delivery Only Category 2		
100	HEWCF278A	<b>HP LASERJET PRO 400 M401DN</b>	\$ 0.0300	

Monthly total cost for 900,000 pages includes service, toner, 50 MFD's, 150 SFD printers & reporting .for chargeback purposes.

Monthly Volume of 900,000 pages per month. Breakout includes 729,000 pages in b&w produced on MFD's, 81,000 pages in color produced on MFD's; 81,000 pages in b&w produced on SFD's and 9,000 pages in color produced on SFD's.

Total Monthly Charge \$ 28,554.01

Total CPC. CPC is based upon 810,000 black & white & 90,000 color prints per month. Overage rate is shown to the right of the applicable machine.

\$ 0.0320

## SCENARIO 2

Qty	Item Code	Item Description	B/W Overage Click Rate	Color Overage Click Rate
40	4803B003	<b>IMAGERUNNER ADVANCE 4035 BASE MODEL</b>	\$ 0.0070	
40	4805B002	DADF-AG1		
40	6543B001	CABINET TYPE-G		
40	4815B005	PS PRINTER KIT-AN1		
40	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	<i>UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
40	4801B003	<b>IMAGERUNNER ADVANCE 4051 BASE MODEL</b>	\$ 0.0070	
40	3755B001	CASSETTE FEEDING UNIT-AF1		
40	4806B002	STAPLE FINISHER-G1 (INCLUDE BUFFER PASS UNIT-H1)		
40	4815B005	PS PRINTER KIT-AN1		
40	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	<i>UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
10	3617B023	<b>IMAGERUNNER ADVANCE C5030 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
10	3654B001	CASSETTE FEEDING UNIT-AD1		

10	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
10	3671B009	PS PRINTER KIT-AE1 ELAN		
10	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
10	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)		
	3655B004	PAPER DECK UNIT-B2 (Optional)		
10	3614B023	<b>IMAGERUNNER ADVANCE C5051 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
10	3654B001	CASSETTE FEEDING UNIT-AD1		
10	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
10	3671B009	PS PRINTER KIT-AE1 ELAN		
10	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
10	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)		
	3655B004	PAPER DECK UNIT-B2 (Optional)		
75	1709V894	<b>HP COLOR LASERJET ENTERPRISE CP4525DN PRINTER HP-CC494A</b>	\$ 0.0300	\$ 0.0900
	2088V100	HP Delivery Only Category 2		
125	HEWCF278A	<b>HP LASERJET PRO 400 M401DN</b>	\$ 0.0300	
		<b>Print Output Management Software</b>		
1	3575B005	<b>uniFLOW Basic License (Enterprise Edition)</b>		
1	3575B006	uniFLOW Standard Module (Enterprise Edition)		
5	3575B009	uniFLOW Remote Print Server (Enterprise Edition)		
5	3575B304	UNIFLOW FILE FORMAT CONVERSION		
1	3575B327	UNIFLOW SPP DEVICE LICENSE FOR SFP MEAP (100 DEVICES)		
100	3575B158	uniFLOW MiCard v2 HID Prox Card Reader (100-249 Readers)		
1	3575B040	uniFLOW Software Assurance (1 Point)		
1	3575B043	uniFLOW Software Assurance (25 Points)		
10	3575B045	uniFLOW Software Assurance (100 Points)		
60	1396V766	uniFLOW Implementation Services by Local Systems Analyst		
		<b>Canon On Site Staff</b>		
1		Assistant Site Associate/Assistant manager		

Monthly total cost for 900,000 pages includes service, toner, Print Management Output software, 1 Assistant Manager, 100 MFD's, 200 SFD printers & reporting .for chargeback purposes.

Monthly Volume of 900,000 pages per month. Breakout includes 729,000 pages in b&w produced on MFD's, 81,000 pages in color produced on MFD's; 81,000 pages in b&w produced on SFD's and 9,000 pages in color produced on SFD's.

Total Monthly Charge	\$ 49,422.95
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Total CPC. CPC is based upon 810,000 black & white & 90,000 color prints per month. Overage rate is shown to the right of the applicable machine.	\$ 0.0555
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<b>Additional Canon Staff Options</b>	
Technical Operations Representative	\$ 8,062.23
Senior Site Associate/Manager	\$ 5,533.65
Convenience Care Rep Level I	\$ 5,904.39
Customer Care Rep	\$ 4,547.58

## 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	No Bid			#VALUE!		#VALUE!	
33	iPF815	5,795.00	15.00%	4,925.75	700.00	7,025.75	<a href="http://w.qmdny.cusa.canon.com/statesites_hc">w.qmdny.cusa.canon.com/statesites_hc</a>

Fixed Spread Rate (in decimal format)

Term	Rate
36 Months	5.67
48 Months	8.38
60 Months	9.99
72 Months	9.99
84 Months	9.99

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

**No Bid** % 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

**20** % off List

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

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

## Exhibit 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	iPF6300S	2,995.00	25.00%	2,246.25	625.00	4,121.25	<a href="http://w.qmdny.cusa.canon.com/statesites_h">w.qmdny.cusa.canon.com/statesites_h</a>
35	iPF8300S	4,995.00	25.00%	3,746.25	700.00	5,846.25	<a href="http://w.qmdny.cusa.canon.com/statesites_h">w.qmdny.cusa.canon.com/statesites_h</a>
36	iPF9400S	9,995.00	25.00%	7,496.25	700.00	9,596.25	<a href="http://w.qmdny.cusa.canon.com/statesites_h">w.qmdny.cusa.canon.com/statesites_h</a>

Fixed Spread Rate (in decimal format)

Term	Rate
36 Months	5.67
48 Months	8.38
60 Months	9.99
72 Months	9.99
84 Months	9.99

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  
 20% 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  
 20% 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

20% off List

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

## Exhibit C-2 (Large Format (Photo Graphic Quality))

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
37	iPF6300S	2,995.00	25.00%	2,246.25	625.00	4,121.25	<a href="http://amdny.cusa.canon.com/statesites">amdny.cusa.canon.com/statesites</a>
38	iPF8300S	4,995.00	25.00%	3,746.25	700.00	5,846.25	<a href="http://amdny.cusa.canon.com/statesites">amdny.cusa.canon.com/statesites</a>
39	iPF9400S	9,995.00	25.00%	7,496.25	700.00	9,596.25	<a href="http://amdny.cusa.canon.com/statesites">amdny.cusa.canon.com/statesites</a>

example

**Fixed Spread Rate (in decimal format) Term**

5.67	36 Months
8.38	48 Months
9.99	60 Months
9.99	72 Months
9.99	84 Months

Segment	Output Width	Minimum Ink Tanks	Minimum Hard Drive Size	Minimum Memory	Minimum Warranty	Connectivity Type	Maximum Print Resolution
37	24"	12	40 GB	256 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200
38	36" - 44"	12	80 GB	256 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200
39	60"	8	80 GB	256 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200

### Accessories for Segment 37

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

### Accessories for Segment 38

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

### Accessories for Segment 39

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

**20**% off List

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



# Exhibit C-2 (B&W Large Format MFP (High End) 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
43	Plotwave 900	164,331.00	47.00%	87,095.43	See Below	#VALUE!	

List includes -Delivery and Installation

**Fixed Spread Rate (in decimal format)**

Term	Rate
36 Months	5.67
48 Months	8.38
60 Months	9.99
72 Months	9.99
84 Months	9.99

Segment	Scanning Width	Printing Width	Minimum Print Speed Per Minute	Optical Resolution	Scan Formats	Minimum Warranty	Connectivity Type	Integrated Touch Screen	Energy Star Compliant	Minimum Hard Drive	Minimum Memory	Toner Based	Color Scan	Ability to Handle Two Media Rolls
43	36"	36"	20 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	Y	60 GB	384 MB	Y	Y	Y

**Accessories for Segment 43**  
 Vendor is provide a percentage off list (list must be publicly available)  
 Vendors proposed price must be 20% or more  
20 % off List

\*\*\*\*\*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.

## Retail 36 Month Fixed Pricing

### Plotwave 900 Maintenance

Plan Name				OK Plan	TC600	TC1200	TC2400	TC3600
Square Feet included				0	50,000	100,000	200,000	300,000
Base Charge				\$23.68	\$602.63	\$1,007.89	\$1,753.95	\$2,375.00
Click per sq. foot				\$0.0137	\$0.0912	\$0.0841	\$0.0805	\$0.0770

Additional Service Costs			
TDS Pro PCL			per month \$ 52.63
Oce Plotwave 900 Scanner			per month \$ 210.53
Folder 1st Section			per month \$ 161.84
Double Decker Stacker			per month \$ 52.63

<b>Zone Three Base Charge - \$195 added to each base</b>	\$218.28	\$797.23	\$1,202.49	\$1,948.54	\$2,569.59
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## Retail 48 Month Fixed Pricing

### Plotwave 900 Maintenance

Plan Name				OK Plan	TC600	TC1200	TC2400	TC3600
Square Feet included				0	50,000	100,000	200,000	300,000
Base Charge				\$24.32	\$618.92	\$1,035.14	\$1,801.35	\$2,439.19
Click per sq. foot				\$0.0141	\$0.0936	\$0.0864	\$0.0827	\$0.0791

Additional Service Costs			
TDS Pro PCL			per month \$ 54.05
Oce Plotwave 900 Scanner			per month \$ 216.22
Folder 1st Section			per month \$ 166.22
Double Decker Stacker			per month \$ 54.05

<b>Zone Three Base Charge - \$195 added to each base</b>	\$218.92	\$813.51	\$1,229.73	\$1,995.95	\$2,633.78
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## Retail 60 Month Fixed Pricing

### Plotwave 900 Maintenance

Plan Name				OK Plan	TC600	TC1200	TC2400	TC3600
Square Feet included				0	50,000	100,000	200,000	300,000
Base Charge				\$25.00	\$636.11	\$1,063.89	\$1,851.39	\$2,506.94
Click per sq. foot				\$0.0144	\$0.0963	\$0.0888	\$0.0850	\$0.0813

Additional Service Costs			
TDS Pro PCL			per month \$ 55.56
Oce Plotwave 900 Scanner			per month \$ 222.22
Folder 1st Section			per month \$ 170.83
Double Decker Stacker			per month \$ 55.56

Zone Three Base Charge - \$195 added to each base	\$219.59	\$830.71	\$1,258.48	\$2,045.98	\$2,701.54
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## Retail 72 Month Fixed Pricing

### Plotwave 900 Maintenance

Plan Name				OK Plan	TC600	TC1200	TC2400	TC3600
Square Feet included				0	50,000	100,000	200,000	300,000
Base Charge				\$25.71	\$654.29	\$1,094.29	\$1,904.29	\$2,578.57
Click per sq. foot				\$0.0149	\$0.0990	\$0.0913	\$0.0874	\$0.0836

Additional Service Costs			
TDS Pro PCL			per month \$ 57.14
Oce Plotwave 900 Scanner			per month \$ 228.57
Folder 1st Section			per month \$ 175.71
Double Decker Stacker			per month \$ 57.14

Zone Three Base Charge - \$195 added to each base	\$220.31	\$848.88	\$1,288.88	\$2,098.88	\$2,773.17
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## 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	iPF815 MFP	11,190.00	20.00%	8,952.00	1,553.00	13,611.00	<a href="http://v.qmdny.cusa.canon.com/statesites_fr">v.qmdny.cusa.canon.com/statesites_fr</a>

Fixed Spread Rate (in decimal format)

Term	Rate
36 Months	5.67
48 Months	8.38
60 Months	9.99
72 Months	9.99
84 Months	9.99

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  
 20% off List

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

## Exhibit 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	iPF825 MFP	12,890.00	20.00%	10,312.00	1,553.00	14,971.00	<a href="http://v.qmdny.cusa.canon.com/statesites_f">v.qmdny.cusa.canon.com/statesites_f</a>

Fixed Spread Rate (in decimal format)

Term	Rate
36 Months	5.67
48 Months	8.38
60 Months	9.99
72 Months	9.99
84 Months	9.99

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  
20% off List

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

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

Manufacturer **Oce**

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
46	LORWAVE	27,720.00	35.00%	18,018.00	See Below	#VALUE!	

List includes -Delivery and Instalation

**Fixed Spread Rate (in decimal format) Term**  
 5.67 36 Months  
 8.38 48 Months  
 9.99 60 Months  
 9.99 72 Months  
 9.99 84 Months

Segment	Minimum Scanning Width	Minimum Printing Width	Print Speed 2 D size prints per minute	Optical Resolution	Scan Formats	Minimum Warranty One Year On Site Next Bus. Day	Connectivity Type	Integrated Touch Screen	Minimum Hard Drive	Minimum Memory	Charge Coupled Device Scanner Technology	Ability to Handle Two Media Rolls
46	36"	36"		600 x 600 DPI	TIFF, PDF, JPG		Ethernet 10/100	Y	80 GB	320 MB	Y	Y

**Accessories for Segment 46**  
 Vendor is provide a percentage off list (list must be publicly available)  
 Vendors proposed price must be 20% or more  
20% off List

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

## Retail 36 Month Fixed Pricing

### Colorwave 300 Maintenance

Plan Name				0K Plan	Low Volume Plan	Volume Plan
Square Feet included				0	2000	5000
Base Charge				\$10.50	\$94.50	\$210.00
Click per sq. foot				\$0.0866	\$0.0433	\$0.0315

Additional Service Costs		
Service on Scanner Express item code:		per month \$ 42.00

Zone Three Base Charge - \$9 added to each base	\$19.50	\$103.50	\$219.00
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## Retail 48 Month Fixed Pricing

### Colorwave 300 Maintenance

Plan Name				0K Plan	Low Volume Plan	Volume Plan
Square Feet included				0	2000	5000
Base Charge				\$10.75	\$96.75	\$215.00
Click per sq. foot				\$0.0887	\$0.0443	\$0.0323

Additional Service Costs		
Service on Scanner Express item code:		per month \$ 43.00

Zone Three Base Charge - \$9 added to each base	\$19.75	\$105.75	\$224.00
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## Retail 60 Month Fixed Pricing

### Colorwave 300 Maintenance

Plan Name				0K Plan	Low Volume Plan	Volume Plan
Square Feet included				0	2000	5000
Base Charge				\$11.00	\$99.00	\$220.00
Click per sq. foot				\$0.0908	\$0.0454	\$0.0330

Additional Service Costs		
Service on Scanner Express item code:		per month \$ 44.00

Zone Three Base Charge - \$9 added to each base	\$20.00	\$108.00	\$229.00
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**\*\*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	Oce
Surrender Hard Drive Cost (Cost includes labor and hard drive costs)		Add additional "Surrender Hard Drive Cost" as needed

## Exhibit C-2 BW Lasers

Manufacturer **Canon**

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	No Bid			#VALUE!		#VALUE!	
25	No Bid			#VALUE!		#VALUE!	
26	LBP 3480	599.00	55.00%	269.55	110.00	599.55	<a href="http://www.qmdny.cusa.canon.com/statesites_home">www.qmdny.cusa.canon.com/statesites_home</a>

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  
 No Bid % 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  
 No Bid % 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  
 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 Lasers)

Manufacturer **Canon**

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
27	No Bid			#VALUE!		#VALUE!	
28	LBP5280	899.00	55.00%	404.55	250.00	1,154.55	<a href="http://www.qmdny.cusa.canon.com/statesites_home">www.qmdny.cusa.canon.com/statesites_home</a>
29	LBP 5460	1,350.00	55.00%	607.50	250.00	1,357.50	<a href="http://www.qmdny.cusa.canon.com/statesites_home">www.qmdny.cusa.canon.com/statesites_home</a>

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  
No Bid % 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  
45 % 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  
45 % 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.

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Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
5558B003	imageRUNNER ADVANCE C5255 Base Model	Main Unit	\$ 19,425.00	N/A	0.6745	\$ 6,323.50
3621B012	imageRUNNER ADVANCE C7055 V2 Base Model	Main Unit	\$ 29,400.00	N/A	0.6881	\$ 9,171.00
3620B013	imageRUNNER ADVANCE C7065 V2 Base Model	Main Unit	\$ 36,750.00	N/A	0.7264	\$ 10,055.00
3619B052	imageRUNNER ADVANCE C9065S PRO with PRISMAsync	Main Unit	\$ 52,260.00	N/A	0.6798	\$ 16,734.80
3618B057	imageRUNNER ADVANCE C9075S PRO with PRISMAsync	Main Unit	\$ 62,760.00	N/A	0.7072	\$ 18,374.80
4481B043	imagePRESS C6010VPS	Main Unit	\$ 174,050.00	N/A	0.6114	\$ 67,644.00
4481B004	imagePRESS C6010VP Digital Press	Main Unit	\$ 162,750.00	N/A	0.6208	\$ 61,708.00
4480B038	imagePRESS C7010VPS	Main Unit	\$ 195,050.00	N/A	0.6391	\$ 70,386.00
4480B005	imagePRESS C7010VP Digital Press	Main Unit	\$ 183,750.00	N/A	0.6487	\$ 64,558.00
5803B007	imageRUNNER ADVANCE 8295 Base Model	Main Unit	\$ 40,950.00	N/A	0.7793	\$ 9,038.00
5802B007	imageRUNNER ADVANCE 8205 Base Model	Main Unit	\$ 52,500.00	N/A	0.7861	\$ 11,229.00
6120B003	imagePRESS 1110+	Main Unit	\$ 78,120.00	N/A	0.6319	\$ 28,758.60
6119B003	imagePRESS 1125+	Main Unit	\$ 90,720.00	N/A	0.6314	\$ 33,440.60
6118B003	imagePRESS 1135+	Main Unit	\$ 110,670.00	N/A	0.6604	\$ 37,579.60
6067B003	VarioPrint DP-Line Main Engine Base Model Set (Requires a 135, 120 or 110 Base License)	Main Unit	\$ 43,500.00	N/A	0.6554	\$ 14,991.00
6071B008	VARIOPRINT DP LINE 135 BASE LICENSE SET WITH PRINTER OPERATION CARE	Required License	\$ 33,000.00	N/A	0.7186	\$ 9,286.00
6071B009	VARIOPRINT DP LINE 120 BASE LICENSE SET WITH PRINTER OPERATION CARE	Required License	\$ 17,000.00	N/A	0.6521	\$ 5,915.00
6071B010	VARIOPRINT DP LINE 110 BASE LICENSE SET WITH PRINTER OPERATION CARE	Required License	\$ 7,000.00	N/A	0.7164	\$ 1,985.00
1943V295	VarioPrint 6320 High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 375,000.00	N/A	0.3385	\$ 248,059.00
1943V294	VarioPrint 6250 High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 289,000.00	N/A	0.2934	\$ 204,199.00
1943V293	VarioPrint 6200 High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 250,000.00	N/A	0.3086	\$ 172,838.00
1943V292	VarioPrint 6160 High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 199,000.00	N/A	0.2878	\$ 141,719.00
2107V445	VarioPrint 6250 MICR High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 289,000.00	N/A	0.1539	\$ 244,521.00
2107V443	VarioPrint 6200 MICR High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 250,000.00	N/A	0.1474	\$ 213,160.00
2107V444	VarioPrint 6160 MICR High Volume Digital Duplex Cut Sheet Printer	Main Unit	\$ 199,000.00	N/A	0.0852	\$ 182,040.00
2010V165	INSTALL PACK OCE VARIO 6000 (Required Printer)	Required Item with VP 6000 Series	\$ 8,143.00	N/A	0.2432	\$ 6,163.00
1982V393	OCE VARIOPRINT 6000 KEY OPERATOR TRAINING 9717724 (Required Printer)	Required Item with VP 6000 Series	\$ 3,350.00	N/A	0.0484	\$ 3,188.00
1982V390	OCE SYSTEMS INTEGRATION SERVICES (1 DAY) 6152206 (Required Printer)	Required Item with VP 6000 Series	\$ 995.00	N/A	-0.6020	\$ 1,594.00
3654B007	Cassette Feeding Unit-AD2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,523.00	N/A	0.6861	\$ 478.00
4364B003	Cabinet Type-B1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 300.00	N/A	0.5900	\$ 123.00
3655B004	Paper Deck Unit-B2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,205.00	N/A	0.5537	\$ 984.00
3661B001	Inner 2way Tray-F1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 105.00	N/A	0.6667	\$ 35.00
5589B001	Inner Finisher-E1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,260.00	N/A	0.6254	\$ 472.00
3662B001	Inner Finisher Additional Tray-A1 (Option for Inner Finisher-D1)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 210.00	N/A	0.5619	\$ 92.00
5587B002	Staple Finisher-J1 (include Buffer Pass Unit-G1)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,835.00	N/A	0.5841	\$ 1,179.00
5588B002	Booklet Finisher-J1 (include Buffer Pass Unit-G1)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 4,200.00	N/A	0.5700	\$ 1,806.00
3660B006	External 2/3 Hole Puncher-B2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 893.00	N/A	0.6685	\$ 296.00
3663B001	FL Cassette-AG1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 116.00	N/A	0.4224	\$ 67.00
3664B001	FL Cassette-AH1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 116.00	N/A	0.4224	\$ 67.00
3665B001	Envelope Feeder Attachment-D1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 210.00	N/A	0.5048	\$ 104.00
6793A004	Tab Feeding Attachment Kit-B1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 168.00	N/A	0.5119	\$ 82.00
8815A001	Copy Tray-J1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 47.00	N/A	0.4468	\$ 26.00
3723B002	Utility Tray-A2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 63.00	N/A	0.4286	\$ 36.00
1266V426	USB Keyboard (Cherry)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 110.00	N/A	0.2455	\$ 83.00
8203A002	Key Switch Unit-A2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 44.00	N/A	0.4091	\$ 26.00
3684B003	Copy Card Reader Attachment Kit-B3	iR ADVANCE C5235/C5240/C5250/C5255	\$ 84.00	N/A	0.5119	\$ 41.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
4784B001	Copy Card Reader-F1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 315.00	N/A	0.4159	\$ 184.00
4781B001	Canon Card Set-A1 (1-30)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 158.00	N/A	0.4114	\$ 93.00
4781B002	Canon Card Set-A2 (31-100)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 347.00	N/A	0.4092	\$ 205.00
4781B003	Canon Card Set-A3 (101-200)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 462.00	N/A	0.4004	\$ 277.00
4781B004	Canon Card Set-A4 (201-300)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 462.00	N/A	0.4004	\$ 277.00
4781B005	Canon Card Set-A5 (301-500)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 935.00	N/A	0.4096	\$ 552.00
4781B006	Canon Card Set-A6 (501-1000)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,352.00	N/A	0.4133	\$ 1,380.00
7518A004	Braille Label Kit-F1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 35.00	N/A	0.2857	\$ 25.00
1095B001	ADF Access Handle-A1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 146.00	N/A	0.3630	\$ 93.00
3726B001	Copy Control Interface Kit-A1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 53.00	N/A	0.3962	\$ 32.00
1727V838	Convenience Stapler-B1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 300.00	N/A	0.5733	\$ 128.00
2212V477	Universal Keyboard Stand-A1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 250.00	N/A	0.4160	\$ 146.00
2212V478	Card Reader Assembly for Universal Keyboard Stand	iR ADVANCE C5235/C5240/C5250/C5255	\$ 60.00	N/A	0.3500	\$ 39.00
5592B005	PCL Printer Kit-AR1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 840.00	N/A	0.7119	\$ 242.00
4821B003	PCL International Font Set-A1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 473.00	N/A	0.4588	\$ 256.00
5593B005	PS Printer Kit-AR1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,260.00	N/A	0.6246	\$ 473.00
3674B004	Direct Print Kit (for PDF/XPS)-H1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 578.00	N/A	0.6021	\$ 230.00
1337B011	Encrypted Secure Print-D1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 473.00	N/A	0.4588	\$ 256.00
3999B004	Barcode Printing Kit-D1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 840.00	N/A	0.5131	\$ 409.00
2738B007	Web Access Software-H1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 240.00	N/A	0.6958	\$ 73.00
3405B016	Universal Send Advanced Feature Set-F1 e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 516.00	N/A	0.4244	\$ 297.00
3406B006	Universal Send Security Feature Set-D1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 945.00	N/A	0.4042	\$ 563.00
1326B013	Universal Send Digital User Signature Kit-C1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,050.00	N/A	0.5133	\$ 511.00
4164BE36	Authorized Send Kit V5.0 (1 License)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,100.00	N/A	0.4691	\$ 584.00
4164BE37	Authorized Send Kit V5.0 (10 Licenses)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 10,500.00	N/A	0.4718	\$ 5,546.00
4164BE38	Authorized Send Kit V5.0 (100 Licenses)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 105,000.00	N/A	0.4718	\$ 55,460.00
3675B012	Super G3 FAX Board-AE2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 840.00	N/A	0.4155	\$ 491.00
3676B002	Super G3 2nd Line Fax Board-AE1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 525.00	N/A	0.4152	\$ 307.00
3677B002	Super G3 3rd/4th Line Fax Board-AE1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,050.00	N/A	0.4162	\$ 613.00
3679B005	Remote FAX Kit-A1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 420.00	N/A	0.5119	\$ 205.00
1082B010	Secure Watermark-B1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,050.00	N/A	0.4162	\$ 613.00
5594B001	USB Device Port-E1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 210.00	N/A	0.4143	\$ 123.00
3721B002	Multimedia Reader/Writer-A2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 630.00	N/A	0.5127	\$ 307.00
5595B001	Additional memory Type D (512MB)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 263.00	N/A	0.4144	\$ 154.00
3840B007	Document Scan Lock Kit-B1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,625.00	N/A	0.4160	\$ 1,533.00
3718B002	HDD Data Encryption and Mirroring Kit-C1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 525.00	N/A	0.4152	\$ 307.00
3715B001	Removable HDD Kit-AC1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,050.00	N/A	0.5133	\$ 511.00
5596B001	2.5inch/160GB HDD-G1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 368.00	N/A	0.4429	\$ 205.00
5597B001	2.5inch/1TB HDD-H1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,365.00	N/A	0.5128	\$ 665.00
3681B003	Voice Guidance Kit-F2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 840.00	N/A	0.5131	\$ 409.00
3682B004	Voice Operation Kit-C2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,890.00	N/A	0.5132	\$ 920.00
4001B004	Remote Operator's Software Kit-B1e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 315.00	N/A	0.5111	\$ 154.00
3575B258	Universal Login Manager - 1 Device License	iR ADVANCE C5235/C5240/C5250/C5255	\$ 390.00	N/A	0.4590	\$ 211.00
3575B328	Universal Login Manager - 5 Device License	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,925.00	N/A	0.4587	\$ 1,042.00
3575B259	Universal Login Manager - 10 Device License	iR ADVANCE C5235/C5240/C5250/C5255	\$ 3,806.00	N/A	0.4595	\$ 2,057.00
3575B353	MiCard PLUS	iR ADVANCE C5235/C5240/C5250/C5255	\$ 250.00	N/A	0.3360	\$ 166.00
5348B001	imagePASS-B2	iR ADVANCE C5235/C5240/C5250/C5255	\$ 4,950.00	N/A	0.3671	\$ 3,133.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
0123B004	Hot Folder v3.0 (for imagePASS-B2)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 980.00	N/A	0.3837	\$ 604.00
7752A025	Productivity Package (for imagePASS-B2)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 8,000.00	N/A	0.3796	\$ 4,963.00
6596A035	SeeQuence Impose	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,450.00	N/A	0.3645	\$ 1,557.00
2351B003	SeeQuence Compose	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,014.00	N/A	0.2801	\$ 730.00
6596A037	SeeQuence Suite	iR ADVANCE C5235/C5240/C5250/C5255	\$ 3,000.00	N/A	0.3513	\$ 1,946.00
0134B003	Removable Hard Disk Drive Kit-B1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,048.00	N/A	0.4297	\$ 1,168.00
8002A004	X-Rite Eye-One Color Spectrophotometer	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,300.00	N/A	0.3262	\$ 876.00
1099V652	Integrated Interface & Stand-A1	iR ADVANCE C5235/C5240/C5250/C5255	\$ 3,150.00	N/A	0.3359	\$ 2,092.00
4140B397	imageRUNNER ADVANCE Desktop V3.0 1L with 3 yrs Software Maintenance	iR ADVANCE C5235/C5240/C5250/C5255	\$ 340.00	N/A	0.3618	\$ 217.00
4140B398	imageRUNNER ADVANCE Desktop V3.0 5L with 3 yrs Software Maintenance	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,400.00	N/A	0.4157	\$ 818.00
4140B399	imageRUNNER ADVANCE Desktop V3.0 20L with 3 yrs Software Maintenance	iR ADVANCE C5235/C5240/C5250/C5255	\$ 4,000.00	N/A	0.4160	\$ 2,336.00
4165B073	Workflow Composer w/ MEAP Connectors V2.2 1L (1 to 4 licenses)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,000.00	N/A	0.5130	\$ 487.00
4165B074	Workflow Composer w/ MEAP Connectors V2.2 1L (5 to 19 licenses)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 800.00	N/A	0.5125	\$ 390.00
4165B075	Workflow Composer w/ MEAP Connectors V2.2 1L (20 or more licenses)	iR ADVANCE C5235/C5240/C5250/C5255	\$ 750.00	N/A	0.5133	\$ 365.00
4165B036	MEAP Connector for SharePoint Server v1.0.5 (1 Device) e	iR ADVANCE C5235/C5240/C5250/C5255	\$ 900.00	N/A	0.4156	\$ 526.00
4143B039	imageWARE Document Server V2.0E 1L with 3 yrs Software Maintenance	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,800.00	N/A	0.4161	\$ 1,635.00
4143B046	Client Access License for imageWARE Document Server v2.0 5CAL	iR ADVANCE C5235/C5240/C5250/C5255	\$ 550.00	N/A	0.3618	\$ 351.00
4143B047	Client Access License for imageWARE Document Server v2.0 20CAL	iR ADVANCE C5235/C5240/C5250/C5255	\$ 1,800.00	N/A	0.3783	\$ 1,119.00
4143B048	Client Access License for imageWARE Document Server v2.0 100CAL	iR ADVANCE C5235/C5240/C5250/C5255	\$ 5,000.00	N/A	0.3772	\$ 3,114.00
7494A696	imageWARE Document Server 1L 1 yr Software Maintenance Extension	iR ADVANCE C5235/C5240/C5250/C5255	\$ 400.00	N/A	0.4150	\$ 234.00
7494A766	imageWARE Document Server V1.1 1L & DT 5L 1 yr Software Maintenance Extension	iR ADVANCE C5235/C5240/C5250/C5255	\$ 600.00	N/A	0.4150	\$ 351.00
7494A752	imageRUNNER ADVANCE Desktop 1L 1yr Maint Extension	iR ADVANCE C5235/C5240/C5250/C5255	\$ 60.00	N/A	0.4167	\$ 35.00
7494A689	imageRUNNER ADVANCE Desktop 5L 1 yr Software Maintenance Extension	iR ADVANCE C5235/C5240/C5250/C5255	\$ 200.00	N/A	0.4150	\$ 117.00
7494A751	imageRUNNER ADVANCE Desktop 20L 1yr Maint Extension	iR ADVANCE C5235/C5240/C5250/C5255	\$ 500.00	N/A	0.4160	\$ 292.00
7494A698	imageWARE Scan Manager DS V1.1E 1L with 3 yrs Software Maintenance	iR ADVANCE C5235/C5240/C5250/C5255	\$ 2,400.00	N/A	0.4158	\$ 1,402.00
7494A699	imageWARE Scan Manager DS V1.0/1.1 EFS 1L 1 yr Software Maintenance Extension	iR ADVANCE C5235/C5240/C5250/C5255	\$ 350.00	N/A	0.4143	\$ 205.00
					#DIV/0!	#DIV/0!
3691B002	Paper Deck Unit-A1	iR ADVANCE C7065/C7055	\$ 2,520.00	N/A	0.6754	\$ 818.00
3692B002	POD Deck Lite-A1	iR ADVANCE C7065/C7055	\$ 4,095.00	N/A	0.6755	\$ 1,329.00
3702B001	Staple Finisher-B1	iR ADVANCE C7065/C7055	\$ 3,150.00	N/A	0.4781	\$ 1,644.00
3704B001	Booklet Finisher-B1	iR ADVANCE C7065/C7055	\$ 5,565.00	N/A	0.4462	\$ 3,082.00
3705B002	External 2/3 Hole Puncher-A1	iR ADVANCE C7065/C7055	\$ 893.00	N/A	0.6753	\$ 290.00
3709B001	Document Insertion Unit-J1	iR ADVANCE C7065/C7055	\$ 2,940.00	N/A	0.4439	\$ 1,635.00
3710B002	Document Insertion/Folding Unit-G1	iR ADVANCE C7065/C7055	\$ 8,400.00	N/A	0.4162	\$ 4,904.00
3700B001	Copy Tray-P1	iR ADVANCE C7065/C7055	\$ 210.00	N/A	0.4143	\$ 123.00
6793A004	Tab Feeding Attachment Kit-B1	iR ADVANCE C7065/C7055	\$ 168.00	N/A	0.5119	\$ 82.00
3723B002	Utility Tray-A2	iR ADVANCE C7065/C7055	\$ 63.00	N/A	0.4286	\$ 36.00
3731B013	Upright Control Panel-A1	iR ADVANCE C7065/C7055	\$ 1,890.00	N/A	0.4593	\$ 1,022.00
1266V426	USB Keyboard (Cherry)	iR ADVANCE C7065/C7055	\$ 110.00	N/A	0.2455	\$ 83.00
3873B001	Key Switch Unit-B1	iR ADVANCE C7065/C7055	\$ 53.00	N/A	0.3962	\$ 32.00
3730B001	Copy Card Reader Attachment Kit-A1	iR ADVANCE C7065/C7055	\$ 84.00	N/A	0.5119	\$ 41.00
4784B001	Copy Card Reader-F1	iR ADVANCE C7065/C7055	\$ 315.00	N/A	0.4159	\$ 184.00
4781B001	Canon Card Set-A1 (1-30)	iR ADVANCE C7065/C7055	\$ 158.00	N/A	0.4114	\$ 93.00
4781B002	Canon Card Set-A2 (31-100)	iR ADVANCE C7065/C7055	\$ 347.00	N/A	0.4092	\$ 205.00
4781B003	Canon Card Set-A3 (101-200)	iR ADVANCE C7065/C7055	\$ 462.00	N/A	0.4004	\$ 277.00
4781B004	Canon Card Set-A4 (201-300)	iR ADVANCE C7065/C7055	\$ 462.00	N/A	0.4004	\$ 277.00
4781B005	Canon Card Set-A5 (301-500)	iR ADVANCE C7065/C7055	\$ 935.00	N/A	0.4096	\$ 552.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
4781B006	Canon Card Set-A6 (501-1000)	iR ADVANCE C7065/C7055	\$ 2,352.00	N/A	0.4133	\$ 1,380.00
7518A004	Braille Label Kit-F1	iR ADVANCE C7065/C7055	\$ 35.00	N/A	0.2857	\$ 25.00
1095B001	ADF Access Handle-A1	iR ADVANCE C7065/C7055	\$ 146.00	N/A	0.3630	\$ 93.00
3726B001	Copy Control Interface Kit-A1	iR ADVANCE C7065/C7055	\$ 53.00	N/A	0.3962	\$ 32.00
1727V838	Convenience Stapler-B1	iR ADVANCE C7065/C7055	\$ 300.00	N/A	0.5733	\$ 128.00
2212V477	Universal Keyboard Stand-A1	iR ADVANCE C7065/C7055	\$ 250.00	N/A	0.4160	\$ 146.00
2212V478	Card Reader Assembly for Universal Keyboard Stand	iR ADVANCE C7065/C7055	\$ 60.00	N/A	0.3500	\$ 39.00
3736B005	PCL Printer Kit-AD1e	iR ADVANCE C7065/C7055	\$ 1,050.00	N/A	0.5486	\$ 474.00
3737B005	PS Printer Kit-AD1e	iR ADVANCE C7065/C7055	\$ 1,470.00	N/A	0.5966	\$ 593.00
3674B004	Direct Print Kit (for PDF/XPS)-H1e	iR ADVANCE C7065/C7055	\$ 578.00	N/A	0.6021	\$ 230.00
1337B011	Encrypted Secure Print-D1e	iR ADVANCE C7065/C7055	\$ 473.00	N/A	0.4588	\$ 256.00
3999B004	Barcode Printing Kit-D1e	iR ADVANCE C7065/C7055	\$ 840.00	N/A	0.5131	\$ 409.00
2738B007	Web Access Software-H1e	iR ADVANCE C7065/C7055	\$ 240.00	N/A	0.6958	\$ 73.00
3405B010	Universal Send Advanced Feature Set-D1e	iR ADVANCE C7065/C7055	\$ 1,155.00	N/A	0.4242	\$ 665.00
3406B006	Universal Send Security Feature Set-D1e	iR ADVANCE C7065/C7055	\$ 945.00	N/A	0.4042	\$ 563.00
1326B013	Universal Send Digital User Signature Kit-C1e	iR ADVANCE C7065/C7055	\$ 1,050.00	N/A	0.5133	\$ 511.00
0634B022	Universal Send Searchable PDF/XPS Kit-D1e	iR ADVANCE C7065/C7055	\$ 578.00	N/A	0.4256	\$ 332.00
0633B018	Universal Send PDF Encryption Kit-D1e	iR ADVANCE C7065/C7055	\$ 473.00	N/A	0.4038	\$ 282.00
4140B191	AA PROX V2.2 Software Only e	iR ADVANCE C7065/C7055	\$ 449.00	N/A	0.3653	\$ 285.00
5105B009	AA PROX V2.2 Starter Package	iR ADVANCE C7065/C7055	\$ 599.00	N/A	0.3489	\$ 390.00
4164BE36	Authorized Send Kit V5.0 (1 License)	iR ADVANCE C7065/C7055	\$ 1,100.00	N/A	0.4691	\$ 584.00
4164BE37	Authorized Send Kit V5.0 (10 Licenses)	iR ADVANCE C7065/C7055	\$ 10,500.00	N/A	0.4718	\$ 5,546.00
3194B024	Authorized Send Kit V5.0 (100 License)	iR ADVANCE C7065/C7055	\$ 105,000.00	N/A	0.4718	\$ 55,460.00
4164BE38	Authorized Send Kit V5.0 (100 Licenses)	iR ADVANCE C7065/C7055	\$ 105,000.00	N/A	0.4718	\$ 55,460.00
3732B002	Super G3 FAX Board-AD1	iR ADVANCE C7065/C7055	\$ 840.00	N/A	0.4155	\$ 491.00
3733B002	Super G3 2nd Line Fax Board-AD1	iR ADVANCE C7065/C7055	\$ 525.00	N/A	0.4152	\$ 307.00
3677B002	Super G3 3rd/4th Line Fax Board-AE1	iR ADVANCE C7065/C7055	\$ 1,050.00	N/A	0.4162	\$ 613.00
3679B005	Remote FAX Kit-A1e	iR ADVANCE C7065/C7055	\$ 420.00	N/A	0.5119	\$ 205.00
1082B006	Secure Watermark-B1	iR ADVANCE C7065/C7055	\$ 1,050.00	N/A	0.4162	\$ 613.00
1082B010	Secure Watermark-B1e	iR ADVANCE C7065/C7055	\$ 1,050.00	N/A	0.4162	\$ 613.00
3680B003	Wireless LAN Board-B2	iR ADVANCE C7065/C7055	\$ 683.00	N/A	0.4012	\$ 409.00
3738B001	USB Device Port-A1	iR ADVANCE C7065/C7055	\$ 105.00	N/A	0.4095	\$ 62.00
3721B002	Multimedia Reader/Writer-A1	iR ADVANCE C7065/C7055	\$ 630.00	N/A	0.5127	\$ 307.00
3668B001	Additional Memory Type B (512MB)	iR ADVANCE C7065/C7055	\$ 263.00	N/A	0.4144	\$ 154.00
3840B002	Document Scan Lock Kit-A1	iR ADVANCE C7065/C7055	\$ 2,625.00	N/A	0.4160	\$ 1,533.00
4002B002	Data Erase Kit-C1	iR ADVANCE C7065/C7055	\$ 341.00	N/A	0.3988	\$ 205.00
4002B004	Data Erase Kit-C1e	iR ADVANCE C7065/C7055	\$ 341.00	N/A	0.3988	\$ 205.00
3718B002	HDD Data Encryption and Mirroring Kit-C1	iR ADVANCE C7065/C7055	\$ 525.00	N/A	0.4152	\$ 307.00
3741B001	Removable HDD Kit-AB1	iR ADVANCE C7065/C7055	\$ 1,050.00	N/A	0.4162	\$ 613.00
3739B001	3.5inch/80GB HDD-A1	iR ADVANCE C7065/C7055	\$ 368.00	N/A	0.4429	\$ 205.00
3740B001	3.5inch/1TB HDD-B1	iR ADVANCE C7065/C7055	\$ 1,365.00	N/A	0.5128	\$ 665.00
2906B002	IPSec Board-B2	iR ADVANCE C7065/C7055	\$ 630.00	N/A	0.5127	\$ 307.00
2905B002	Expansion Bus Board-F2	iR ADVANCE C7065/C7055	\$ 263.00	N/A	0.4144	\$ 154.00
3681B001	Voice Guidance Kit-F1	iR ADVANCE C7065/C7055	\$ 840.00	N/A	0.5131	\$ 409.00
3682B002	Voice Operation Kit-C1	iR ADVANCE C7065/C7055	\$ 1,890.00	N/A	0.5132	\$ 920.00
4001B002	Remote Operator's Software Kit-B1	iR ADVANCE C7065/C7055	\$ 315.00	N/A	0.5111	\$ 154.00
4001B004	Remote Operator's Software Kit-B1e	iR ADVANCE C7065/C7055	\$ 315.00	N/A	0.5111	\$ 154.00

Exhibit C-3 Equipment

SUPPLIER ITEM	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage	(Percentage Amount, should be equal to or greater than GSA Discount)	
3575B258	Universal Login Manager - 1 Device License	iR ADVANCE C7065/C7055	\$ 390.00	N/A	0.4590	\$ 211.00
3575B328	Universal Login Manager - 5 Device License	iR ADVANCE C7065/C7055	\$ 1,925.00	N/A	0.4587	\$ 1,042.00
3575B259	Universal Login Manager - 10 Device License	iR ADVANCE C7065/C7055	\$ 3,806.00	N/A	0.4595	\$ 2,057.00
3575B353	MiCard PLUS	iR ADVANCE C7065/C7055	\$ 250.00	N/A	0.3360	\$ 166.00
3393B001	imagePASS-A1	iR ADVANCE C7065/C7055	\$ 7,000.00	N/A	0.4440	\$ 3,892.00
1245B002	Secure Erase V1.1 (for imagePASS-A1)	iR ADVANCE C7065/C7055	\$ 900.00	N/A	0.4044	\$ 536.00
0448A030	512MB Option Memory (for imagePASS-A1 and PS Printer Kit-AD1)	iR ADVANCE C7065/C7055	\$ 263.00	N/A	0.4144	\$ 154.00
7752A025	Productivity Package (for imagePASS-A1)	iR ADVANCE C7065/C7055	\$ 8,000.00	N/A	0.3796	\$ 4,963.00
3489B016	ColorPASS-GX300 V2 Professional Color Solution Bundle	iR ADVANCE C7065/C7055	\$ 23,950.00	N/A	0.4581	\$ 12,979.00
3489B007	ColorPASS-GX300 V2	iR ADVANCE C7065/C7055	\$ 20,000.00	N/A	0.4703	\$ 10,595.00
6596A035	SeeQuence Impose	iR ADVANCE C7065/C7055	\$ 2,450.00	N/A	0.3645	\$ 1,557.00
2351B003	SeeQuence Compose	iR ADVANCE C7065/C7055	\$ 1,014.00	N/A	0.2801	\$ 730.00
6596A037	SeeQuence Suite	iR ADVANCE C7065/C7055	\$ 3,000.00	N/A	0.3513	\$ 1,946.00
0134B003	Removable Hard Disk Drive Kit-B1	iR ADVANCE C7065/C7055	\$ 2,048.00	N/A	0.4297	\$ 1,168.00
7752A022	Graphic Arts Package, Premium Edition, V.2.2	iR ADVANCE C7065/C7055	\$ 6,200.00	N/A	0.3879	\$ 3,795.00
8002A004	X-Rite Eye-One Color Spectrophotometer	iR ADVANCE C7065/C7055	\$ 1,300.00	N/A	0.3262	\$ 876.00
3438B020	X-Rite i1 Process Control Software for imageRUNNER ADVANCE C9075 PRO/ C9065 PRO/ C7065/ C7055	iR ADVANCE C7065/C7055	\$ 900.00	N/A	0.4156	\$ 526.00
8002A008	i1 Process Control Software & i1iSis Automated Chart Reader	iR ADVANCE C7065/C7055	\$ 900.00	N/A	0.4156	\$ 526.00
8002A009	i1 Process Control Software & i1iSis Automated Chart Reader - XL	iR ADVANCE C7065/C7055	\$ 4,495.00	N/A	0.2521	\$ 3,362.00
3438B022	X-Rite i1 iO Automated Scanning Table	iR ADVANCE C7065/C7055	\$ 2,595.00	N/A	0.3064	\$ 1,800.00
8002A006	i1iSis Automated Chart Reader	iR ADVANCE C7065/C7055	\$ 3,495.00	N/A	0.3039	\$ 2,433.00
8002A007	i1iSis Automated Chart Reader - XL	iR ADVANCE C7065/C7055	\$ 4,495.00	N/A	0.3072	\$ 3,114.00
1099V652	Integrated Interface & Stand-A1	iR ADVANCE C7065/C7055	\$ 3,150.00	N/A	0.3359	\$ 2,092.00
4140B397	imageRUNNER ADVANCE Desktop V3.0 1L with 3 yrs Software Maintenance	iR ADVANCE C7065/C7055	\$ 340.00	N/A	0.3618	\$ 217.00
4140B398	imageRUNNER ADVANCE Desktop V3.0 5L with 3 yrs Software Maintenance	iR ADVANCE C7065/C7055	\$ 1,400.00	N/A	0.4157	\$ 818.00
4140B399	imageRUNNER ADVANCE Desktop V3.0 20L with 3 yrs Software Maintenance	iR ADVANCE C7065/C7055	\$ 4,000.00	N/A	0.4160	\$ 2,336.00
4165B073	Workflow Composer w/ MEAP Connectors V2.2 1L (1 to 4 licenses)	iR ADVANCE C7065/C7055	\$ 1,000.00	N/A	0.5130	\$ 487.00
4165B074	Workflow Composer w/ MEAP Connectors V2.2 1L (5 to 19 licenses)	iR ADVANCE C7065/C7055	\$ 800.00	N/A	0.5125	\$ 390.00
4165B075	Workflow Composer w/ MEAP Connectors V2.2 1L (20 or more licenses)	iR ADVANCE C7065/C7055	\$ 750.00	N/A	0.5133	\$ 365.00
4165B036	MEAP Connector for SharePoint Server v1.0.5 (1 Device) e	iR ADVANCE C7065/C7055	\$ 900.00	N/A	0.4156	\$ 526.00
4165B036	MEAP Connector for SharePoint Server v1.0.5 (1 Device) e	iR ADVANCE C7065/C7055	\$ 900.00	N/A	0.4156	\$ 526.00
5105B020	AA Prox V2.2 with WFC & MEAP Connectors e	iR ADVANCE C7065/C7055	\$ 1,449.00	N/A	0.4893	\$ 740.00
5105B021	AA Prox V2.2 with Tracker V1.2.2 e	iR ADVANCE C7065/C7055	\$ 1,449.00	N/A	0.4224	\$ 837.00
4143B039	imageWARE Document Server V2.0E 1Le with 3 yrs Software Maintenance	iR ADVANCE C7065/C7055	\$ 2,800.00	N/A	0.4161	\$ 1,635.00
4143B046	Client Access License for imageWARE Document Server v2.0 5CAL	iR ADVANCE C7065/C7055	\$ 550.00	N/A	0.3618	\$ 351.00
4143B047	Client Access License for imageWARE Document Server v2.0 20CAL	iR ADVANCE C7065/C7055	\$ 1,800.00	N/A	0.3783	\$ 1,119.00
4143B048	Client Access License for imageWARE Document Server v2.0 100CAL	iR ADVANCE C7065/C7055	\$ 5,000.00	N/A	0.3772	\$ 3,114.00
7494A696	imageWARE Document Server V1.0/1.1 1L 1 yr Software Maintenance Extension	iR ADVANCE C7065/C7055	\$ 400.00	N/A	0.4150	\$ 234.00
7494A766	imageWARE Document Server V1.1 1L & DT 5L 1 yr Software Maintenance Extension	iR ADVANCE C7065/C7055	\$ 600.00	N/A	0.4150	\$ 351.00
7494A752	imageRUNNER ADVANCE Desktop 1L 1 yr Maint Extension (Essentials Lite)	iR ADVANCE C7065/C7055	\$ 60.00	N/A	0.4167	\$ 35.00
7494A689	imageRUNNER ADVANCE Desktop 5L 1 yr Software Maintenance Extension	iR ADVANCE C7065/C7055	\$ 200.00	N/A	0.4150	\$ 117.00
7494A751	imageRUNNER ADVANCE Desktop 20L 1 yr Maint Extension	iR ADVANCE C7065/C7055	\$ 500.00	N/A	0.4160	\$ 292.00
7494A698	imageWARE Scan Manager DS V1.0E 1L with 3 yrs Software Maintenance	iR ADVANCE C7065/C7055	\$ 2,400.00	N/A	0.4158	\$ 1,402.00
7494A699	imageWARE Scan Manager DS V1.0EFS 1L 1 yr Software Maintenance Extension	iR ADVANCE C7065/C7055	\$ 350.00	N/A	0.4143	\$ 205.00
1858B001	Stamp Unit-B1	iR ADVANCE C7065/C7055	\$ 58.00	N/A	0.4483	\$ 32.00
3691B002	Paper Deck Unit-A1	iR ADVANCE C9075/C9065	\$ 2,520.00	N/A	0.6754	\$ 818.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3692B002	POD Deck Lite-A1	iR ADVANCE C9075/C9065	\$ 4,095.00	N/A	0.6755	\$ 1,329.00
3699B002	Multi-drawer Paper Deck-A1	iR ADVANCE C9075/C9065	\$ 9,240.00	N/A	0.6173	\$ 3,536.00
3111B001	Double Feed Detection Kit -A1(For Side paper Deck)	iR ADVANCE C9075/C9065	\$ 420.00	N/A	0.6714	\$ 138.00
3701B002	Staple Finisher-A1	iR ADVANCE C9075/C9065	\$ 6,300.00	N/A	0.4619	\$ 3,390.00
3703B002	Booklet Finisher-A1	iR ADVANCE C9075/C9065	\$ 9,450.00	N/A	0.4783	\$ 4,930.00
2988B001	Inner Booklet Trimmer-A1	iR ADVANCE C9075/C9065	\$ 6,300.00	N/A	0.6756	\$ 2,044.00
2895B002	Puncher Unit-BF1	iR ADVANCE C9075/C9065	\$ 840.00	N/A	0.6750	\$ 273.00
3842B005	Professional Puncher-C1 (Incl. Integration Unit-B1)	iR ADVANCE C9075/C9065	\$ 15,000.00	N/A	0.5081	\$ 7,379.00
3028B001	Plastic Comb 19-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B002	Twin Loop 21-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B003	Twin Loop 32-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B004	Color Coil 44-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B005	Velo Bind 11-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B006	Loose Leaf 3-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B021	Pro Click 32-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B022	Loose Leaf 5-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B033	High Durability Plastic Comb 19-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 3,000.00	N/A	0.6757	\$ 973.00
3028B034	High Durability Color Coil 44-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 2,800.00	N/A	0.6754	\$ 909.00
3028B035	High Durability Loose Leaf 3-Hole Punch LTR-A1	iR ADVANCE C9075/C9065	\$ 2,500.00	N/A	0.6756	\$ 811.00
3708B002	Document Insertion Unit-H1	iR ADVANCE C9075/C9065	\$ 5,565.00	N/A	0.4492	\$ 3,065.00
3711B001	Paper Folding Unit-G1	iR ADVANCE C9075/C9065	\$ 12,600.00	N/A	0.4324	\$ 7,152.00
3700B001	Copy Tray-P1	iR ADVANCE C9075/C9065	\$ 210.00	N/A	0.4143	\$ 123.00
6793A004	Tab Feeding Attachment Kit-B1	iR ADVANCE C9075/C9065	\$ 168.00	N/A	0.5119	\$ 82.00
3723B002	Utility Tray-A2	iR ADVANCE C9075/C9065	\$ 63.00	N/A	0.4286	\$ 36.00
1266V426	USB Keyboard (Cherry)	iR ADVANCE C9075/C9065	\$ 110.00	N/A	0.2455	\$ 83.00
3873B001	Key Switch Unit-B1	iR ADVANCE C9075/C9065	\$ 53.00	N/A	0.3962	\$ 32.00
3730B001	Copy Card Reader Attachment Kit-A1	iR ADVANCE C9075/C9065	\$ 84.00	N/A	0.5119	\$ 41.00
4784B001	Copy Card Reader-F1	iR ADVANCE C9075/C9065	\$ 315.00	N/A	0.4159	\$ 184.00
4781B001	Canon Card Set-A1 (1-30)	iR ADVANCE C9075/C9065	\$ 158.00	N/A	0.4114	\$ 93.00
4781B002	Canon Card Set-A2 (31-100)	iR ADVANCE C9075/C9065	\$ 347.00	N/A	0.4092	\$ 205.00
4781B003	Canon Card Set-A3 (101-200)	iR ADVANCE C9075/C9065	\$ 462.00	N/A	0.4004	\$ 277.00
4781B004	Canon Card Set-A4 (201-300)	iR ADVANCE C9075/C9065	\$ 462.00	N/A	0.4004	\$ 277.00
4781B005	Canon Card Set-A5 (301-500)	iR ADVANCE C9075/C9065	\$ 935.00	N/A	0.4096	\$ 552.00
4781B006	Canon Card Set-A6 (501-1000)	iR ADVANCE C9075/C9065	\$ 2,352.00	N/A	0.4133	\$ 1,380.00
7518A004	Braille Label Kit-F1	iR ADVANCE C9075/C9065	\$ 35.00	N/A	0.2857	\$ 25.00
1095B001	ADF Access Handle-A1	iR ADVANCE C9075/C9065	\$ 146.00	N/A	0.3630	\$ 93.00
3726B001	Copy Control Interface Kit-A1	iR ADVANCE C9075/C9065	\$ 53.00	N/A	0.3962	\$ 32.00
1727V838	Convenience Stapler-B1	iR ADVANCE C9075/C9065	\$ 300.00	N/A	0.5733	\$ 128.00
3736B005	PCL Printer Kit-AD1e	iR ADVANCE C9075/C9065	\$ 1,050.00	N/A	0.5486	\$ 474.00
3737B005	PS Printer Kit-AD1e	iR ADVANCE C9075/C9065	\$ 1,470.00	N/A	0.5966	\$ 593.00
3674B004	Direct Print Kit (for PDF/XPS)-H1e	iR ADVANCE C9075/C9065	\$ 578.00	N/A	0.6021	\$ 230.00
1337B011	Encrypted Secure Print-D1e	iR ADVANCE C9075/C9065	\$ 473.00	N/A	0.4588	\$ 256.00
3999B004	Barcode Printing Kit-D1e	iR ADVANCE C9075/C9065	\$ 840.00	N/A	0.5131	\$ 409.00
2738B007	Web Access Software-H1e	iR ADVANCE C9075/C9065	\$ 240.00	N/A	0.6958	\$ 73.00
3405B010	Universal Send Advanced Feature Set-D1e	iR ADVANCE C9075/C9065	\$ 1,155.00	N/A	0.4242	\$ 665.00
3406B006	Universal Send Security Feature Set-D1e	iR ADVANCE C9075/C9065	\$ 945.00	N/A	0.4042	\$ 563.00
1326B013	Universal Send Digital User Signature Kit-C1e	iR ADVANCE C9075/C9065	\$ 1,050.00	N/A	0.5133	\$ 511.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
0634B022	Universal Send Searchable PDF/XPS Kit-D1e	iR ADVANCE C9075/C9065	\$ 578.00	N/A	0.4256	\$ 332.00
0633B018	Universal Send PDF Encryption Kit-D1e	iR ADVANCE C9075/C9065	\$ 473.00	N/A	0.4038	\$ 282.00
4140B191	AA PROX V2.2 Software Only e	iR ADVANCE C9075/C9065	\$ 449.00	N/A	0.3653	\$ 285.00
5105B009	AA PROX V2.2 Starter Package	iR ADVANCE C9075/C9065	\$ 599.00	N/A	0.3489	\$ 390.00
4164BE36	Authorized Send Kit V5.0 (1 License)	iR ADVANCE C9075/C9065	\$ 1,100.00	N/A	0.4691	\$ 584.00
4164BE37	Authorized Send Kit V5.0 (10 Licenses)	iR ADVANCE C9075/C9065	\$ 10,500.00	N/A	0.4718	\$ 5,546.00
4164BE38	Authorized Send Kit V5.0 (100 Licenses)	iR ADVANCE C9075/C9065	\$ 105,000.00	N/A	0.4718	\$ 55,460.00
3732B002	Super G3 FAX Board-AD1	iR ADVANCE C9075/C9065	\$ 840.00	N/A	0.4155	\$ 491.00
3733B002	Super G3 2nd Line Fax Board-AD1	iR ADVANCE C9075/C9065	\$ 525.00	N/A	0.4152	\$ 307.00
3677B002	Super G3 3rd/4th Line Fax Board-AE1	iR ADVANCE C9075/C9065	\$ 1,050.00	N/A	0.4162	\$ 613.00
3679B005	Remote FAX Kit-A1e	iR ADVANCE C9075/C9065	\$ 420.00	N/A	0.5119	\$ 205.00
1082B006	Secure Watermark-B1	iR ADVANCE C9075/C9065	\$ 1,050.00	N/A	0.4162	\$ 613.00
1082B010	Secure Watermark-B1e	iR ADVANCE C9075/C9065	\$ 1,050.00	N/A	0.4162	\$ 613.00
3680B003	Wireless LAN Board-B2	iR ADVANCE C9075/C9065	\$ 683.00	N/A	0.4012	\$ 409.00
3738B001	USB Device Port-A1	iR ADVANCE C9075/C9065	\$ 105.00	N/A	0.4095	\$ 62.00
3721B002	Multimedia Reader/Writer-A1	iR ADVANCE C9075/C9065	\$ 630.00	N/A	0.5127	\$ 307.00
3668B001	Additional Memory Type B (512MB)	iR ADVANCE C9075/C9065	\$ 263.00	N/A	0.4144	\$ 154.00
3840B002	Document Scan Lock Kit-A1	iR ADVANCE C9075/C9065	\$ 2,625.00	N/A	0.4160	\$ 1,533.00
4002B002	Data Erase Kit-C1	iR ADVANCE C9075/C9065	\$ 341.00	N/A	0.3988	\$ 205.00
4002B004	Data Erase Kit-C1e	iR ADVANCE C9075/C9065	\$ 341.00	N/A	0.3988	\$ 205.00
3718B002	HDD Data Encryption and Mirroring Kit-C1	iR ADVANCE C9075/C9065	\$ 525.00	N/A	0.4152	\$ 307.00
3741B001	Removable HDD Kit-AB1	iR ADVANCE C9075/C9065	\$ 1,050.00	N/A	0.4162	\$ 613.00
3739B001	3.5inch/80GB HDD-A1	iR ADVANCE C9075/C9065	\$ 368.00	N/A	0.4429	\$ 205.00
3740B001	3.5inch/1TB HDD-B1	iR ADVANCE C9075/C9065	\$ 1,365.00	N/A	0.5128	\$ 665.00
2906B002	IPSec Board-B2	iR ADVANCE C9075/C9065	\$ 630.00	N/A	0.5127	\$ 307.00
2905B002	Expansion Bus Board-F2	iR ADVANCE C9075/C9065	\$ 263.00	N/A	0.4144	\$ 154.00
3681B001	Voice Guidance Kit-F1	iR ADVANCE C9075/C9065	\$ 840.00	N/A	0.5131	\$ 409.00
3682B002	Voice Operation Kit-C1	iR ADVANCE C9075/C9065	\$ 1,890.00	N/A	0.5132	\$ 920.00
4001B002	Remote Operator's Software Kit-B1	iR ADVANCE C9075/C9065	\$ 315.00	N/A	0.5111	\$ 154.00
4001B004	Remote Operator's Software Kit-B1e	iR ADVANCE C9075/C9065	\$ 315.00	N/A	0.5111	\$ 154.00
3575B258	Universal Login Manager - 1 Device License	iR ADVANCE C9075/C9065	\$ 390.00	N/A	0.4590	\$ 211.00
3575B328	Universal Login Manager - 5 Device License	iR ADVANCE C9075/C9065	\$ 1,925.00	N/A	0.4587	\$ 1,042.00
3575B259	Universal Login Manager - 10 Device License	iR ADVANCE C9075/C9065	\$ 3,806.00	N/A	0.4595	\$ 2,057.00
3575B353	MiCard PLUS	iR ADVANCE C9075/C9065	\$ 250.00	N/A	0.3360	\$ 166.00
3393B001	imagePASS-A1	iR ADVANCE C9075/C9065	\$ 7,000.00	N/A	0.4440	\$ 3,892.00
1245B002	Secure Erase V1.1 (for imagePASS-A1)	iR ADVANCE C9075/C9065	\$ 900.00	N/A	0.4044	\$ 536.00
0448A030	512MB Option Memory (for imagePASS-A1 and PS Printer Kit-AD1)	iR ADVANCE C9075/C9065	\$ 263.00	N/A	0.4144	\$ 154.00
7752A025	Productivity Package (for imagePASS-A1)	iR ADVANCE C9075/C9065	\$ 8,000.00	N/A	0.3796	\$ 4,963.00
3489B016	ColorPASS-GX300 V2 Professional Color Solution Bundle	iR ADVANCE C9075/C9065	\$ 23,950.00	N/A	0.4581	\$ 12,979.00
3489B007	ColorPASS-GX300 V2	iR ADVANCE C9075/C9065	\$ 20,000.00	N/A	0.4703	\$ 10,595.00
6596A035	Seequence Impose	iR ADVANCE C9075/C9065	\$ 2,450.00	N/A	0.3645	\$ 1,557.00
2351B003	Seequence Compose	iR ADVANCE C9075/C9065	\$ 1,014.00	N/A	0.2801	\$ 730.00
6596A037	Seequence Suite	iR ADVANCE C9075/C9065	\$ 3,000.00	N/A	0.3513	\$ 1,946.00
0134B003	Removable Hard Disk Drive Kit-B1	iR ADVANCE C9075/C9065	\$ 2,048.00	N/A	0.4297	\$ 1,168.00
7752A022	Graphic Arts Package, Premium Edition, V.2.2	iR ADVANCE C9075/C9065	\$ 6,200.00	N/A	0.3879	\$ 3,795.00
8002A004	X-Rite Eye-One Color Spectrophotometer	iR ADVANCE C9075/C9065	\$ 1,300.00	N/A	0.3262	\$ 876.00
3438B020	X-Rite i1 Process Control Software for imageRUNNER ADVANCE C9075 PRO/ C9065 PRO/ C7065/ C7055	iR ADVANCE C9075/C9065	\$ 900.00	N/A	0.4156	\$ 526.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage	(Percentage Amount, should be equal to or greater than GSA Discount)	
8002A008	i1 Process Control Software & i1iSis Automated Chart Reader	iR ADVANCE C9075/C9065	\$ 3,950.00	N/A	0.3187	\$ 2,691.00
8002A009	i1 Process Control Software & i1iSis Automated Chart Reader - XL	iR ADVANCE C9075/C9065	\$ 4,950.00	N/A	0.3208	\$ 3,362.00
3438B022	X-Rite i1 iO Automated Scanning Table	iR ADVANCE C9075/C9065	\$ 2,595.00	N/A	0.3064	\$ 1,800.00
1099V652	Integrated Interface & Stand-A1	iR ADVANCE C9075/C9065	\$ 3,150.00	N/A	0.3359	\$ 2,092.00
4140B397	imageRUNNER ADVANCE Desktop V3.0 1L with 3 yrs Software Maintenance	iR ADVANCE C9075/C9065	\$ 340.00	N/A	0.3618	\$ 217.00
4140B398	imageRUNNER ADVANCE Desktop V3.0 5L with 3 yrs Software Maintenance	iR ADVANCE C9075/C9065	\$ 1,400.00	N/A	0.4157	\$ 818.00
4140B399	imageRUNNER ADVANCE Desktop V3.0 20L with 3 yrs Software Maintenance	iR ADVANCE C9075/C9065	\$ 4,000.00	N/A	0.4160	\$ 2,336.00
4165B073	Workflow Composer w/ MEAP Connectors V2.2 1L (1 to 4 licenses)	iR ADVANCE C9075/C9065	\$ 1,000.00	N/A	0.5130	\$ 487.00
4165B074	Workflow Composer w/ MEAP Connectors V2.2 1L (5 to 19 licenses)	iR ADVANCE C9075/C9065	\$ 800.00	N/A	0.5125	\$ 390.00
4165B075	Workflow Composer w/ MEAP Connectors V2.2 1L (20 or more licenses)	iR ADVANCE C9075/C9065	\$ 750.00	N/A	0.5133	\$ 365.00
4165B036	MEAP Connector for SharePoint Server v1.0.5 (1 Device) e	iR ADVANCE C9075/C9065	\$ 900.00	N/A	0.4156	\$ 526.00
5105B020	AA Prox V2.2 with WFC & MEAP Connectors e	iR ADVANCE C9075/C9065	\$ 1,449.00	N/A	0.4893	\$ 740.00
5105B021	AA Prox V2.2 with Tracker V1.2.2 e	iR ADVANCE C9075/C9065	\$ 1,449.00	N/A	0.4224	\$ 837.00
4143B039	imageWARE Document Server V2.0E 1Le with 3 yrs Software Maintenance	iR ADVANCE C9075/C9065	\$ 2,800.00	N/A	0.4161	\$ 1,635.00
4143B046	Client Access License for imageWARE Document Server v2.0 5CAL	iR ADVANCE C9075/C9065	\$ 550.00	N/A	0.3618	\$ 351.00
4143B047	Client Access License for imageWARE Document Server v2.0 20CAL	iR ADVANCE C9075/C9065	\$ 1,800.00	N/A	0.3783	\$ 1,119.00
4143B048	Client Access License for imageWARE Document Server v2.0 100CAL	iR ADVANCE C9075/C9065	\$ 5,000.00	N/A	0.3772	\$ 3,114.00
7494A696	imageWARE Document Server V1.0/1.1 1L 1 yr Software Maintenance Extension	iR ADVANCE C9075/C9065	\$ 400.00	N/A	0.4150	\$ 234.00
7494A766	imageWARE Document Server V1.1 1L & DT 5L 1 yr Software Maintenance Extension	iR ADVANCE C9075/C9065	\$ 600.00	N/A	0.4150	\$ 351.00
7494A752	imageRUNNER ADVANCE Desktop 1L 1 yr Maint Extension (Essentials Lite)	iR ADVANCE C9075/C9065	\$ 60.00	N/A	0.4167	\$ 35.00
7494A689	imageRUNNER ADVANCE Desktop 5L 1 yr Software Maintenance Extension	iR ADVANCE C9075/C9065	\$ 200.00	N/A	0.4150	\$ 117.00
7494A751	imageRUNNER ADVANCE Desktop 20L 1 yr Maint Extension	iR ADVANCE C9075/C9065	\$ 500.00	N/A	0.4160	\$ 292.00
7494A698	imageWARE Scan Manager DS V1.0E 1L with 3 yrs Software Maintenance	iR ADVANCE C9075/C9065	\$ 2,400.00	N/A	0.4158	\$ 1,402.00
7494A699	imageWARE Scan Manager DS V1.0EFS 1L 1 yr Software Maintenance Extension	iR ADVANCE C9075/C9065	\$ 350.00	N/A	0.4143	\$ 205.00
5377B002	PRISMAsync iR ADV License Activation Kit	iR ADVANCE 9075S/9065S	\$ 11,320.00	N/A	0.6046	\$ 4,476.00
5614B001	Operator Attention Light	iR ADVANCE 9075S/9065S	\$ 950.00	N/A	0.6295	\$ 352.00
3691B002	Paper Deck Unit-A1	iR ADVANCE 9075S/9065S	\$ 2,520.00	N/A	0.6754	\$ 818.00
3692B002	POD Deck Lite-A1	iR ADVANCE 9075S/9065S	\$ 4,095.00	N/A	0.6755	\$ 1,329.00
3699B002	Multi-drawer Paper Deck-A1	iR ADVANCE 9075S/9065S	\$ 9,240.00	N/A	0.6173	\$ 3,536.00
3111B001	Double Feed Detection Kit -A1(For Side paper Deck)	iR ADVANCE 9075S/9065S	\$ 420.00	N/A	0.6714	\$ 138.00
3701B002	Staple Finisher-A1	iR ADVANCE 9075S/9065S	\$ 6,300.00	N/A	0.4619	\$ 3,390.00
3703B002	Booklet Finisher-A1	iR ADVANCE 9075S/9065S	\$ 9,450.00	N/A	0.4783	\$ 4,930.00
2988B001	Inner Booklet Trimmer-A1	iR ADVANCE 9075S/9065S	\$ 6,300.00	N/A	0.6756	\$ 2,044.00
2895B002	Puncher Unit-BF1	iR ADVANCE 9075S/9065S	\$ 840.00	N/A	0.6750	\$ 273.00
3842B005	Professional Puncher-C1 (Incl. Integration Unit-B1)	iR ADVANCE 9075S/9065S	\$ 15,000.00	N/A	0.5081	\$ 7,379.00
3028B001	Plastic Comb 19-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B002	Twin Loop 21-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B003	Twin Loop 32-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B004	Color Coil 44-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B005	Velo Bind 11-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B006	Loose Leaf 3-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B021	Pro Click 32-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B022	Loose Leaf 5-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B033	High Durability Plastic Comb 19-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 3,000.00	N/A	0.6757	\$ 973.00
3028B034	High Durability Color Coil 44-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 2,800.00	N/A	0.6754	\$ 909.00
3028B035	High Durability Loose Leaf 3-Hole Punch LTR-A1	iR ADVANCE 9075S/9065S	\$ 2,500.00	N/A	0.6756	\$ 811.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3708B002	Document Insertion Unit-H1	iR ADVANCE 9075S/9065S	\$ 5,565.00	N/A	0.4492	\$ 3,065.00
3711B001	Paper Folding Unit-G1	iR ADVANCE 9075S/9065S	\$ 12,600.00	N/A	0.4324	\$ 7,152.00
3700B001	Copy Tray-P1	iR ADVANCE 9075S/9065S	\$ 210.00	N/A	0.4143	\$ 123.00
6793A004	Tab Feeding Attachment Kit-B1	iR ADVANCE 9075S/9065S	\$ 168.00	N/A	0.5119	\$ 82.00
3873B001	Key Switch Unit-B1	iR ADVANCE 9075S/9065S	\$ 53.00	N/A	0.3962	\$ 32.00
1095B001	ADF Access Handle-A1	iR ADVANCE 9075S/9065S	\$ 146.00	N/A	0.3630	\$ 93.00
1727V838	Convenience Stapler-B1	iR ADVANCE 9075S/9065S	\$ 300.00	N/A	0.5733	\$ 128.00
3741B001	Removable HDD Kit-AB1	iR ADVANCE 9075S/9065S	\$ 1,050.00	N/A	0.4162	\$ 613.00
3740B001	3.5inch/1TB HDD-B1	iR ADVANCE 9075S/9065S	\$ 1,365.00	N/A	0.5128	\$ 665.00
					#DIV/0!	#DIV/0!
1407B008	Color UFR II/PCL/PS Printer Kit-T2 (Canon embedded Controller)	imagePRESS C7010VP/C6010CP/C6010	\$ 5,880.00	N/A	0.6437	\$ 2,095.00
0990B023	imagePRESS Server A3200 with Integrated Interface & Stand-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 63,000.00	N/A	0.3822	\$ 38,919.00
0991B023	imagePRESS Server A2200 Set	imagePRESS C7010VP/C6010CP/C6010	\$ 41,500.00	N/A	0.3693	\$ 26,173.00
0992B018	imagePRESS Server A1200 Set	imagePRESS C7010VP/C6010CP/C6010	\$ 28,800.00	N/A	0.3649	\$ 18,292.00
4769B004	imagePRESS CR Server A7500 with Stand-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 55,500.00	N/A	0.4965	\$ 27,946.00
3841B012	imagePRESS CR Server A7000 V2 with Stand-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 37,500.00	N/A	0.4991	\$ 18,784.00
0468B006	Color Image Reader-H1 Set	imagePRESS C7010VP/C6010CP/C6010	\$ 2,730.00	N/A	0.5132	\$ 1,329.00
1121B001	Platen Cover Type K	imagePRESS C7010VP/C6010CP/C6010	\$ 168.00	N/A	0.3214	\$ 114.00
0470B002	DADF-R1	imagePRESS C7010VP/C6010CP/C6010	\$ 2,940.00	N/A	0.5633	\$ 1,284.00
1399B001	Stack Bypass-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,260.00	N/A	0.6524	\$ 438.00
1873B002	Paper Deck-AC1	imagePRESS C7010VP/C6010CP/C6010	\$ 5,040.00	N/A	0.6536	\$ 1,746.00
1400B001	POD Deck-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 14,175.00	N/A	0.5599	\$ 6,238.00
1400B005	Secondary POD Deck-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 14,175.00	N/A	0.5599	\$ 6,238.00
4491B002	Finisher-AJ1	imagePRESS C7010VP/C6010CP/C6010	\$ 13,020.00	N/A	0.6425	\$ 4,655.00
4492B002	Saddle Finisher-AJ2	imagePRESS C7010VP/C6010CP/C6010	\$ 16,380.00	N/A	0.6452	\$ 5,811.00
2898B001	Booklet Trimmer-D1	imagePRESS C7010VP/C6010CP/C6010	\$ 9,975.00	N/A	0.3334	\$ 6,649.00
2827B002	Two-Knife Booklet Trimmer-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 47,250.00	N/A	0.6431	\$ 16,865.00
1741B002	High Capacity Stacker-C1	imagePRESS C7010VP/C6010CP/C6010	\$ 21,000.00	N/A	0.4852	\$ 10,811.00
2467B005	Perfect Binder-B1 with Document Insertion Unit	imagePRESS C7010VP/C6010CP/C6010	\$ 52,290.00	N/A	0.3819	\$ 32,319.00
0518B002	Document Insertion Unit-C1 Set	imagePRESS C7010VP/C6010CP/C6010	\$ 1,890.00	N/A	0.4053	\$ 1,124.00
3109B002	Puncher Unit-BB1	imagePRESS C7010VP/C6010CP/C6010	\$ 945.00	N/A	0.6307	\$ 349.00
1091B001	Stacker Dolly-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 630.00	N/A	0.4302	\$ 359.00
2825B004	Professional Puncher-B1 (Includes Integration Unit-A1)	imagePRESS C7010VP/C6010CP/C6010	\$ 15,000.00	N/A	0.4847	\$ 7,730.00
3028B001	Plastic Comb 19-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B002	Twin Loop 21-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B003	Twin Loop 32-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B004	Color Coil 44-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B005	Velo Bind 11-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B006	Loose Leaf 3-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B021	Pro Click 32-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B022	Loose Leaf 5-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B033	High Durability Plastic Comb 19-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 3,000.00	N/A	0.6757	\$ 973.00
3028B034	High Durability Color Coil 44-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 2,800.00	N/A	0.6754	\$ 909.00
3028B035	High Durability Loose Leaf 3-Hole Punch LTR-A1	imagePRESS C7010VP/C6010CP/C6010	\$ 2,500.00	N/A	0.6756	\$ 811.00
6575A001	Card Reader-C1	imagePRESS C7010VP/C6010CP/C6010	\$ 321.00	N/A	0.3427	\$ 211.00
0500A002	Basic Card Set	imagePRESS C7010VP/C6010CP/C6010	\$ 175.00	N/A	0.3943	\$ 106.00
0499A004	Copy Card Set 1 (1-30)	imagePRESS C7010VP/C6010CP/C6010	\$ 161.00	N/A	0.4037	\$ 96.00

Exhibit C-3 Equipment

SUPPLIER	ITEM	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT GSA DISCOUNT (Percentage Amount)	VITA DISCOUNT (Percentage Amount, should be equal to or greater than GSA Discount)	Purchase Price
0499A005	Copy Card Set 2 (31-100)		imagePRESS C7010VP/C6010CP/C6010	\$ 353.00	N/A	0.3994	\$ 212.00
0499A006	Copy Card Set 3 (101-200)		imagePRESS C7010VP/C6010CP/C6010	\$ 470.00	N/A	0.3936	\$ 285.00
8203A002	Key Switch Unit-A2		imagePRESS C7010VP/C6010CP/C6010	\$ 44.00	N/A	0.4091	\$ 26.00
1095B001	ADF Access Handle-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 146.00	N/A	0.3630	\$ 93.00
2380B001	System Accessory Attachment Kit-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 116.00	N/A	0.5086	\$ 57.00
7518A003	Braille Label Kit-E1		imagePRESS C7010VP/C6010CP/C6010	\$ 35.00	N/A	0.3143	\$ 24.00
2389B001	Tab Feeding Attachment - C1		imagePRESS C7010VP/C6010CP/C6010	\$ 168.00	N/A	0.5119	\$ 82.00
1348V957	Convenience Stapler-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 300.00	N/A	0.6733	\$ 98.00
6357B001	Square Fold Booklet Maker with Two-Knife Trimmer		imagePRESS C7010VP/C6010CP/C6010	\$ 64,050.00	N/A	0.3504	\$ 41,606.00
1332B006	Color Universal Send Kit-G1e		imagePRESS C7010VP/C6010CP/C6010	\$ 788.00	N/A	0.4150	\$ 461.00
1323B002	Universal Send PDF Advanced Feature Set-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 1,155.00	N/A	0.4242	\$ 665.00
1324B002	Universal Send PDF Security Feature Set-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 945.00	N/A	0.4042	\$ 563.00
1326B002	Digital User Signature PDF Kit-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 1,050.00	N/A	0.5133	\$ 511.00
1329B002	Web Access Software-E1		imagePRESS C7010VP/C6010CP/C6010	\$ 1,050.00	N/A	0.5133	\$ 511.00
1082B006	Secure Watermark Kit-B1		imagePRESS C7010VP/C6010CP/C6010	\$ 1,050.00	N/A	0.4162	\$ 613.00
1897B004	HDD Data Encryption Kit-B9		imagePRESS C7010VP/C6010CP/C6010	\$ 630.00	N/A	0.4952	\$ 318.00
4002B002	Data Erase Kit-C1		imagePRESS C7010VP/C6010CP/C6010	\$ 341.00	N/A	0.3988	\$ 205.00
9598A006	Voice Guidance Kit-B1		imagePRESS C7010VP/C6010CP/C6010	\$ 840.00	N/A	0.5131	\$ 409.00
4001B002	Remote Operator's Software Kit-B1		imagePRESS C7010VP/C6010CP/C6010	\$ 315.00	N/A	0.5111	\$ 154.00
7752A022	Graphic Arts Package, Premium Edition, V.2.2		imagePRESS C7010VP/C6010CP/C6010	\$ 6,200.00	N/A	0.3879	\$ 3,795.00
6596A035	Seequence Impose		imagePRESS C7010VP/C6010CP/C6010	\$ 2,450.00	N/A	0.3645	\$ 1,557.00
2351B003	Seequence Compose		imagePRESS C7010VP/C6010CP/C6010	\$ 1,014.00	N/A	0.2801	\$ 730.00
6596A037	Seequence Suite		imagePRESS C7010VP/C6010CP/C6010	\$ 3,000.00	N/A	0.3513	\$ 1,946.00
1099V652	Integrated Interface & Stand-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 3,150.00	N/A	0.3359	\$ 2,092.00
0134B003	Removable Hard Disk Drive Kit-B1		imagePRESS C7010VP/C6010CP/C6010	\$ 2,048.00	N/A	0.4297	\$ 1,168.00
0134B004	Removable HDD Kit-B2		imagePRESS C7010VP/C6010CP/C6010	\$ 4,700.00	N/A	0.4100	\$ 2,773.00
0134B005	Removable HDD Kit-B3		imagePRESS C7010VP/C6010CP/C6010	\$ 3,450.00	N/A	0.4075	\$ 2,044.00
4105B001	Process Power Pack-A1		imagePRESS C7010VP/C6010CP/C6010	\$ 11,000.00	N/A	0.3675	\$ 6,957.00
5629B009	imagePRESS VPS/S series License Activation Kit with PRISMA Prepare		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 23,700.00	N/A	0.3313	\$ 15,849.00
5629B010	imagePRESS VPS/S series License Activation Kit without PRISMA Prepare		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 14,800.00	N/A	0.3882	\$ 9,055.00
0468B006	Color Image Reader-H1 Set		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 2,730.00	N/A	0.5132	\$ 1,329.00
1121B001	Platen Cover Type K		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 168.00	N/A	0.3214	\$ 114.00
0470B002	DADF-R1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 2,940.00	N/A	0.5633	\$ 1,284.00
1399B001	Stack Bypass-A1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,260.00	N/A	0.6524	\$ 438.00
1873B002	Paper Deck-AC1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 5,040.00	N/A	0.6536	\$ 1,746.00
1400B001	POD Deck-A1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 14,175.00	N/A	0.5599	\$ 6,238.00
1400B005	Secondary POD Deck-A1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 14,175.00	N/A	0.5599	\$ 6,238.00
4491B002	Finisher-AJ1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 13,020.00	N/A	0.6425	\$ 4,655.00
4492B002	Saddle Finisher-AJ2		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 16,380.00	N/A	0.6452	\$ 5,811.00
2898B001	Booklet Trimmer-D1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 9,975.00	N/A	0.3334	\$ 6,649.00
2827B002	Two-Knife Booklet Trimmer-A1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 47,250.00	N/A	0.6431	\$ 16,865.00
1741B002	High Capacity Stacker-C1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 21,000.00	N/A	0.4852	\$ 10,811.00
0518B002	Document Insertion Unit-C1 Set		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,890.00	N/A	0.4053	\$ 1,124.00
3109B002	Puncher Unit-BB1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 945.00	N/A	0.6307	\$ 349.00
1091B001	Stacker Dolly-A1		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 630.00	N/A	0.4302	\$ 359.00
2825B004	Professional Puncher-B1 (Includes Integration Unit-A1)		imagePRESS C7010VPS/C6010CPS/C6010S	\$ 15,000.00	N/A	0.4847	\$ 7,730.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3028B001	Plastic Comb 19-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B002	Twin Loop 21-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B003	Twin Loop 32-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B004	Color Coil 44-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B005	Velo Bind 11-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B006	Loose Leaf 3-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B021	Pro Click 32-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B022	Loose Leaf 5-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B033	High Durability Plastic Comb 19-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 3,000.00	N/A	0.6757	\$ 973.00
3028B034	High Durability Color Coil 44-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 2,800.00	N/A	0.6754	\$ 909.00
3028B035	High Durability Loose Leaf 3-Hole Punch LTR-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 2,500.00	N/A	0.6756	\$ 811.00
1095B001	ADF Access Handle-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 146.00	N/A	0.3630	\$ 93.00
2389B001	Tab Feeding Attachment - C1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 168.00	N/A	0.5119	\$ 82.00
1348V957	Convenience Stapler-A1	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 300.00	N/A	0.6733	\$ 98.00
6357B001	Square Fold Booklet Maker with Two-Knife Trimmer	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 64,050.00	N/A	0.3504	\$ 41,606.00
2467B005	Perfect Binder-B1 with Document Insertion Unit	imagePRESS C7010VPS/C6010CPS/C6010S	\$ 52,290.00	N/A	0.3819	\$ 32,319.00
5951B002	Staple Finisher-N1	Accessories 8285/8295/8205 Models	\$ 6,300.00	N/A	0.4914	\$ 3,204.00
5952B002	Booklet Finisher-N1	Accessories 8285/8295/8205 Models	\$ 9,450.00	N/A	0.4783	\$ 4,930.00
5954B002	Booklet Finisher-Q1 PRO	Accessories 8285/8295/8205 Models	\$ 11,025.00	N/A	0.4832	\$ 5,698.00
2988B001	Inner Booklet Trimmer-A1 (for Booklet Finisher-N1)	Accessories 8285/8295/8205 Models	\$ 6,300.00	N/A	0.6756	\$ 2,044.00
2898B001	Booklet Trimmer-D1	Accessories 8285/8295/8205 Models	\$ 9,975.00	N/A	0.3334	\$ 6,649.00
2895B002	Puncher Unit-BF1 (for Staple Finisher-D1 and Booklet Finisher-D1)	Accessories 8285/8295/8205 Models	\$ 840.00	N/A	0.6750	\$ 273.00
5738B002	Puncher Unit-BS1 (for Booklet Finisher-Q1 PRO)	Accessories 8285/8295/8205 Models	\$ 945.00	N/A	0.6307	\$ 349.00
3881B010	Document Insertion Unit-K1 (for Staple Finisher-D1, Booklet Finisher-D1 and Booklet Finisher-F1 PRO)	Accessories 8285/8295/8205 Models	\$ 5,565.00	N/A	0.5337	\$ 2,595.00
3882B002	Paper Folding Unit-H1 (for Staple Finisher-N1, Booklet Finisher-N1 or Booklet Finisher-Q1 PRO)	Accessories 8285/8295/8205 Models	\$ 12,600.00	N/A	0.5324	\$ 5,892.00
2903B004	imageWARE Prepress Manager Select V2.1 with imagePRESS Printer Kit-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 5,880.00	N/A	0.5109	\$ 2,876.00
2916B001	imagePRESS Server J200 V1.2	imagePRESS 1110+ / 1125+ / 1135+	\$ 22,500.00	N/A	0.5930	\$ 9,157.00
3113B001	imagePRESS Server J100 V1.2	imagePRESS 1110+ / 1125+ / 1135+	\$ 12,000.00	N/A	0.6513	\$ 4,184.00
2880B002	Color Image Reader-L1 (Includes Single-Pass Duplex Scan Document Feeder)	imagePRESS 1110+ / 1125+ / 1135+	\$ 4,725.00	N/A	0.5932	\$ 1,922.00
2884B002	Secondary POD Deck-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 14,175.00	N/A	0.5599	\$ 6,238.00
2887B002	Multi Drawer Document Insertion Unit-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 21,000.00	N/A	0.5562	\$ 9,319.00
2888B001	Paper Folding Unit-F1	imagePRESS 1110+ / 1125+ / 1135+	\$ 15,750.00	N/A	0.6307	\$ 5,817.00
2886B002	Document Insertion Unit-F1	imagePRESS 1110+ / 1125+ / 1135+	\$ 4,515.00	N/A	0.4319	\$ 2,565.00
2893B002	Finisher-AF1	imagePRESS 1110+ / 1125+ / 1135+	\$ 10,395.00	N/A	0.6089	\$ 4,065.00
2890B005	Finisher-AG1	imagePRESS 1110+ / 1125+ / 1135+	\$ 6,825.00	N/A	0.6451	\$ 2,422.00
2894B002	Saddle Finisher-AF2	imagePRESS 1110+ / 1125+ / 1135+	\$ 17,850.00	N/A	0.6420	\$ 6,390.00
2891B005	Saddle Finisher-AG2	imagePRESS 1110+ / 1125+ / 1135+	\$ 10,395.00	N/A	0.6609	\$ 3,525.00
3109B002	Puncher Unit-BB1	imagePRESS 1110+ / 1125+ / 1135+	\$ 945.00	N/A	0.6307	\$ 349.00
2898B001	Booklet Trimmer-D1	imagePRESS 1110+ / 1125+ / 1135+	\$ 9,975.00	N/A	0.3334	\$ 6,649.00
2827B002	Two-Knife Booklet Trimmer-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 47,250.00	N/A	0.6431	\$ 16,865.00
2876B002	High capacity Stacker-E1(Includes 1 Dolly)	imagePRESS 1110+ / 1125+ / 1135+	\$ 21,000.00	N/A	0.4852	\$ 10,811.00
2885B001	Stacker Dolly-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 630.00	N/A	0.5492	\$ 284.00
2826B002	Perfect Binder-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 45,150.00	N/A	0.5492	\$ 20,352.00
2825B004	Professional Puncher-B1 (Includes Integration Unit-A1)	imagePRESS 1110+ / 1125+ / 1135+	\$ 15,000.00	N/A	0.4847	\$ 7,730.00
3028B001	Plastic Comb 19-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3028B002	Twin Loop 21-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B003	Twin Loop 32-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B004	Color Coil 44-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B005	Velo Bind 11-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B006	Loose Leaf 3-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B021	Pro Click 32-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B022	Loose Leaf 5-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,000.00	N/A	0.6750	\$ 325.00
3028B033	High Durability Plastic Comb 19-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 3,000.00	N/A	0.6757	\$ 973.00
3028B034	High Durability Color Coil 44-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 2,800.00	N/A	0.6754	\$ 909.00
3028B035	High Durability Loose Leaf 3-Hole Punch LTR-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 2,500.00	N/A	0.6756	\$ 811.00
3245B001	Tab Feeding Attachment-E1	imagePRESS 1110+ / 1125+ / 1135+	\$ 168.00	N/A	0.5119	\$ 82.00
6575A001	Card Reader-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 321.00	N/A	0.3427	\$ 211.00
3266B001	Card Reader Attachment Kit-G1	imagePRESS 1110+ / 1125+ / 1135+	\$ 105.00	N/A	0.3619	\$ 67.00
0500A002	Basic Card Set	imagePRESS 1110+ / 1125+ / 1135+	\$ 175.00	N/A	0.3943	\$ 106.00
0499A004	Copy Card Set 1 (1-30)	imagePRESS 1110+ / 1125+ / 1135+	\$ 161.00	N/A	0.4037	\$ 96.00
0499A005	Copy Card Set 2 (31-100)	imagePRESS 1110+ / 1125+ / 1135+	\$ 353.00	N/A	0.3994	\$ 212.00
0499A006	Copy Card Set 3 (101-200)	imagePRESS 1110+ / 1125+ / 1135+	\$ 470.00	N/A	0.3936	\$ 285.00
7518A003	Braille Label Kit-E1	imagePRESS 1110+ / 1125+ / 1135+	\$ 35.00	N/A	0.3143	\$ 24.00
1095B001	ADF Access Handle-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 146.00	N/A	0.3630	\$ 93.00
4741B001	Copy Control Interface Kit-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 53.00	N/A	0.3962	\$ 32.00
1348V957	Convenience Stapler-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 300.00	N/A	0.6733	\$ 98.00
6357B001	Square Fold Booklet Maker with Two-Knife Trimmer	imagePRESS 1110+ / 1125+ / 1135+	\$ 64,050.00	N/A	0.3504	\$ 41,606.00
3171B006	Color Universal Send Kit-Q1e	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,680.00	N/A	0.4280	\$ 961.00
1323B010	Universal Send Advanced Feature Set-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,155.00	N/A	0.4242	\$ 665.00
1324B010	Universal Send Security Feature Set-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 945.00	N/A	0.4042	\$ 563.00
1326B006	Digital User Signature Kit-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,050.00	N/A	0.4590	\$ 568.00
1642B005	Access Management System Kit-A2	imagePRESS 1110+ / 1125+ / 1135+	\$ 630.00	N/A	0.5381	\$ 291.00
1082B006	Secure Watermark-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,050.00	N/A	0.4162	\$ 613.00
4002B002	Data Erase Kit-C1	imagePRESS 1110+ / 1125+ / 1135+	\$ 341.00	N/A	0.3988	\$ 205.00
3267B002	HDD Data Encryption Kit-B7	imagePRESS 1110+ / 1125+ / 1135+	\$ 630.00	N/A	0.4952	\$ 318.00
4300B002	HDD Data Encryption and Mirroring Kit-D1	imagePRESS 1110+ / 1125+ / 1135+	\$ 683.00	N/A	0.4744	\$ 359.00
4302B001	3.5"/80 GB HDD-F1	imagePRESS 1110+ / 1125+ / 1135+	\$ 368.00	N/A	0.4429	\$ 205.00
2906B001	IP Sec Board-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 630.00	N/A	0.5127	\$ 307.00
2725B002	System Upgrade RAM-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 263.00	N/A	0.4525	\$ 144.00
2905B002	Expansion Bus Board-F2	imagePRESS 1110+ / 1125+ / 1135+	\$ 263.00	N/A	0.4144	\$ 154.00
2908B001	Removable Hard Disk Drive Kit-AA1	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,575.00	N/A	0.3829	\$ 972.00
4001B002	Remote Operator's Software Kit-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 315.00	N/A	0.5111	\$ 154.00
3341B002	Voice Guidance Kit-E1	imagePRESS 1110+ / 1125+ / 1135+	\$ 840.00	N/A	0.5131	\$ 409.00
6596A035	Seequence Impose	imagePRESS 1110+ / 1125+ / 1135+	\$ 2,450.00	N/A	0.3645	\$ 1,557.00
2351B003	Seequence Compose	imagePRESS 1110+ / 1125+ / 1135+	\$ 1,014.00	N/A	0.2801	\$ 730.00
6596A037	Seequence Suite	imagePRESS 1110+ / 1125+ / 1135+	\$ 3,000.00	N/A	0.3513	\$ 1,946.00
8415A001	VDP Enhancement Kit	imagePRESS 1110+ / 1125+ / 1135+	\$ 110.00	N/A	0.4182	\$ 64.00
0134B003	Removable Hard Disk Drive Kit-B1	imagePRESS 1110+ / 1125+ / 1135+	\$ 2,048.00	N/A	0.4297	\$ 1,168.00
0134B006	Removable HDD Kit-B4	imagePRESS 1110+ / 1125+ / 1135+	\$ 4,935.00	N/A	0.4381	\$ 2,773.00
1099V652	Integrated Interface & Stand-A1	imagePRESS 1110+ / 1125+ / 1135+	\$ 3,150.00	N/A	0.3359	\$ 2,092.00
1694V354	Integrated Interface & Stand-B1 (For imagePRESS Server-J100)	imagePRESS 1110+ / 1125+ / 1135+	\$ 2,200.00	N/A	0.3364	\$ 1,460.00

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Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
5892B002	External Paper Input Module-C1 Kit	VarioPrint DP 110/120/135 Accessories	\$ 10,000.00	N/A	0.4400	\$ 5,600.00
6083B001	Covers NO EPIM-C1	VarioPrint DP 110/120/135 Accessories	\$ 120.00	N/A	0.3333	\$ 80.00
2893B002	Finisher-AF1	VarioPrint DP 110/120/135 Accessories	\$ 10,395.00	N/A	0.6089	\$ 4,065.00
6087B001	AF1 Kit-C1	VarioPrint DP 110/120/135 Accessories	\$ 50.00	N/A	0.5400	\$ 23.00
2894B002	Saddle Finisher-AF2	VarioPrint DP 110/120/135 Accessories	\$ 17,850.00	N/A	0.6420	\$ 6,390.00
5580B002	Puncher Unit-BQ1	VarioPrint DP 110/120/135 Accessories	\$ 900.00	N/A	0.5067	\$ 444.00
2898B001	Booklet Trimmer-D1	VarioPrint DP 110/120/135 Accessories	\$ 9,975.00	N/A	0.3334	\$ 6,649.00
2827B002	Two-Knife Booklet Trimmer-A1	VarioPrint DP 110/120/135 Accessories	\$ 47,250.00	N/A	0.6431	\$ 16,865.00
2876B002	High capacity Stacker-E1(Includes 1 Dolly)	VarioPrint DP 110/120/135 Accessories	\$ 21,000.00	N/A	0.4852	\$ 10,811.00
2885B001	Stacker Dolly-C1	VarioPrint DP 110/120/135 Accessories	\$ 630.00	N/A	0.5492	\$ 284.00
2886B002	Document Insertion Unit-F1	VarioPrint DP 110/120/135 Accessories	\$ 4,515.00	N/A	0.4319	\$ 2,565.00
2888B001	Paper Folding Unit-F1	VarioPrint DP 110/120/135 Accessories	\$ 15,750.00	N/A	0.6307	\$ 5,817.00
6079B001	Copy Control Device-C1	VarioPrint DP 110/120/135 Accessories	\$ 150.00	N/A	0.4133	\$ 88.00
6080B001	Operator Attention Light-C1	VarioPrint DP 110/120/135 Accessories	\$ 950.00	N/A	0.4358	\$ 536.00
6086B001	Section 508-1-C1	VarioPrint DP 110/120/135 Accessories	\$ 50.00	N/A	0.4000	\$ 30.00
6086B002	Section 508-2-C1	VarioPrint DP 110/120/135 Accessories	\$ 35.00	N/A	0.4286	\$ 20.00
5868B001	DocBox-C1	VarioPrint DP 110/120/135 Accessories	\$ 1,500.00	N/A	0.6967	\$ 455.00
5870B001	Color scan to file/e-mail-C1	VarioPrint DP 110/120/135 Accessories	\$ 450.00	N/A	0.3511	\$ 292.00
5871B001	Remote User Interface-C1	VarioPrint DP 110/120/135 Accessories	\$ 800.00	N/A	0.3913	\$ 487.00
5873B001	Multiple Queue-C1	VarioPrint DP 110/120/135 Accessories	\$ 700.00	N/A	0.3314	\$ 468.00
5874B001	Streaming-C1	VarioPrint DP 110/120/135 Accessories	\$ 3,000.00	N/A	0.4160	\$ 1,752.00
5877B001	Accounting-C1	VarioPrint DP 110/120/135 Accessories	\$ 450.00	N/A	0.3511	\$ 292.00
5878B001	E-shredding-C1	VarioPrint DP 110/120/135 Accessories	\$ 970.00	N/A	0.7423	\$ 250.00
5876B001	DP Link-C1	VarioPrint DP 110/120/135 Accessories	\$ 3,000.00	N/A	0.6953	\$ 914.00
5880B001	KDK Link-C1	VarioPrint DP 110/120/135 Accessories	\$ 3,000.00	N/A	0.6953	\$ 914.00
5883B001	Microsoft XPS Standard Speed-C1	VarioPrint DP 110/120/135 Accessories	\$ 700.00	N/A	0.4429	\$ 390.00
5886B001	Microsoft XPS High Speed-C1	VarioPrint DP 110/120/135 Accessories	\$ 1,100.00	N/A	0.4691	\$ 584.00
5887B001	Chinese Simpl PS3 Fonts-C1	VarioPrint DP 110/120/135 Accessories	\$ 600.00	N/A	0.3500	\$ 390.00
5888B001	Chinese Trad PS3 Fonts-C1	VarioPrint DP 110/120/135 Accessories	\$ 600.00	N/A	0.3500	\$ 390.00
5889B001	Japanese PS3 Fonts-C1	VarioPrint DP 110/120/135 Accessories	\$ 2,600.00	N/A	0.3262	\$ 1,752.00
5890B001	Korean PS3 Fonts-C1	VarioPrint DP 110/120/135 Accessories	\$ 600.00	N/A	0.3500	\$ 390.00
5889B001	Japanese PS3 Fonts-C1	VarioPrint DP 110/120/135 Accessories	\$ 2,600.00	N/A	0.3262	\$ 1,752.00
1929V950	DP LINK 4980024	VarioPrint 6000 Series	\$ 3,000.00	N/A	0.2987	\$ 2,104.00
2123V476	eNDPS (NOVELL) 4980025	VarioPrint 6000 Series	\$ 450.00	N/A	0.2178	\$ 352.00
2123V477	E-SHREDDING 4980026	VarioPrint 6000 Series	\$ 430.00	N/A	0.1535	\$ 364.00
2129V557	OCE VP6000 SERIES REMOTE VIEWER 4980098	VarioPrint 6000 Series	\$ 750.00	N/A	0.2973	\$ 527.00
2106V889	INTELLIGENT PRINTER DATA STREAM (IPDS) 4980058	VarioPrint 6000 Series	\$ 8,000.00	N/A	0.0164	\$ 7,869.00
2123V478	PCL SRA 4980059	VarioPrint 6000 Series	\$ 6,500.00	N/A	0.2088	\$ 5,143.00
2122V845	KDK LINK 4980097	VarioPrint 6000 Series	\$ 3,000.00	N/A	0.3180	\$ 2,046.00
2123V474	SPEED UPGRADE TO VP6200 4980016	VarioPrint 6000 Series	\$ 58,300.00	N/A	0.4441	\$ 32,411.00
2123V475	SPEED UPGRADE TO VP6250 4980017	VarioPrint 6000 Series	\$ 58,300.00	N/A	0.4441	\$ 32,411.00
2123V484	SPEED UPGRADE TO VP6320 4980091	VarioPrint 6000 Series	\$ 85,100.00	N/A	0.4612	\$ 45,852.00
2125V748	TEMPORARY SPEED UPGRADE FROM (6160 AND 6200) 4980095	VarioPrint 6000 Series	\$ 3,300.00	N/A	0.1233	\$ 2,893.00
2193V136	TEMPORARY SPEED LICENSE (CHANGE VP6160/6200 TO 6320 SPEED FOR 30 DAYS) ULTRAS ONLY 4980095	VarioPrint 6000 Series	\$ 5,000.00	N/A	-0.0520	\$ 5,260.00
2105V138	STREAMING 4980422	VarioPrint 6000 Series	\$ 750.00	N/A	0.2973	\$ 527.00
2105V135	SCAN LOGIC 4980420	VarioPrint 6000 Series	\$ 6,500.00	N/A	0.1908	\$ 5,260.00

Exhibit C-3 Equipment

SUPPLIER	ITEM	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT GSA DISCOUNT (Percentage Amount)	VITA DISCOUNT (Percentage Amount, should be equal to or greater than GSA Discount)	Purchase Price
2142V331	DOCUMENT SCANNER DS 60		VarioPrint 6000 Series	\$ 20,500.00	N/A	0.1886	\$ 16,634.00
1929V970	REMOVEABLE HARD DRIVE FOR THE VP6000 9173401		VarioPrint 6000 Series	\$ 400.00	N/A	0.0375	\$ 385.00
1929V978	STACKER TOP COVER 4980351		VarioPrint 6000 Series	\$ 900.00	N/A	0.2200	\$ 702.00
1929V931	ADDITIONAL ELECTRICAL SET-UP ITEMS FOR SET FINISHER 4980012		VarioPrint 6000 Series	\$ 200.00	N/A	0.1150	\$ 177.00
1929V937	DFD2 INTERFACE 4980031		VarioPrint 6000 Series	\$ 400.00	N/A	#DIV/0!	\$ #DIV/0!
2105V121	DIRECT OEM INTERFACING 4980436		VarioPrint 6000 Series	\$ 375.00	N/A	-0.0250	\$ 410.00
1929V962	PAPER INPUT MODULE 4980008		VarioPrint 6000 Series	\$ 25,000.00	N/A	0.0613	\$ 352.00
1929V960	MEDIA ENHANCEMENT MODULE 4980049		VarioPrint 6000 Series	\$ 19,000.00	N/A	0.3814	\$ 15,465.00
2333V335	DFS30 DFD CROSS OVER BRIDGE 1060122163		VarioPrint 6000 Series	\$ 19,000.00	N/A	0.2722	\$ 13,829.00
1929V974	SET FINISHER MODULE FOR STACKER 4980011		VarioPrint 6000 Series	\$ 3,000.00	N/A	0.2440	\$ 2,268.00
2301V122	IHCS2.1 HIGH CAPACITY STACKER 4980370		VarioPrint 6000 Series	\$ 9,800.00	N/A	0.1376	\$ 8,452.00
1929V979	STACKER TOP COVER FOR ADDITIONAL STACKER 4980351		VarioPrint 6000 Series	\$ 17,000.00	N/A	0.3309	\$ 11,375.00
1929V967	POWERLIFT FOR IHCS 4967226		VarioPrint 6000 Series	\$ 900.00	N/A	0.2200	\$ 702.00
2106V891	PRINT GUARD II 4980377		VarioPrint 6000 Series	\$ 4,950.00	N/A	0.3156	\$ 3,388.00
1929V954	IXDP DIE PUNCH - LIGHT DUTY HOLE PUNCH FOR VP 6160 ONLY 4980450		VarioPrint 6000 Series	\$ 17,500.00	N/A	0.1497	\$ 14,880.00
1929V964	PLASTIC COMB 19 HOLES DIE FOR IXDP 1060097144		VarioPrint 6000 Series	\$ 12,250.00	N/A	0.0833	\$ 11,229.00
1929V963	PLASTIC COIL DIE FOR IXDP 1060082321		VarioPrint 6000 Series	\$ 650.00	N/A	-0.0723	\$ 697.00
1929V986	WIRE DIE FOR IXDP 1060082323		VarioPrint 6000 Series	\$ 650.00	N/A	-0.0723	\$ 697.00
1929V985	VELOBIND DIE FOR IXDP 1060082324		VarioPrint 6000 Series	\$ 650.00	N/A	-0.0723	\$ 697.00
1929V958	LOOSE LEAF DIE FOR IXDP 1060082326		VarioPrint 6000 Series	\$ 650.00	N/A	-0.0723	\$ 697.00
1929V953	IMFS MULTI FORMAT STAPLER 4967230		VarioPrint 6000 Series	\$ 14,500.00	N/A	0.3373	\$ 9,609.00
1943V290	TAPE BINDER 4947063		VarioPrint 6000 Series	\$ 27,000.00	N/A	0.0082	\$ 26,778.00
1929V965	PLATFORM FOR TAPE BINDER 4980442		VarioPrint 6000 Series	\$ 550.00	N/A	0.2545	\$ 410.00
1929V959	LOWER OUTPUT TRAY FOR IHCS 4980084		VarioPrint 6000 Series	\$ 2,000.00	N/A	-0.0230	\$ 2,046.00
1929V990	LETTER BLACK TAPE (CARTON) CGN101S		VarioPrint 6000 Series	\$ 190.00	N/A	-0.0842	\$ 206.00
1929V993	LETTER WHITE TAPE (CARTON) CGN1018S		VarioPrint 6000 Series	\$ 190.00	N/A	-0.0842	\$ 206.00
1929V991	LETTER DARK BLUE (CARTON) CGN110S		VarioPrint 6000 Series	\$ 190.00	N/A	-0.0842	\$ 206.00
1929V992	LETTER RED(CARTON) CGN130S		VarioPrint 6000 Series	\$ 190.00	N/A	-0.0842	\$ 206.00
1929V934	BLM200 BOOKLET MAKER W STARTER KIT 4967236		VarioPrint 6000 Series	\$ 25,125.00	N/A	-0.0743	\$ 26,992.00
1929V935	BOOKLET TRIMMER 4967221		VarioPrint 6000 Series	\$ 13,000.00	N/A	-0.0528	\$ 13,686.00
1929V976	SQUARE SPINE MODULE 4967224		VarioPrint 6000 Series	\$ 12,240.00	N/A	-0.0533	\$ 12,893.00
1929V972	ROTATOR TRANSPORT MODULE 4967238		VarioPrint 6000 Series	\$ 15,500.00	N/A	-0.0732	\$ 16,634.00
1929V968	POWERSTACKER (SQUARE SPINE MODULE 4967224 REQUIRED WITH POWERSTACK) 4967232		VarioPrint 6000 Series	\$ 6,560.00	N/A	#DIV/0!	\$ #DIV/0!
2019V878	BLM200 OPERATOR TRAINING 9717829		VarioPrint 6000 Series	\$ 1,675.00	N/A	0.0642	\$ 6,139.00
1943V288	BLM550 BOOKLET MAKER INCLUDES BRIDGE & BRIDGE COVER 4967227		VarioPrint 6000 Series	\$ 80,000.00	N/A	0.0645	\$ 1,567.00
2019V879	BLM550 OPERATOR TRAINING 9717825		VarioPrint 6000 Series	\$ 1,675.00	N/A	0.0178	\$ 78,577.00
2112V038	BOOKLET MAKER BLM6300 9713425		VarioPrint 6000 Series	\$ 56,580.00	N/A	0.0645	\$ 1,567.00
2112V037	SQUAREFOLD MODULE 9713428		VarioPrint 6000 Series	\$ 13,485.00	N/A	0.1276	\$ 49,358.00
2112V035	BOOKLET TRIMMER 9713426		VarioPrint 6000 Series	\$ 21,491.00	N/A	0.0699	\$ 12,543.00
2213V830	BLM 550 OPTIONAL BOOK STACKER 4967234		VarioPrint 6000 Series	\$ 21,491.00	N/A	0.0629	\$ 20,140.00
2112V036	ROTATOR TRANSPORT MODULE 9713429		VarioPrint 6000 Series	\$ 15,250.00	N/A	0.0626	\$ 14,296.00
1929V951	GBC POWER PUNCH 7610800		VarioPrint 6000 Series	\$ 18,437.00	N/A	0.0344	\$ 17,803.00
1929V977	STACKER 7610820		VarioPrint 6000 Series	\$ 47,000.00	N/A	0.0237	\$ 45,886.00
1929V936	BYPASS STACKER 7610840		VarioPrint 6000 Series	\$ 15,000.00	N/A	0.0541	\$ 14,188.00
1929V949	DIE SET TL 3:1 SQUARE 0131010000		VarioPrint 6000 Series	\$ 20,000.00	N/A	-0.0002	\$ 20,004.00
			VarioPrint 6000 Series	\$ 2,900.00	N/A	-0.0897	\$ 3,160.00

Exhibit C-3 Equipment

SUPPLIER ITEM	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
1929V948	DIE SET TL 3:1 ROUND 0131200000	VarioPrint 6000 Series	\$ 2,900.00	N/A	-0.0897	\$ 3,160.00
1929V947	DIE SET TL 2:1 SQUARE 0131020000	VarioPrint 6000 Series	\$ 2,750.00	N/A	-0.0153	\$ 2,792.00
1929V946	DIE SET TL 2:1 ROUND 0131140000	VarioPrint 6000 Series	\$ 2,750.00	N/A	-0.0153	\$ 2,792.00
1929V944	DIE SET GBC CERLOX 0131000000	VarioPrint 6000 Series	\$ 2,750.00	N/A	-0.0153	\$ 2,792.00
1929V943	DIE SET GBC CERLOX O/S 0131060000	VarioPrint 6000 Series	\$ 2,900.00	N/A	-0.0897	\$ 3,160.00
1929V941	DIE SET COLOR COIL 4:1 0.2475 ROUND 0131150000	VarioPrint 6000 Series	\$ 2,750.00	N/A	-0.0153	\$ 2,792.00
1929V940	DIE SET COLOR COIL 4:1 0.2475 O/S OVAL DIGICOIL 0131190000	VarioPrint 6000 Series	\$ 3,750.00	N/A	0.0277	\$ 3,646.00
1929V942	DIE SET COLOR COIL 5:1 ROUND 0131080000	VarioPrint 6000 Series	\$ 2,900.00	N/A	-0.0897	\$ 3,160.00
1929V939	DIE SET 3-5-7 LOOSE LEAF ROUND 5/16" 0131030000	VarioPrint 6000 Series	\$ 1,950.00	N/A	-0.0579	\$ 2,063.00
1929V938	DIE SET 2-4 HOLE A4 LOOSE LEAF (6MM) 0131090000	VarioPrint 6000 Series	\$ 1,950.00	N/A	-0.0579	\$ 2,063.00
1929V945	DIE SET PROCLOCK 3:1 SQUARE 0131203000	VarioPrint 6000 Series	\$ 3,750.00	N/A	0.0277	\$ 3,646.00
1929V984	VELOBIND 0131040000	VarioPrint 6000 Series	\$ 1,950.00	N/A	-0.0579	\$ 2,063.00
2019V880	GBC POWER PUNCH USER TRAINING 9717866	VarioPrint 6000 Series	\$ 1,675.00	N/A	0.0537	\$ 1,585.00
1943V289	GLUE BINDER - INCLUDES INPUT MODULE, RECEPTION MODULE, WHITE GLUE BGB1208	VarioPrint 6000 Series	\$ 89,946.00	N/A	-0.0841	\$ 97,510.00
2116V146	BGB1208 GLUE BINDER OPERATOR TRAINING 9717956	VarioPrint 6000 Series	\$ 995.00	N/A	0.0643	\$ 931.00
1929V957	LASERMAX ROLL-FEED SYSTEM FOR VP6000- DOCUSHEETER VP UNWINDER 7900010252	VarioPrint 6000 Series	\$ 34,750.00	N/A	-0.1006	\$ 38,245.00
1929V956	LASERMAX ROLL-FEED SYSTEM FOR VP6000- DOCUSHEETER VP CUTTER(VP6000) 7900010422	VarioPrint 6000 Series	\$ 24,325.00	N/A	-0.0922	\$ 26,568.00
1929V955	LASERMAX ROLL-FEED SYSTEM FOR VP6000- DOCUSHEET VP TRANSPORT (VP6000) 7900010421	VarioPrint 6000 Series	\$ 10,925.00	N/A	-0.1059	\$ 12,082.00
1929V952	HOLE PUNCH FOR LASERMAX ROLL FEED 7900010255	VarioPrint 6000 Series	\$ 9,950.00	N/A	-0.0021	\$ 9,971.00
1929V969	PRINT REGISTRATION FOR LASERMAX ROLL FEED 7900010256	VarioPrint 6000 Series	\$ 12,500.00	N/A	-0.0268	\$ 12,835.00
1929V973	RT. ANGLE OPTION FOR LASERMAX ROLL FEED 7900010519	VarioPrint 6000 Series	\$ 3,050.00	N/A	0.0226	\$ 2,981.00
1929V975	RUNNING PERFORATOR FOR LASERMAX ROLL FEED 7900001240	VarioPrint 6000 Series	\$ 6,900.00	N/A	-0.0557	\$ 7,284.00
1929V981	UNWINDER 3" CHUCK FOR LASERMAX ROLL FEED 7900010257	VarioPrint 6000 Series	\$ 645.00	N/A	-0.0822	\$ 698.00
1929V982	UNWINDER 5" CHUCK FOR LASERMAX ROLL FEED 7900010258	VarioPrint 6000 Series	\$ 645.00	N/A	-0.0822	\$ 698.00
1929V983	UNWINDER 6" CHUCK FOR LASERMAX ROLL FEED 7900010259	VarioPrint 6000 Series	\$ 645.00	N/A	-0.0822	\$ 698.00
2128V054	LASERMAX ROLL FEED SYSTEM INSTALLATION (REQUIRED) 7900010261	VarioPrint 6000 Series	\$ 3,850.00	N/A	-0.0626	\$ 4,091.00
2128V055	LASERMAX ROLL FEED SYSTEM OPERATOR TRAINING (REQUIRED) 7900010262	VarioPrint 6000 Series	\$ 3,850.00	N/A	-0.0626	\$ 4,091.00
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7494A545	imageWARE Scan Manager V4.16 1 Client	SOFTWARE	\$ 2,000.00	N/A	0.5335	\$ 933.00
7494A547	Scan Manager 1 Client 1yr Software Maintenance Extension	SOFTWARE	\$ 380.00	N/A	0.5079	\$ 187.00
7494A548	Scan Manager 5 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 830.00	N/A	0.5108	\$ 406.00
7494A678	Scan Manager Connector for MOSS 1 Client 1-yr Support Extension	SOFTWARE	\$ 200.00	N/A	0.4450	\$ 111.00
7494A661	imageWARE Publishing Manager Version 3.16 1-User License	SOFTWARE	\$ 520.00	N/A	0.4731	\$ 274.00
7494A662	imageWARE Publishing Manager Version 3.16 5-User Licenses	SOFTWARE	\$ 2,000.00	N/A	0.4725	\$ 1,055.00
7494A663	imageWARE Publishing Manager Version 3.16 15-User Licenses	SOFTWARE	\$ 5,200.00	N/A	0.4727	\$ 2,742.00
7494A664	Publishing Manager 3.16 (1-User) and Extended Support	SOFTWARE	\$ 104.00	N/A	0.3942	\$ 63.00
7494A665	Publishing Manager 3.16 (5-User) and Extended Support	SOFTWARE	\$ 400.00	N/A	0.4725	\$ 211.00
7494A666	Publishing Manager 3.16 (15-User) and Extended Support	SOFTWARE	\$ 1,040.00	N/A	0.4731	\$ 548.00
4169B215	imageWARE Prepress Manager V1.3.3 1 User License	SOFTWARE	\$ 6,000.00	N/A	0.4233	\$ 3,460.00
4169B216	imageWARE Prepress Manager V1.3.3 Additional 1 License	SOFTWARE	\$ 3,000.00	N/A	0.2790	\$ 2,163.00
7494A722	imageWARE Prepress Manager Select V2.0	SOFTWARE	\$ 2,000.00	N/A	0.4375	\$ 1,125.00
7494A723	imageWARE Prepress Manager Select V2.0 upgrade	SOFTWARE	\$ 500.00	N/A	0.4740	\$ 263.00
4169B211	JDF Parser v1.3 for iPR1100 Series	SOFTWARE	\$ 750.00	N/A	0.3867	\$ 460.00
4169B209	JDF Parser v1.3 for iR ADV 8000 Series	SOFTWARE	\$ 750.00	N/A	0.3867	\$ 460.00
4169B220	JDF Parser v2.0 for iR ADV C9000/7000 Series	SOFTWARE	\$ 750.00	N/A	0.3867	\$ 460.00
7494A504	imageWARE Document Manager Additional 5 Client Licenses for WG/EP	SOFTWARE	\$ 1,500.00	N/A	0.5133	\$ 730.00
7494A505	imageWARE Document Manager Additional 10 Clients Licenses for WG/EP	SOFTWARE	\$ 2,500.00	N/A	0.5132	\$ 1,217.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
7494A506	imageWARE Document Manager Additional 20 Clients Licenses for WG/EP	SOFTWARE	\$ 3,400.00	N/A	0.5132	\$ 1,655.00
7494A507	imageWARE Document Manager Additional 50 Clients Licenses for WG/EP	SOFTWARE	\$ 6,400.00	N/A	0.5134	\$ 3,114.00
7494A508	imageWARE Document Manager Additional 100 Clients Licenses for WG/EP	SOFTWARE	\$ 10,000.00	N/A	0.5135	\$ 4,865.00
7494A488	Document Manager Personal 5L 1yr Software Maintenance Extension	SOFTWARE	\$ 210.00	N/A	0.4095	\$ 124.00
7494A489	Document Manager Personal 10L 1yr Software Maintenance Extension	SOFTWARE	\$ 370.00	N/A	0.4784	\$ 193.00
7494A509	Document Manager Workgroup Edition 1 Client 1yr Software Maintenance Extension	SOFTWARE	\$ 300.00	N/A	0.5133	\$ 146.00
7494A510	Document Manager Workgroup Edition 5 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 440.00	N/A	0.5114	\$ 215.00
7494A511	Document Manager Workgroup Edition 10 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 640.00	N/A	0.5125	\$ 312.00
7494A512	Document Manager Enterprise Edition 10 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 2,800.00	N/A	0.5132	\$ 1,363.00
7494A514	Document Manager Additional 1 Client 1yr Software Maintenance Extension	SOFTWARE	\$ 90.00	N/A	0.4333	\$ 51.00
7494A513	Document Manager Additional 5 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 300.00	N/A	0.5133	\$ 146.00
7494A515	Document Manager Additional 10 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 500.00	N/A	0.5120	\$ 244.00
7494A516	Document Manager Additional 20 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 680.00	N/A	0.5132	\$ 331.00
7494A517	Document Manager Additional 50 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 1,280.00	N/A	0.5133	\$ 623.00
7494A518	Document Manager Additional 100 Clients 1yr Software Maintenance Extension	SOFTWARE	\$ 2,000.00	N/A	0.5135	\$ 973.00
7494A535	imageWARE Web Document Server V4.16 Enterprise Edition	SOFTWARE	\$ 13,200.00	N/A	0.5086	\$ 6,487.00
7494A536	Web Document Server Workgroup Edition 1yr Software Maintenance Extension	SOFTWARE	\$ 1,330.00	N/A	0.5120	\$ 649.00
7494A537	Web Document Server Enterprise Edition 1yr Software Maintenance Extension	SOFTWARE	\$ 2,670.00	N/A	0.5139	\$ 1,298.00
7494A477	imageWARE Accounting Manager 5.16 (1 Server)	SOFTWARE	\$ 4,000.00	N/A	0.5540	\$ 1,784.00
7494A478	imageWARE Accounting Manager 5.16 (3 Servers)	SOFTWARE	\$ 10,000.00	N/A	0.5540	\$ 4,460.00
7494A479	imageWARE Accounting Manager 5.16 (5 Servers)	SOFTWARE	\$ 15,000.00	N/A	0.5540	\$ 6,690.00
7494A481	imageWARE Accounting Manager 1yr Extended Maintenance (1 Server)	SOFTWARE	\$ 700.00	N/A	0.5071	\$ 345.00
7494A482	imageWARE Accounting Manager 1yr Extended Maintenance (3 Servers)	SOFTWARE	\$ 2,500.00	N/A	0.6756	\$ 811.00
7494A483	imageWARE Accounting Manager 1yr Extended Maintenance (5 Servers)	SOFTWARE	\$ 2,500.00	N/A	0.5132	\$ 1,217.00
7964A036	VCC Extended Warranty 3 Year	SOFTWARE	\$ 238.00	N/A	0.3613	\$ 152.00
7964A038	VCC Extended Warranty 5 Year	SOFTWARE	\$ 415.00	N/A	0.3566	\$ 267.00
7494A415	imageWARE Accounting Manager for MEAP (1 Device)	SOFTWARE	\$ 690.00	N/A	0.3464	\$ 451.00
7494A484	imageWARE Accounting Manager for MEAP (5 Devices)	SOFTWARE	\$ 3,350.00	N/A	0.3552	\$ 2,160.00
7494A416	imageWARE Accounting Manager for MEAP (10 Devices)	SOFTWARE	\$ 6,000.00	N/A	0.3567	\$ 3,860.00
7494A485	imageWARE Accounting Manager for MEAP (20 Devices)	SOFTWARE	\$ 11,800.00	N/A	0.3497	\$ 7,673.00
7494A417	imageWARE Accounting Manager for MEAP (50 Devices)	SOFTWARE	\$ 29,000.00	N/A	0.4293	\$ 16,550.00
7494A418	imageWARE Accounting Manager for MEAP (100 Devices)	SOFTWARE	\$ 52,500.00	N/A	0.4286	\$ 30,000.00
7494A672	iWEMC Accounting Management Plug-in (Subscription)	SOFTWARE	\$ 1,000.00	N/A	0.5130	\$ 487.00
7494A823	imageWARE Secure Audit Manager Express Server 1 License	SOFTWARE	\$ 3,500.00	N/A	0.4486	\$ 1,930.00
7494A433	iR Agent 1 License	SOFTWARE	\$ 1,120.00	N/A	0.4500	\$ 616.00
7494A434	iR Agent 10 Licenses	SOFTWARE	\$ 10,000.00	N/A	0.4486	\$ 5,514.00
7494A435	iR Agent 50 Licenses	SOFTWARE	\$ 44,500.00	N/A	0.4486	\$ 24,536.00
7494A436	iR Agent 100 Licenses	SOFTWARE	\$ 80,000.00	N/A	0.4486	\$ 44,109.00
7494A826	1 Year Maintenance Support iWSAM Express Server 1 License	SOFTWARE	\$ 645.00	N/A	0.5147	\$ 313.00
7968A463	DSF Express Starter Bundle (3 Years)	SOFTWARE	\$ 22,400.00	N/A	0.2964	\$ 15,761.00
7968A464	DSF Express Starter Bundle (4 Years)	SOFTWARE	\$ 25,200.00	N/A	0.2832	\$ 18,063.00
7968A465	DSF Express Starter Bundle (5 Years)	SOFTWARE	\$ 28,000.00	N/A	0.2727	\$ 20,365.00
7968A467	DSF Basic Bundle- Self Hosted (3 Years)	SOFTWARE	\$ 49,000.00	N/A	0.3676	\$ 30,990.00
7968A468	DSF Basic Bundle- Self Hosted (4 Years)	SOFTWARE	\$ 55,000.00	N/A	0.3676	\$ 34,784.00
7968A469	DSF Basic Bundle- Self Hosted 5 Years)	SOFTWARE	\$ 60,000.00	N/A	0.3676	\$ 37,946.00
7968A470	DSF Basic Bundle- ASP (3 Years)	SOFTWARE	\$ 49,500.00	N/A	0.3196	\$ 33,679.00
7968A471	DSF Basic Bundle- ASP (4 Years)	SOFTWARE	\$ 63,500.00	N/A	0.3046	\$ 44,157.00

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SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
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7968A472	DSF Basic Bundle- ASP (5 Years)	SOFTWARE	\$ 77,500.00	N/A	0.3240	\$ 52,390.00
7968A474	DSF Deluxe Bundle- Self Hosted (3 Years)	SOFTWARE	\$ 65,000.00	N/A	0.3676	\$ 41,109.00
7968A475	DSF Deluxe Bundle- Self Hosted (4 Years)	SOFTWARE	\$ 73,500.00	N/A	0.3676	\$ 46,484.00
7968A476	DSF Deluxe Bundle- Self Hosted (5 Years)	SOFTWARE	\$ 82,000.00	N/A	0.3676	\$ 51,860.00
7968A477	DSF Deluxe Bundle- ASP (3 Years)	SOFTWARE	\$ 66,500.00	N/A	0.3022	\$ 46,403.00
7968A478	DSF Deluxe Bundle- ASP (4 Years)	SOFTWARE	\$ 85,500.00	N/A	0.3041	\$ 59,500.00
7968A479	DSF Deluxe Bundle- ASP (5 Years)	SOFTWARE	\$ 104,500.00	N/A	0.3411	\$ 68,855.00
7968A466	DSF Express Platform Implementation Package (20 hrs)	SOFTWARE	\$ 4,000.00	N/A	0.1060	\$ 3,576.00
7968A473	DSF Platform Standard Implementation Package (36 hrs)	SOFTWARE	\$ 8,500.00	N/A	0.0934	\$ 7,706.00
7968A480	DSF Platform Premium Implementation Package (52 hrs)	SOFTWARE	\$ 16,381.00	N/A	0.3514	\$ 10,625.00
7968A497	DSF Self Hosted Hardware	SOFTWARE	\$ 10,000.00	N/A	0.2702	\$ 7,298.00
7968A498	24/7 Support Add On (US Only)	SOFTWARE	\$ 3,500.00	N/A	0.0269	\$ 3,406.00
7968A501	Additional Print Shops (>3 quoted by EFI)	SOFTWARE	\$ 7,500.00	N/A	0.3675	\$ 4,744.00
7968A502	Additional Print Shops: 1 Year Annual Maintenance	SOFTWARE	\$ 1,500.00	N/A	0.2513	\$ 1,123.00
7968A503	External System Connector	SOFTWARE	\$ 7,000.00	N/A	0.3674	\$ 4,428.00
7968A504	External System Connector: 1 Year Annual Maintenance	SOFTWARE	\$ 1,400.00	N/A	0.1757	\$ 1,154.00
7968A505	Additional FusionPro Desktop Licenses	SOFTWARE	\$ 800.00	N/A	0.1475	\$ 682.00
7968A515	Annual Subscription: Print Shops (>3 quoted by EFI)	SOFTWARE	\$ 4,000.00	N/A	0.2515	\$ 2,994.00
7968A516	Annual Subscription: 20GB Enterprise Storage	SOFTWARE	\$ 1,000.00	N/A	0.2510	\$ 749.00
7968A517	Annual Subscription: External System Connector	SOFTWARE	\$ 3,500.00	N/A	0.2514	\$ 2,620.00
7968A518	EFI Pro Services: Daily Rate off site	SOFTWARE	\$ 1,500.00	N/A	0.0267	\$ 1,460.00
7968A519	EFI Pro Services: 2 Day on site	SOFTWARE	\$ 5,000.00	N/A	0.0270	\$ 4,865.00
7968A520	EFI Pro Services: Daily Rate (Additional Day on site)	SOFTWARE	\$ 2,250.00	N/A	0.0267	\$ 2,190.00
7968A521	EFI Pro Services: Hourly Rate off site min 2 hrs	SOFTWARE	\$ 200.00	N/A	0.0250	\$ 195.00
7968A456	MicroPress Solo Server for CiR5185 Series Set	SOFTWARE	\$ 15,475.00	N/A	0.4065	\$ 9,185.00
7968A458	MicroPress Solo Server for iR7150VP Series Set	SOFTWARE	\$ 18,000.00	N/A	0.3513	\$ 11,676.00
7968A459	MicroPress Solo Server for imagePRESS 1135 Series Set	SOFTWARE	\$ 15,000.00	N/A	0.3629	\$ 9,557.00
7968A460	MicroPress Solo Server for imagePRESS C7000VP Series Set	SOFTWARE	\$ 18,000.00	N/A	0.3618	\$ 11,487.00
7968A542	MicroPress Solo Server for imagePRESS C7010VP Series Set	SOFTWARE	\$ 42,000.00	N/A	0.4093	\$ 24,811.00
7968A531	MicroPress Solo Server for iRADV C9075/C9065PRO & C7065/C7055	SOFTWARE	\$ 12,990.00	N/A	0.3633	\$ 8,271.00
7968A538	MicroPress Solo Server for iRADV 8105/8095/8085	SOFTWARE	\$ 12,990.00	N/A	0.3633	\$ 8,271.00
7968A461	MicroPress Plus Server Set	SOFTWARE	\$ 26,000.00	N/A	0.3002	\$ 18,195.00
7968A462	MicroPress Max Server Set	SOFTWARE	\$ 49,000.00	N/A	0.3624	\$ 31,244.00
7968A322	MicroPress Connectivity Kit for the CiR C5185/C5180/C4580/C4080	SOFTWARE	\$ 6,995.00	N/A	0.4416	\$ 3,906.00
7968A026	MicroPress Connectivity Kit for the iR Pro 7110VP/7125VP/7138VP/7150VP	SOFTWARE	\$ 8,000.00	N/A	0.3453	\$ 5,238.00
7968A453	MicroPress Connectivity Kit for imagePRESS 1135P/1125P/1110P/1110S	SOFTWARE	\$ 5,000.00	N/A	0.3566	\$ 3,217.00
7968A455	MicroPress Connectivity Kit for imagePRESS C7000VP/C6000VP/C6000	SOFTWARE	\$ 8,000.00	N/A	0.3568	\$ 5,146.00
7968A541	MicroPress Connectivity Kit for imagePRESS C7010VP/C6010VP/C6010	SOFTWARE	\$ 31,000.00	N/A	0.3923	\$ 18,838.00
7968A528	MicroPress Connectivity Kit for iRADV C9075/C9065PRO & C7065/C7055	SOFTWARE	\$ 5,000.00	N/A	0.3566	\$ 3,217.00
7968A533	MicroPress Connectivity Kit for iRADV 8105/8095/8085	SOFTWARE	\$ 5,000.00	N/A	0.3566	\$ 3,217.00
7968A309	MicroPress Furniture Stand	SOFTWARE	\$ 656.00	N/A	0.3689	\$ 414.00
7968A010	OPC-VE	SOFTWARE	\$ 3,000.00	N/A	0.3873	\$ 1,838.00
7968A015	PowerRIP	SOFTWARE	\$ 2,500.00	N/A	0.3016	\$ 1,746.00
7968A415	Remote PowerRIP License for MP v8	SOFTWARE	\$ 3,500.00	N/A	0.3697	\$ 2,206.00
7968A229	Remote PowerRIP Add-on License	SOFTWARE	\$ 2,500.00	N/A	0.2648	\$ 1,838.00
7968A052	1000 Mbps 16-Port Switch	SOFTWARE	\$ 2,200.00	N/A	0.3523	\$ 1,425.00
7968A053	Single Port NIC Card, PCI, 10/1000 Mbps	SOFTWARE	\$ 200.00	N/A	0.3550	\$ 129.00

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7968A532	Dual Port NIC Card, PCI, 10/1000 Mbps	SOFTWARE	\$ 930.00	N/A	0.4065	\$ 552.00
7968A064	Remote TrueEdit - 3 Licenses for Solo	SOFTWARE	\$ 2,000.00	N/A	0.3105	\$ 1,379.00
7968A065	Remote TrueEdit - 10 Licenses for Solo	SOFTWARE	\$ 7,000.00	N/A	0.3501	\$ 4,549.00
7968A066	Remote TrueEdit - 25 Licenses for Solo	SOFTWARE	\$ 13,500.00	N/A	0.3704	\$ 8,500.00
7968A067	Remote TrueEdit - 10 Licenses for Plus/Max	SOFTWARE	\$ 5,000.00	N/A	0.3382	\$ 3,309.00
7968A068	Remote TrueEdit - 25 Licenses for Plus/Max	SOFTWARE	\$ 11,500.00	N/A	0.3607	\$ 7,352.00
7968A416	MicroSpool for Solo	SOFTWARE	\$ 3,000.00	N/A	0.3567	\$ 1,930.00
7968A417	TruePCL for Solo/Plus	SOFTWARE	\$ 750.00	N/A	0.3493	\$ 488.00
7968A012	TrueScript for Solo/Plus	SOFTWARE	\$ 5,000.00	N/A	0.3382	\$ 3,309.00
7968A418	OCR for Solo/Plus	SOFTWARE	\$ 2,500.00	N/A	0.3748	\$ 1,563.00
7968A419	Microlmager 2.7 Standalone	SOFTWARE	\$ 2,500.00	N/A	0.3748	\$ 1,563.00
7968A420	Microlmager 2.7 for Solo/Plus	SOFTWARE	\$ 2,500.00	N/A	0.3748	\$ 1,563.00
7968A421	Scan Station for MicroPress 8	SOFTWARE	\$ 7,000.00	N/A	0.3436	\$ 4,595.00
7968A441	MicroPress Solo to Plus Server Upgrade	SOFTWARE	\$ 20,990.00	N/A	0.4090	\$ 12,406.00
3077B072	Server, Fiery Central, Balance	SOFTWARE	\$ 23,800.00	N/A	0.3663	\$ 15,082.00
3077B073	Server, Fiery Central, Flow	SOFTWARE	\$ 23,800.00	N/A	0.3663	\$ 15,082.00
3077B074	Server, Fiery Central Suite	SOFTWARE	\$ 33,880.00	N/A	0.3682	\$ 21,406.00
3077B013	Kit, EFI Fiery Central,1 Additional Engine	SOFTWARE	\$ 2,000.00	N/A	0.3675	\$ 1,265.00
3077B018	Kit, Option, Furniture to house the Fiery Central Server	SOFTWARE	\$ 656.00	N/A	0.3323	\$ 438.00
3077B022	Server, Fiery Central, Focus, Balance Upgrade	SOFTWARE	\$ 15,180.00	N/A	0.3680	\$ 9,594.00
3077B078	Kit, Upgrade, EFI Balance 3.2 to EFI Fiery Central v1.5 Balance	SOFTWARE	\$ 4,295.00	N/A	0.3679	\$ 2,715.00
3077B070	Kit, Upgrade, Fiery Central 1.0x to Fiery Central 1.5	SOFTWARE	\$ 2,495.00	N/A	0.3679	\$ 1,577.00
3077B036	Fiery Central Flow Annual Maintenance	SOFTWARE	\$ 1,800.00	N/A	0.3672	\$ 1,139.00
3077B039	Fiery Central Balance Annual Maintenance	SOFTWARE	\$ 1,800.00	N/A	0.3672	\$ 1,139.00
3077B082	Fiery Central Suite Annual Maintenance	SOFTWARE	\$ 2,880.00	N/A	0.3681	\$ 1,820.00
3077B032	EFI Fiery Central Two Year Extended Hardware Warranty	SOFTWARE	\$ 1,500.00	N/A	0.3673	\$ 949.00
6365B001	EFI PrintMe MEAP 1 yr subscription	SOFTWARE	\$ 652.00	N/A	0.4018	\$ 390.00
6365B002	EFI PrintMe MEAP 3 yr subscription	SOFTWARE	\$ 1,145.00	N/A	0.4026	\$ 684.00
6365B003	EFI PrintMe MEAP 5 yr subscription	SOFTWARE	\$ 1,599.00	N/A	0.4021	\$ 956.00
6365B004	EFI PrintMe MEAP 1 yr renewal	SOFTWARE	\$ 299.00	N/A	0.4314	\$ 170.00
6365B005	EFI PrintMe MEAP 3 yr renewal	SOFTWARE	\$ 799.00	N/A	0.4193	\$ 464.00
6365B006	EFI PrintMe MEAP 5 yr renewal	SOFTWARE	\$ 1,299.00	N/A	0.4334	\$ 736.00
8033B004	Direct Print and Scan for Mobile - (Software Only) e-LAN	SOFTWARE	\$ 100.00	N/A	0.3500	\$ 65.00
3090B001	PaperToOffice Pro Standard Package	SOFTWARE	\$ 1,200.00	N/A	0.4908	\$ 611.00
3090B002	PaperToOffice Additional 5 Client Licenses	SOFTWARE	\$ 700.00	N/A	0.5029	\$ 348.00
3575B005	UniFLOW Output Manager Basic Office License, Enterprise Edition	SOFTWARE	\$ 19,092.00	N/A	0.4595	\$ 10,320.00
3575B006	UniFLOW Additional Office Module, Enterprise Edition	SOFTWARE	\$ 5,579.00	N/A	0.4594	\$ 3,016.00
3575B009	UniFLOW Remote Print Server, Enterprise Edition	SOFTWARE	\$ 2,412.00	N/A	0.4594	\$ 1,304.00
3575B010	UniFLOW 10-Pack Remote Print Server, Enterprise Edition	SOFTWARE	\$ 21,699.00	N/A	0.4595	\$ 11,729.00
3575B012	UniFLOW 25-Pack Remote Print Server, Enterprise Edition	SOFTWARE	\$ 51,456.00	N/A	0.4594	\$ 27,815.00
3575B013	UniFLOW Remote Print Server unlimited, Enterprise Edition	SOFTWARE	\$ 209,257.00	N/A	0.3994	\$ 125,681.00
3575B014	UniFLOW Output Manager Basic Office License, Corporate Edition	SOFTWARE	\$ 9,819.00	N/A	0.4594	\$ 5,308.00
3575B015	UniFLOW Additional Office Module, Corporate Edition	SOFTWARE	\$ 3,945.00	N/A	0.4593	\$ 2,133.00
3575B018	UniFLOW Remote Print Server, Corporate Edition	SOFTWARE	\$ 2,091.00	N/A	0.4591	\$ 1,131.00
3575B019	UniFLOW Output Manager Basic Office License, Business Edition	SOFTWARE	\$ 5,456.00	N/A	0.4595	\$ 2,949.00
3575B020	UniFLOW Additional Office Module, Business Edition	SOFTWARE	\$ 1,746.00	N/A	0.4588	\$ 945.00
3575B023	UniFLOW Remote Print Server, Business Edition	SOFTWARE	\$ 1,571.00	N/A	0.4596	\$ 849.00

Exhibit C-3 Equipment

SUPPLIER ITEM	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3575B024	UniFLOW Output Manager Basic Office License, Workgroup Edition	SOFTWARE	\$ 2,456.00	N/A	0.4597	\$ 1,327.00
3575B025	UniFLOW Additional Office Module, Workgroup Edition	SOFTWARE	\$ 1,409.00	N/A	0.4592	\$ 762.00
3575B134	UniFLOW Remote Print Server, Workgroup Edition	SOFTWARE	\$ 1,268.00	N/A	0.4598	\$ 685.00
3575B028	uniFLOW SPP Device License for MEAP 1 Device	SOFTWARE	\$ 857.00	N/A	0.4632	\$ 460.00
3575B308	uniFLOW SPP Device License for MEAP 5 Device	SOFTWARE	\$ 3,940.00	N/A	0.3876	\$ 2,413.00
3575B029	uniFLOW SPP Device License for MEAP 10 Device	SOFTWARE	\$ 7,736.00	N/A	0.4678	\$ 4,117.00
3575B030	uniFLOW SPP Device License for MEAP 25 Device	SOFTWARE	\$ 18,063.00	N/A	0.4706	\$ 9,563.00
3575B031	uniFLOW SPP Device License for MEAP 50 Device	SOFTWARE	\$ 33,580.00	N/A	0.4741	\$ 17,660.00
3575B032	uniFLOW SPP Device License for MEAP 75 Device	SOFTWARE	\$ 46,566.00	N/A	0.4777	\$ 24,321.00
3575B033	uniFLOW SPP Device License for MEAP 100 Device	SOFTWARE	\$ 57,006.00	N/A	0.4820	\$ 29,528.00
3575B161	uniFLOW SPP Device License for MEAP 250 Device	SOFTWARE	\$ 128,003.00	N/A	0.4786	\$ 66,741.00
3575B258	uniFLOW Login Manager for MEAP 1 Device	SOFTWARE	\$ 390.00	N/A	0.4590	\$ 211.00
3575B328	uniFLOW Login Manager for MEAP 5 Device	SOFTWARE	\$ 1,925.00	N/A	0.4587	\$ 1,042.00
3575B259	uniFLOW Login Manager for MEAP 10 Device	SOFTWARE	\$ 3,806.00	N/A	0.4595	\$ 2,057.00
3575B260	uniFLOW Login Manager for MEAP 25 Device	SOFTWARE	\$ 9,324.00	N/A	0.4595	\$ 5,040.00
3575B261	uniFLOW Login Manager for MEAP 50 Device	SOFTWARE	\$ 18,126.00	N/A	0.4594	\$ 9,799.00
3575B262	uniFLOW Login Manager for MEAP 75 Device	SOFTWARE	\$ 26,175.00	N/A	0.4594	\$ 14,149.00
3575B263	uniFLOW Login Manager for MEAP 100 Device	SOFTWARE	\$ 34,172.00	N/A	0.4594	\$ 18,472.00
3575B264	uniFLOW Login Manager for MEAP 250 Device	SOFTWARE	\$ 82,833.00	N/A	0.4595	\$ 44,775.00
3575B265	uniFLOW SPP Addition for MEAP 1 Device	SOFTWARE	\$ 500.00	N/A	0.4580	\$ 271.00
3575B309	uniFLOW SPP Addition for MEAP 5 Device	SOFTWARE	\$ 2,241.00	N/A	0.4596	\$ 1,211.00
3575B266	uniFLOW SPP Addition for MEAP 10 Device	SOFTWARE	\$ 4,271.00	N/A	0.4594	\$ 2,309.00
3575B267	uniFLOW SPP Addition for MEAP 25 Device	SOFTWARE	\$ 9,713.00	N/A	0.4595	\$ 5,250.00
3575B268	uniFLOW SPP Addition for MEAP 50 Device	SOFTWARE	\$ 17,535.00	N/A	0.4594	\$ 9,479.00
3575B269	uniFLOW SPP Addition for MEAP 75 Device	SOFTWARE	\$ 23,475.00	N/A	0.4594	\$ 12,690.00
3575B270	uniFLOW SPP Addition for MEAP 100 Device	SOFTWARE	\$ 27,516.00	N/A	0.4594	\$ 14,874.00
3575B271	uniFLOW SPP Addition for MEAP 250 Device	SOFTWARE	\$ 58,005.00	N/A	0.4594	\$ 31,355.00
3575B189	uniFLOW SPP Device License for MEAP 1 Device + 1 MiCard v2 HID prox	SOFTWARE	\$ 1,101.00	N/A	0.4587	\$ 596.00
3575B310	uniFLOW SPP Device License for MEAP 5 Device + 5 MiCard v2 HID prox	SOFTWARE	\$ 5,360.00	N/A	0.4591	\$ 2,899.00
3575B190	uniFLOW SPP Device License for MEAP 10 Device + 10 MiCard v2 HID prox	SOFTWARE	\$ 9,660.00	N/A	0.4594	\$ 5,222.00
3575B191	uniFLOW SPP Device License for MEAP 25 Device + 25 MiCard v2 HID prox	SOFTWARE	\$ 23,060.00	N/A	0.4595	\$ 12,465.00
3575B192	uniFLOW SPP Device License for MEAP 50 Device + 50 MiCard v2 HID prox	SOFTWARE	\$ 43,998.00	N/A	0.4595	\$ 23,783.00
3575B193	uniFLOW SPP Device License for MEAP 75 Device + 75 MiCard v2 HID prox	SOFTWARE	\$ 62,517.00	N/A	0.4595	\$ 33,793.00
3575B194	uniFLOW SPP Device License for MEAP 100 Device + 100 MiCard v2 HID prox	SOFTWARE	\$ 78,819.00	N/A	0.4595	\$ 42,605.00
3575B195	uniFLOW SPP Device License for MEAP 250 Device + 250 MiCard v2 HID prox	SOFTWARE	\$ 169,712.00	N/A	0.4595	\$ 91,737.00
3575B197	uniFLOW Login Device License for CMFP 1 Device	SOFTWARE	\$ 282.00	N/A	0.4574	\$ 153.00
3575B198	uniFLOW Login Device License for CMFP 10 Device	SOFTWARE	\$ 2,595.00	N/A	0.4593	\$ 1,403.00
3575B199	uniFLOW Login Device License for CMFP 25 Device	SOFTWARE	\$ 6,311.00	N/A	0.4595	\$ 3,411.00
3575B200	uniFLOW Login Device License for CMFP 50 Device	SOFTWARE	\$ 12,269.00	N/A	0.4595	\$ 6,632.00
3575B201	uniFLOW Login Device License for CMFP 75 Device	SOFTWARE	\$ 17,876.00	N/A	0.4594	\$ 9,663.00
3575B202	uniFLOW Login Device License for CMFP 100 Device	SOFTWARE	\$ 23,133.00	N/A	0.4594	\$ 12,505.00
3575B322	uniFLOW SPP Device License for SFP MEAP 1 Device	SOFTWARE	\$ 290.00	N/A	0.4655	\$ 155.00
3575B323	uniFLOW SPP Device License for SFP MEAP 10 Device	SOFTWARE	\$ 2,640.00	N/A	0.4591	\$ 1,428.00
3575B324	uniFLOW SPP Device License for SFP MEAP 25 Device	SOFTWARE	\$ 6,480.00	N/A	0.4594	\$ 3,503.00
3575B325	uniFLOW SPP Device License for SFP MEAP 50 Device	SOFTWARE	\$ 12,740.00	N/A	0.4597	\$ 6,884.00
3575B326	uniFLOW SPP Device License for SFP MEAP 75 Device	SOFTWARE	\$ 18,770.00	N/A	0.4596	\$ 10,144.00
3575B327	uniFLOW SPP Device License for SFP MEAP 100 Device	SOFTWARE	\$ 24,560.00	N/A	0.4596	\$ 13,273.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3575B205	uniFLOW SPP Device License for Xerox MFP 1 Device	SOFTWARE	\$ 1,014.00	N/A	0.4596	\$ 548.00
3575B206	uniFLOW SPP Device License for Xerox MFP 10 Device	SOFTWARE	\$ 9,825.00	N/A	0.4594	\$ 5,311.00
3575B207	uniFLOW SPP Device License for Xerox MFP 25 Device	SOFTWARE	\$ 23,213.00	N/A	0.4595	\$ 12,547.00
3575B208	uniFLOW SPP Device License for Xerox MFP 50 Device	SOFTWARE	\$ 43,721.00	N/A	0.4595	\$ 23,633.00
3575B209	uniFLOW SPP Device License for Xerox MFP 75 Device	SOFTWARE	\$ 61,529.00	N/A	0.4595	\$ 33,259.00
3575B211	uniFLOW SPP Device License for Xerox MFP 100 Device	SOFTWARE	\$ 76,634.00	N/A	0.4595	\$ 41,424.00
3575B233	uniFLOW SPP Device License for HP MFP 1 Device	SOFTWARE	\$ 1,014.00	N/A	0.4596	\$ 548.00
3575B234	uniFLOW SPP Device License for HP MFP 10 Device	SOFTWARE	\$ 9,825.00	N/A	0.4594	\$ 5,311.00
3575B235	uniFLOW SPP Device License for HP MFP 25 Device	SOFTWARE	\$ 23,213.00	N/A	0.4595	\$ 12,547.00
3575B236	uniFLOW SPP Device License for HP MFP 50 Device	SOFTWARE	\$ 43,721.00	N/A	0.4595	\$ 23,633.00
3575B237	uniFLOW SPP Device License for HP MFP 75 Device	SOFTWARE	\$ 61,529.00	N/A	0.4595	\$ 33,259.00
3575B238	uniFLOW SPP Device License for HP MFP 100 Device	SOFTWARE	\$ 76,634.00	N/A	0.4595	\$ 41,424.00
3575B279	Scan Processing Server Volume Package 200,000 Scans per year	SOFTWARE	\$ 1,800.00	N/A	0.3872	\$ 1,103.00
3575B280	Scan Processing Server Volume Package 600,000 Scans per year	SOFTWARE	\$ 4,800.00	N/A	0.3873	\$ 2,941.00
3575B281	Scan Processing Server Volume Package 1,000,000 Scans per year	SOFTWARE	\$ 7,200.00	N/A	0.3874	\$ 4,411.00
3575B282	Scan Volume Package Unlimited	SOFTWARE	\$ 88,300.00	N/A	0.3849	\$ 54,309.00
3575B354	uniFLOW Scan Per Device License for MEAP 1 device	SOFTWARE	\$ 1,280.00	N/A	0.3070	\$ 887.00
3575B355	uniFLOW Scan Per Device License for MEAP 5 device	SOFTWARE	\$ 5,795.00	N/A	0.3049	\$ 4,028.00
3575B356	uniFLOW Scan Per Device License for MEAP 10 device	SOFTWARE	\$ 10,500.00	N/A	0.3045	\$ 7,303.00
3575B357	uniFLOW Scan Per Device License for MEAP 25 device	SOFTWARE	\$ 24,500.00	N/A	0.3048	\$ 17,033.00
3575B358	uniFLOW Scan Per Device License for MEAP 50 device	SOFTWARE	\$ 45,000.00	N/A	0.3047	\$ 31,288.00
3575B359	uniFLOW Scan Per Device License for MEAP 75 device	SOFTWARE	\$ 62,000.00	N/A	0.3058	\$ 43,038.00
3575B360	uniFLOW Scan Per Device License for MEAP 100 device	SOFTWARE	\$ 75,000.00	N/A	0.3049	\$ 52,129.00
3575B361	uniFLOW Scan Per Device License for MEAP 250 device	SOFTWARE	\$ 165,000.00	N/A	0.3048	\$ 114,701.00
3575B362	uniFLOW Scan Per Device addition for MEAP 1 device	SOFTWARE	\$ 925.00	N/A	0.3114	\$ 637.00
3575B363	uniFLOW Scan Per Device addition for MEAP 5 device	SOFTWARE	\$ 4,100.00	N/A	0.3051	\$ 2,849.00
3575B364	uniFLOW Scan Per Device addition for MEAP 10 device	SOFTWARE	\$ 7,280.00	N/A	0.3049	\$ 5,060.00
3575B365	uniFLOW Scan Per Device addition for MEAP 25 device	SOFTWARE	\$ 16,730.00	N/A	0.3050	\$ 11,628.00
3575B366	uniFLOW Scan Per Device addition for MEAP 50 device	SOFTWARE	\$ 30,200.00	N/A	0.3043	\$ 21,011.00
3575B367	uniFLOW Scan Per Device addition for MEAP 75 device	SOFTWARE	\$ 40,500.00	N/A	0.3049	\$ 28,151.00
3575B368	uniFLOW Scan Per Device addition for MEAP 100 device	SOFTWARE	\$ 47,400.00	N/A	0.3048	\$ 32,951.00
3575B369	uniFLOW Scan Per Device addition for MEAP 250 device	SOFTWARE	\$ 100,000.00	N/A	0.3055	\$ 69,447.00
3575B132	UniFLOW Job Conversion Instance	SOFTWARE	\$ 1,862.00	N/A	0.4592	\$ 1,007.00
3575B133	UniFLOW eCopy Secure Print Client	SOFTWARE	\$ 1,074.00	N/A	0.4590	\$ 581.00
3575B273	Blackboard Integration Module	SOFTWARE	\$ 3,700.00	N/A	0.3789	\$ 2,298.00
3575B274	Annual Blackboard Service License - Mandatory	SOFTWARE	\$ 3,500.00	N/A	0.2740	\$ 2,541.00
3575B304	uniFLOW File Format Conversion	SOFTWARE	\$ 660.00	N/A	0.4591	\$ 357.00
3575B305	uniFLOW Advanced Device Management Pack 15 Devices	SOFTWARE	\$ 1,155.00	N/A	0.4589	\$ 625.00
3575B306	uniFLOW Advanced Device Management Pack 30 Devices	SOFTWARE	\$ 1,990.00	N/A	0.4603	\$ 1,074.00
3575B307	uniFLOW Advanced Device Management Pack 100 Devices	SOFTWARE	\$ 5,775.00	N/A	0.4594	\$ 3,122.00
3575B350	Copy Control Cable for OCE Devices - 9 Pin	SOFTWARE	\$ 171.00	N/A	0.3860	\$ 105.00
3575B352	Copy Control Cable for OCE Devices - 25 Pin	SOFTWARE	\$ 171.00	N/A	0.3860	\$ 105.00
3575B351	Copy Control Cable for 3rd parties	SOFTWARE	\$ 171.00	N/A	0.3860	\$ 105.00
3575B037	UniFLOW Customization unit	SOFTWARE	\$ 1,134.00	N/A	0.2275	\$ 876.00
3575B038	Remote Installation Assistance Service - 1 Unit (RIAS)	SOFTWARE	\$ 1,701.00	N/A	0.3433	\$ 1,117.00
3575B039	Remote Installation Assistance Service - 1/2 Unit (RIAS)	SOFTWARE	\$ 852.00	N/A	0.2277	\$ 658.00
3575B349	microMIND v2, 1 Unit	SOFTWARE	\$ 296.00	N/A	0.3851	\$ 182.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
3575B353	MiCard PLUS	SOFTWARE	\$ 250.00	N/A	0.3360	\$ 166.00
3575B154	UniFLOW MiCard v2 HID PROX 1-9 Readers	SOFTWARE	\$ 305.00	N/A	0.4590	\$ 165.00
3575B155	UniFLOW MiCard v2 HID PROX 10-24 Readers	SOFTWARE	\$ 293.00	N/A	0.4608	\$ 158.00
3575B156	UniFLOW MiCard v2 HID PROX 25-49 Readers	SOFTWARE	\$ 279.00	N/A	0.4588	\$ 151.00
3575B157	UniFLOW MiCard v2 HID PROX 50-99 Readers	SOFTWARE	\$ 255.00	N/A	0.4588	\$ 138.00
3575B158	UniFLOW MiCard v2 HID PROX 100-249 Readers	SOFTWARE	\$ 243.00	N/A	0.4568	\$ 132.00
3575B159	UniFLOW MiCard v2 HID PROX 250+ Readers	SOFTWARE	\$ 233.00	N/A	0.4592	\$ 126.00
3575B272	uniFLOW SSP Device License for MEAP 1 device	SOFTWARE	\$ 360.00	N/A	0.3861	\$ 221.00
3575B232	uniFLOW SSP Device License for CMFP device	SOFTWARE	\$ 120.00	N/A	0.4250	\$ 69.00
3575B154	MiCard v2 HID Prox for uniFLOW SSP	SOFTWARE	\$ 305.00	N/A	0.4590	\$ 165.00
3575B203	HID Card 10 Pack for uniFLOW SSP	SOFTWARE	\$ 188.00	N/A	0.4628	\$ 101.00
3575B040	uniFLOW Software Assurance - 1 Point	SOFTWARE	\$ 23.00	N/A	0.3913	\$ 14.00
3575B041	uniFLOW Software Assurance - 5 Points	SOFTWARE	\$ 106.00	N/A	0.3774	\$ 66.00
3575B042	uniFLOW Software Assurance - 10 Points	SOFTWARE	\$ 212.00	N/A	0.4528	\$ 116.00
3575B043	uniFLOW Software Assurance - 25 Points	SOFTWARE	\$ 530.00	N/A	0.4566	\$ 288.00
3575B044	uniFLOW Software Assurance - 50 Points	SOFTWARE	\$ 1,059.00	N/A	0.4570	\$ 575.00
3575B045	uniFLOW Software Assurance - 100 Points	SOFTWARE	\$ 2,115.00	N/A	0.4567	\$ 1,149.00
3340B004	Canon USA Professional Service for uniFLOW	SOFTWARE	\$ 1,805.00	N/A	0.1014	\$ 1,622.00
3575B141	UniFLOW MiCard v2 Multi- 1-9 Readers	SOFTWARE	\$ 365.00	N/A	0.4575	\$ 198.00
3575B142	UniFLOW MiCard v2 Multi - 10-24 Readers	SOFTWARE	\$ 350.00	N/A	0.4571	\$ 190.00
3575B144	UniFLOW MiCard v2 Multi- 25-49 Readers	SOFTWARE	\$ 336.00	N/A	0.4554	\$ 183.00
3575B145	UniFLOW MiCard v2 Multi- 50-99 Readers	SOFTWARE	\$ 306.00	N/A	0.4575	\$ 166.00
3575B146	UniFLOW MiCard v2 Multi- 100-249 Readers	SOFTWARE	\$ 293.00	N/A	0.4608	\$ 158.00
3575B147	UniFLOW MiCard v2 Multi- 250+ Readers	SOFTWARE	\$ 278.00	N/A	0.4604	\$ 150.00
3575B052	UniFLOW MiCard Magnetic Reader 1-9 Readers	SOFTWARE	\$ 201.00	N/A	0.4527	\$ 110.00
3575B053	UniFLOW MiCard Magnetic Reader 10-24 Readers	SOFTWARE	\$ 192.00	N/A	0.4583	\$ 104.00
3575B054	UniFLOW MiCard Magnetic Reader 25-49 Readers	SOFTWARE	\$ 186.00	N/A	0.4570	\$ 101.00
3575B078	UniFLOW Mifare Card 10 Pack	SOFTWARE	\$ 111.00	N/A	0.3874	\$ 68.00
3575B077	UniFLOW Legic Card 10 Pack	SOFTWARE	\$ 182.00	N/A	0.3791	\$ 113.00
3575B204	uniFLOW Magnetic Card 10 Pack	SOFTWARE	\$ 41.00	N/A	0.3902	\$ 25.00
3575B203	HID Card 10 Pack	SOFTWARE	\$ 188.00	N/A	0.4628	\$ 101.00
6459B001	Océ PRISMAprepare Light V5 - 1 Concurrent user	SOFTWARE	\$ 7,670.00	N/A	0.4711	\$ 4,057.00
5437B001	Océ PRISMAprepare V5 - 1 Concurrent user	SOFTWARE	\$ 12,319.00	N/A	0.4750	\$ 6,468.00
5437B002	Océ PRISMAprepare V5 - 2 Concurrent users	SOFTWARE	\$ 20,343.00	N/A	0.4921	\$ 10,333.00
5437B003	Océ PRISMAprepare V5 - 3 Concurrent users	SOFTWARE	\$ 31,152.00	N/A	0.5700	\$ 13,395.00
5437B004	Océ PRISMAprepare V5 - 4 Concurrent users	SOFTWARE	\$ 37,524.00	N/A	0.5716	\$ 16,074.00
5437B005	Océ PRISMAprepare V5 - 5 Concurrent users	SOFTWARE	\$ 44,604.00	N/A	0.5796	\$ 18,753.00
5437B006	Océ PRISMAprepare V5 - 6 Concurrent users	SOFTWARE	\$ 51,330.00	N/A	0.5758	\$ 21,776.00
5437B007	Océ PRISMAprepare V5 - 7 Concurrent users	SOFTWARE	\$ 57,702.00	N/A	0.5795	\$ 24,264.00
5437B008	Océ PRISMAprepare V5 - 8 Concurrent users	SOFTWARE	\$ 63,838.00	N/A	0.5714	\$ 27,364.00
5437B009	Océ PRISMAprepare V5 - 9 Concurrent users	SOFTWARE	\$ 69,738.00	N/A	0.5846	\$ 28,971.00
5437B010	Océ PRISMAprepare V5 - 10 Concurrent users	SOFTWARE	\$ 75,402.00	N/A	0.5838	\$ 31,382.00
5657B001	Océ PPV5 - 1 Automation Concurrent user	SOFTWARE	\$ 2,124.00	N/A	0.6106	\$ 827.00
5657B002	Océ PPV5 - 2 Automation Concurrent user	SOFTWARE	\$ 3,599.00	N/A	0.6107	\$ 1,401.00
5657B003	Océ PPV5 - 3 Automation Concurrent user	SOFTWARE	\$ 4,897.00	N/A	0.6108	\$ 1,906.00
5657B004	Océ PPV5 - 4 Automation Concurrent user	SOFTWARE	\$ 5,959.00	N/A	0.6145	\$ 2,297.00
5657B005	Océ PPV5 - 5 Automation Concurrent user	SOFTWARE	\$ 7,021.00	N/A	0.6107	\$ 2,733.00

Exhibit C-3 Equipment

SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
				GSA DISCOUNT (Percentage Amount)	(Percentage Amount, should be equal to or greater than GSA Discount)	
5657B006	Océ PPV5 - 6 Automation Concurrent user	SOFTWARE	\$ 8,024.00	N/A	0.6184	\$ 3,062.00
5657B007	Océ PPV5 - 7 Automation Concurrent user	SOFTWARE	\$ 8,909.00	N/A	0.6133	\$ 3,445.00
5657B008	Océ PPV5 - 8 Automation Concurrent user	SOFTWARE	\$ 9,853.00	N/A	0.6115	\$ 3,828.00
5657B009	Océ PPV5 - 9 Automation Concurrent user	SOFTWARE	\$ 10,679.00	N/A	0.6129	\$ 4,134.00
5657B010	Océ PPV5 - 10 Automation Concurrent user	SOFTWARE	\$ 11,446.00	N/A	0.6121	\$ 4,440.00
6921B001	Océ PPV5 - Preflight (per user)	SOFTWARE	\$ 385.00	N/A	0.4805	\$ 200.00
5444B001	Océ PRISMAaccess Central Server	SOFTWARE	\$ 4,248.00	N/A	0.5784	\$ 1,791.00
5445B001	Océ PRISMAaccess 1 Operator Console	SOFTWARE	\$ 2,124.00	N/A	0.5782	\$ 896.00
5445B002	Océ PRISMAaccess 2 Operator Consoles	SOFTWARE	\$ 3,823.00	N/A	0.5783	\$ 1,612.00
5445B003	Océ PRISMAaccess 3 Operator Consoles	SOFTWARE	\$ 5,522.00	N/A	0.5782	\$ 2,329.00
5445B004	Océ PRISMAaccess 4 Operator Consoles	SOFTWARE	\$ 7,080.00	N/A	0.5782	\$ 2,986.00
5445B005	Océ PRISMAaccess 5 Operator Consoles	SOFTWARE	\$ 8,496.00	N/A	0.5784	\$ 3,582.00
5445B006	Océ PRISMAaccess 6 Operator Consoles	SOFTWARE	\$ 9,912.00	N/A	0.5783	\$ 4,180.00
5445B007	Océ PRISMAaccess 7 Operator Consoles	SOFTWARE	\$ 11,186.00	N/A	0.5783	\$ 4,717.00
5445B008	Océ PRISMAaccess 8 Operator Consoles	SOFTWARE	\$ 12,461.00	N/A	0.5783	\$ 5,255.00
5445B009	Océ PRISMAaccess 9 Operator Consoles	SOFTWARE	\$ 13,594.00	N/A	0.5783	\$ 5,732.00
5445B010	Océ PRISMAaccess 10 Operator Consoles	SOFTWARE	\$ 14,726.00	N/A	0.5784	\$ 6,209.00
5451B001	Océ PRISMAaccess 1 Submission Server	SOFTWARE	\$ 3,540.00	N/A	0.5782	\$ 1,493.00
5451B002	Océ PRISMAaccess 2 Submission Servers	SOFTWARE	\$ 6,372.00	N/A	0.5783	\$ 2,687.00
5451B003	Océ PRISMAaccess 3 Submission Servers	SOFTWARE	\$ 8,850.00	N/A	0.5783	\$ 3,732.00
5451B004	Océ PRISMAaccess 4 Submission Servers	SOFTWARE	\$ 11,033.00	N/A	0.5806	\$ 4,627.00
5451B005	Océ PRISMAaccess 5 Submission Servers	SOFTWARE	\$ 12,744.00	N/A	0.5783	\$ 5,374.00
5446B001	Océ PRISMAaccess Accounting	SOFTWARE	\$ 1,151.00	N/A	0.4813	\$ 597.00
5447B001	Océ PRISMAaccess Quotation	SOFTWARE	\$ 1,416.00	N/A	0.5784	\$ 597.00
5448B001	Océ PRISMAaccess Budget Approval	SOFTWARE	\$ 1,416.00	N/A	0.5784	\$ 597.00
6922B001	Océ PRISMAaccess Integrated Archive	SOFTWARE	\$ 3,540.00	N/A	0.5782	\$ 1,493.00
5659B002	Adobe Acrobat Professional v10	SOFTWARE	\$ 560.00	N/A	0.5071	\$ 276.00
6066B002	Quite Imposing Plus v3	SOFTWARE	\$ 798.00	N/A	0.4787	\$ 416.00
6276B002	Enfocus Pitstop Professional v10	SOFTWARE	\$ 700.00	N/A	0.4900	\$ 357.00
6107B001	Dpconvert v2.3	SOFTWARE	\$ 10,502.00	N/A	0.5808	\$ 4,402.00
6460B001	License Upgrade Océ PRISMAprepare Light V5 ext to 1 Conc user	SOFTWARE	\$ 7,670.00	N/A	0.4711	\$ 4,057.00
5440B001	License Upgrade Océ PRISMAprepare V5 ext 1 to 2 conc. users	SOFTWARE	\$ 8,496.00	N/A	0.4234	\$ 4,899.00
5440B002	License Upgrade Océ PRISMAprepare V5 ext 2 to 3 conc. users	SOFTWARE	\$ 7,316.00	N/A	0.3931	\$ 4,440.00
5440B003	License Upgrade Océ PRISMAprepare V5 ext 3 to 4 conc. users	SOFTWARE	\$ 6,372.00	N/A	0.4353	\$ 3,598.00
5440B004	License Upgrade Océ PRISMAprepare V5 ext 4 to 5 conc. users	SOFTWARE	\$ 7,080.00	N/A	0.4054	\$ 4,210.00
5440B005	License Upgrade Océ PRISMAprepare V5 ext 5 to 6 conc. users	SOFTWARE	\$ 6,726.00	N/A	0.4309	\$ 3,828.00
5440B006	License Upgrade Océ PRISMAprepare V5 ext 6 to 7 conc. users	SOFTWARE	\$ 6,372.00	N/A	0.4353	\$ 3,598.00
5440B007	License Upgrade Océ PRISMAprepare V5 ext 7 to 8 conc. users	SOFTWARE	\$ 6,136.00	N/A	0.4386	\$ 3,445.00
5440B008	License Upgrade Océ PRISMAprepare V5 ext 8 to 9 conc. users	SOFTWARE	\$ 5,900.00	N/A	0.4551	\$ 3,215.00
5440B009	License Upgrade Océ PRISMAprepare V5 ext 9 to 10 conc. users	SOFTWARE	\$ 5,664.00	N/A	0.4594	\$ 3,062.00
5658B001	License Upgrade Océ PPV5 Automation ext 1 to 2 Conc users	SOFTWARE	\$ 1,475.00	N/A	0.6102	\$ 575.00
5658B002	License Upgrade Océ PPV5 Automation ext 2 to 3 Conc users	SOFTWARE	\$ 1,298.00	N/A	0.6102	\$ 506.00
5658B003	License Upgrade Océ PPV5 Automation ext 3 to 4 Conc users	SOFTWARE	\$ 1,062.00	N/A	0.6102	\$ 414.00
5658B004	License Upgrade Océ PPV5 Automation ext 4 to 5 Conc users	SOFTWARE	\$ 1,062.00	N/A	0.6102	\$ 414.00
5658B005	License Upgrade Océ PPV5 Automation ext 5 to 6 Conc users	SOFTWARE	\$ 1,003.00	N/A	0.5872	\$ 414.00
5658B006	License Upgrade Océ PPV5 Automation ext 6 to 7 Conc users	SOFTWARE	\$ 885.00	N/A	0.6102	\$ 345.00
5658B007	License Upgrade Océ PPV5 Automation ext 7 to 8 Conc users	SOFTWARE	\$ 944.00	N/A	0.6102	\$ 368.00

**Exhibit C-3 Equipment**

SUPPLIER		PRODUCT DESCRIPTION	PRODUCTION SUB CATEGORY	LIST PRICE	CURRENT	VITA DISCOUNT	Purchase Price
ITEM	NUMBER				GSA	(Percentage	
					Amount)	Discount)	
	5658B008	License Upgrade Océ PPV5 Automation ext 8 to 9 Conc users	SOFTWARE	\$ 826.00	N/A	0.6102	\$ 322.00
	5658B009	License Upgrade Océ PPV5 Automation ext 9 to 10 Conc users	SOFTWARE	\$ 767.00	N/A	0.6102	\$ 299.00
	5454B001	License Upgrade Océ PRISMAaccess ext. 1 to 2 Consoles	SOFTWARE	\$ 1,699.00	N/A	0.5780	\$ 717.00
	5454B002	License Upgrade Océ PRISMAaccess ext. 2 to 3 Consoles	SOFTWARE	\$ 1,699.00	N/A	0.5780	\$ 717.00
	5454B003	License Upgrade Océ PRISMAaccess ext. 3 to 4 Consoles	SOFTWARE	\$ 1,564.00	N/A	0.5799	\$ 657.00
	5454B004	License Upgrade Océ PRISMAaccess ext. 4 to 5 Consoles	SOFTWARE	\$ 1,416.00	N/A	0.5784	\$ 597.00
	5454B005	License Upgrade Océ PRISMAaccess ext. 5 to 6 Consoles	SOFTWARE	\$ 1,416.00	N/A	0.5784	\$ 597.00
	5455B001	License Upgrade Océ PRISMAaccess ext. 6 to 7 Consoles	SOFTWARE	\$ 1,274.00	N/A	0.5777	\$ 538.00
	5455B002	License Upgrade Océ PRISMAaccess ext. 7 to 8 Consoles	SOFTWARE	\$ 1,274.00	N/A	0.5777	\$ 538.00
	5455B003	License Upgrade Océ PRISMAaccess ext. 8 to 9 Consoles	SOFTWARE	\$ 1,133.00	N/A	0.5781	\$ 478.00
	5455B004	License Upgrade Océ PRISMAaccess ext. 9 to 10 Consoles	SOFTWARE	\$ 1,133.00	N/A	0.5781	\$ 478.00
	5456B001	License Upgrade Océ PRISMAaccess ext. 1-2 Subm.Servers	SOFTWARE	\$ 2,832.00	N/A	0.5674	\$ 1,225.00
	5456B002	License Upgrade Océ PRISMAaccess ext. 2-3 Subm.Servers	SOFTWARE	\$ 2,476.00	N/A	0.5670	\$ 1,072.00
	5456B003	License Upgrade Océ PRISMAaccess ext. 3-4 Subm.Servers	SOFTWARE	\$ 2,124.00	N/A	0.5673	\$ 919.00
	5456B004	License Upgrade Océ PRISMAaccess ext. 4-5 Subm.Servers	SOFTWARE	\$ 1,770.00	N/A	0.5672	\$ 766.00

**Exhibit C-3 Service**

PRODUCT DESCRIPTION	B&W Service			Color Service		
	Pricing for Lease Term of 60 months or Less	B&W Service Pricing for Lease Term of 72 months	B&W Service Pricing for Lease Term of 84 months	Pricing for Lease Term of 60 months or Less	Color Service Pricing for Lease Term of 72 months	Color Service Pricing for Lease Term of 84 months
imageRUNNER ADVANCE C5255 Base Model	\$ 0.0085	\$ 0.0089	\$ 0.0094	\$ 0.049	\$ 0.0515	\$ 0.0540
imageRUNNER ADVANCE C7055 V2 Base Model	\$ 0.0070	\$ 0.0074	\$ 0.0077	\$ 0.047	\$ 0.0494	\$ 0.0518
imageRUNNER ADVANCE C7065 V2 Base Model	\$ 0.0075	\$ 0.0079	\$ 0.0083	\$ 0.047	\$ 0.0494	\$ 0.0518
imageRUNNER ADVANCE C9065S PRO with PRISMAsync	\$ 0.0095	\$ 0.0100	\$ 0.0105	\$ 0.045	\$ 0.0473	\$ 0.0496
imageRUNNER ADVANCE C9075S PRO with PRISMAsync	\$ 0.0085	\$ 0.0089	\$ 0.0094	\$ 0.045	\$ 0.0473	\$ 0.0496
imagePRESS C6010VPS	\$ 0.0125	\$ 0.0131	\$ 0.0138	\$ 0.050	\$ 0.0525	\$ 0.0551
imagePRESS C6010VP Digital Press	\$ 0.0125	\$ 0.0131	\$ 0.0138	\$ 0.050	\$ 0.0525	\$ 0.0551
imagePRESS C7010VPS	\$ 0.0125	\$ 0.0131	\$ 0.0138	\$ 0.050	\$ 0.0525	\$ 0.0551
imagePRESS C7010VP Digital Press	\$ 0.0125	\$ 0.0131	\$ 0.0138	\$ 0.050	\$ 0.0525	\$ 0.0551
imageRUNNER ADVANCE 8295 Base Model	\$ 0.0037	\$ 0.0039	\$ 0.0041			
imageRUNNER ADVANCE 8205 Base Model	\$ 0.0037	\$ 0.0039	\$ 0.0041			
imagePRESS 1110+	\$ 0.0042	\$ 0.0044	\$ 0.0046			
imagePRESS 1125+	\$ 0.0042	\$ 0.0044	\$ 0.0046			
imagePRESS 1135+	\$ 0.0042	\$ 0.0044	\$ 0.0046			
VarioPrint DP-Line	\$ 0.0039	\$ 0.0041	\$ 0.0043			
VarioPrint 6320 High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					
VarioPrint 6250 High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					
VarioPrint 6200 High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					
VarioPrint 6160 High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					
VarioPrint 6250 MICR High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					
VarioPrint 6200 MICR High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					
VarioPrint 6160 MICR High Volume Digital Duplex Cut Sheet Printer	See Pricing on Additional Tab					

## 36 Month Fixed Pricing

### Service Pricing on VarioPrint 6000 Series

*Different plans based on percentage of letter sheets versus oversized*

	Base	Included Volume	Click
<b>Book Price</b>	\$1,575.00	0	\$0.0040

#### *80-100% Letter/20% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,312.50	0	\$0.0036
<b>300K Plan</b>	\$1,496.25	300,000	\$0.0045
<b>500K Plan</b>	\$2,205.00	500,000	\$0.0045

#### *60-80% Letter/40% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,575.00	0	\$0.0038
<b>300K Plan</b>	\$1,811.25	300,000 Letter sized	.0045/.0061
<b>500K Plan</b>	\$2,520.00	500,000 Letter sized	.0045/.0061

#### *Greater than 60% ledger Sized jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,575.00	0	\$0.0040
<b>300K Plan</b>	\$2,546.25	300,000 Ledger sized	.0045/.0071
<b>500K Plan</b>	\$3,255.00	500,000 Ledger sized	.0045/.0071

#### **Maintenance Plan on Accessories**

	<i>Per Month</i>
Set Finisher	\$63.00
Extra Paper Input Module (PIM)	\$126.00
Extra High Capacity Stacker (iHCS)	\$126.00
DP Link	\$21.00
KDK Link	\$21.00
Media Enhancement Module	\$210.00
Powerlift for iHCS	\$52.50
iXDP Die Punch Unit (For 6160 only)	\$126.00
iMFS Multi Format Stapler	\$105.00
DFS30 Tape Binder	\$210.00
BLM200 Booklet Maker	\$367.50

BLM200 Rotator Transport Module	\$105.00
BLM 200 Powerstacker	\$26.25
BLM500	\$787.50
GBC Powerpunch	\$630.00
GBC Glue Binder	\$1,575.00
LaserMax Roll Feed Unwinder	\$630.00
LaserMax Roll Feed Cutter	\$367.50

## 48 Month Fixed Pricing

### Service Pricing on VarioPrint 6000 Series

*Different plans based on percentage of letter sheets versus oversized*

	Base	Included Volume	Click
<b>Book Price</b>	\$1,612.50	0	\$0.0041

#### *80-100% Letter/20% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,343.75	0	\$0.0037
<b>300K Plan</b>	\$1,531.88	300,000	\$0.0046
<b>500K Plan</b>	\$2,257.50	500,000	\$0.0046

#### *60-80% Letter/40% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,612.50	0	\$0.0039
<b>300K Plan</b>	\$1,854.38	300,000 Letter sized	.0046/.0062
<b>500K Plan</b>	\$2,580.00	500,000 Letter sized	.0046/.0062

#### *Greater than 60% ledger Sized jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,612.50	0	\$0.0041
<b>300K Plan</b>	\$2,606.88	300,000 Ledger sized	.0046/.0073
<b>500K Plan</b>	\$3,332.50	500,000 Ledger sized	.0046/.0073

#### **Maintenance Plan on Accessories**

	<i>Per Month</i>
Set Finisher	\$64.50
Extra Paper Input Module (PIM)	\$129.00
Extra High Capacity Stacker (iHCS)	\$129.00
DP Link	\$21.50
KDK Link	\$21.50
Media Enhancement Module	\$215.00
Powerlift for iHCS	\$53.75
iXDP Die Punch Unit (For 6160 only)	\$129.00
iMFS Multi Format Stapler	\$107.50
DFS30 Tape Binder	\$215.00
BLM200 Booklet Maker	\$376.25

BLM200 Rotator Transport Module	\$107.50
BLM 200 Powerstacker	\$26.88
BLM500	\$806.25
GBC Powerpunch	\$645.00
GBC Glue Binder	\$1,612.50
LaserMax Roll Feed Unwinder	\$645.00
LaserMax Roll Feed Cutter	\$376.25

## 60 Month Fixed Pricing

### Service Pricing on VarioPrint 6000 Series

*Different plans based on percentage of letter sheets versus oversized*

	Base	Included Volume	Click
<b>Book Price</b>	\$1,650.00	0	\$0.0042

#### *80-100% Letter/20% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,375.00	0	\$0.0037
<b>300K Plan</b>	\$1,567.50	300,000	\$0.0047
<b>500K Plan</b>	\$2,310.00	500,000	\$0.0047

#### *60-80% Letter/40% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,650.00	0	\$0.0040
<b>300K Plan</b>	\$1,897.50	300,000 Letter sized	.0047/.0064
<b>500K Plan</b>	\$2,640.00	500,000 Letter sized	.0047/.0064

#### *Greater than 60% ledger Sized jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,650.00	0	\$0.0042
<b>300K Plan</b>	\$2,667.50	300,000 Ledger sized	.0047/.0075
<b>500K Plan</b>	\$3,410.00	500,000 Ledger sized	.0047/.0075

#### **Maintenance Plan on Accessories**

	<i>Per Month</i>
Set Finisher	\$66.00
Extra Paper Input Module (PIM)	\$132.00
Extra High Capacity Stacker (iHCS)	\$132.00
DP Link	\$22.00
KDK Link	\$22.00
Media Enhancement Module	\$220.00
Powerlift for iHCS	\$55.00
iXDP Die Punch Unit (For 6160 only)	\$132.00
iMFS Multi Format Stapler	\$110.00
DFS30 Tape Binder	\$220.00
BLM200 Booklet Maker	\$385.00

BLM200 Rotator Transport Module	\$110.00
BLM 200 Powerstacker	\$27.50
BLM500	\$825.00
GBC Powerpunch	\$660.00
GBC Glue Binder	\$1,650.00
LaserMax Roll Feed Unwinder	\$660.00
LaserMax Roll Feed Cutter	\$385.00

## 72 Month Fixed Pricing

### Service Pricing on VarioPrint 6000 Series

*Different plans based on percentage of letter sheets versus oversized*

	Base	Included Volume	Click
<b>Book Price</b>	\$1,725.00	0	\$0.0044

#### *80-100% Letter/20% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,437.50	0	\$0.0039
<b>300K Plan</b>	\$1,638.75	300,000	\$0.0049
<b>500K Plan</b>	\$2,415.00	500,000	\$0.0049

#### *60-80% Letter/40% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,725.00	0	\$0.0041
<b>300K Plan</b>	\$1,983.75	300,000 Letter sized	.0049/.0067
<b>500K Plan</b>	\$2,760.00	500,000 Letter sized	.0049/.0067

#### *Greater than 60% ledger Sized jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,725.00	0	\$0.0044
<b>300K Plan</b>	\$2,788.75	300,000 Ledger sized	.0049/.0078
<b>500K Plan</b>	\$3,565.00	500,000 Ledger sized	.0049/.0078

#### **Maintenance Plan on Accessories**

	<i>Per Month</i>
Set Finisher	\$69.00
Extra Paper Input Module (PIM)	\$138.00
Extra High Capacity Stacker (iHCS)	\$138.00
DP Link	\$23.00
KDK Link	\$23.00
Media Enhancement Module	\$230.00
Powerlift for iHCS	\$57.50
iXDP Die Punch Unit (For 6160 only)	\$138.00
iMFS Multi Format Stapler	\$115.00
DFS30 Tape Binder	\$230.00
BLM200 Booklet Maker	\$402.50

BLM200 Rotator Transport Module	\$115.00
BLM 200 Powerstacker	\$28.75
BLM500	\$862.50
GBC Powerpunch	\$690.00
GBC Glue Binder	\$1,725.00
LaserMax Roll Feed Unwinder	\$690.00
LaserMax Roll Feed Cutter	\$402.50

## 84 Month Fixed Pricing

### Service Pricing on VarioPrint 6000 Series

*Different plans based on percentage of letter sheets versus oversized*

	Base	Included Volume	Click
<b>Book Price</b>	\$1,800.00	0	\$0.0046

*80-100% Letter/20% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,500.00	0	\$0.0041
<b>300K Plan</b>	\$1,710.00	300,000	\$0.0052
<b>500K Plan</b>	\$2,520.00	500,000	\$0.0052

*60-80% Letter/40% or less Ledger Sized Jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,800.00	0	\$0.0043
<b>300K Plan</b>	\$2,070.00	300,000 Letter sized	.0051/.0070
<b>500K Plan</b>	\$2,880.00	500,000 Letter sized	.0051/.0070

*Greater than 60% ledger Sized jobs*

	Base	Included Volume	Click
<b>Base and Click</b>	\$1,800.00	0	\$0.0046
<b>300K Plan</b>	\$2,910.00	300,000 Ledger sized	.0051/.0082
<b>500K Plan</b>	\$3,720.00	500,000 Ledger sized	.0051/.0082

#### Maintenance Plan on Accessories

	<i>Per Month</i>
Set Finisher	\$72.00
Extra Paper Input Module (PIM)	\$144.00
Extra High Capacity Stacker (iHCS)	\$144.00
DP Link	\$24.00
KDK Link	\$24.00
Media Enhancement Module	\$240.00
Powerlift for iHCS	\$60.00
iXDP Die Punch Unit (For 6160 only)	\$144.00
iMFS Multi Format Stapler	\$120.00
DFS30 Tape Binder	\$240.00
BLM200 Booklet Maker	\$420.00

BLM200 Rotator Transport Module	\$120.00
BLM 200 Powerstacker	\$30.00
BLM500	\$900.00
GBC Powerpunch	\$720.00
GBC Glue Binder	\$1,800.00
LaserMax Roll Feed Unwinder	\$720.00
LaserMax Roll Feed Cutter	\$420.00

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

Spread

**Lease  
Rate  
Factor**

<b>36 Month Rate</b>	<b>5.67</b>	<b>0.0338</b>
<b>48 Month Rate</b>	<b>8.38</b>	<b>0.0294</b>
<b>60 Month Rate</b>	<b>9.99</b>	<b>0.0251</b>
<b>72 Month Rate</b>	<b>9.99</b>	<b>0.0229</b>
<b>84 Month Rate</b>	<b>9.99</b>	<b>0.0209</b>

The following pricing models are two examples of MPS options that are available for budgetary considerations. A customized Statement of Work would be developed following Discovery and Due Diligence assessments for each engagement to cover all devices and volume as applicable. These two examples reflect equipment and volume that would be included in a typical environment covered under a MPS Statement of Work. Please engage directly with Canon Business Services to have an assessment performed for a complimentary estimate and statement of work for further details.

## SCENARIO 1

Qty	Item Code	Item Description	B/W Overage Click Rate	Color Overage Click Rate
20	4803B003	<b>IMAGERUNNER ADVANCE 4035 BASE MODEL</b>	\$ 0.0070	
20	4805B002	DADF-AG1		
20	6543B001	CABINET TYPE-G		
20	4815B005	PS PRINTER KIT-AN1		
20	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	<i>UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
20	4801B003	<b>IMAGERUNNER ADVANCE 4051 BASE MODEL</b>	\$ 0.0070	
20	3755B001	CASSETTE FEEDING UNIT-AF1		
20	4806B002	STAPLE FINISHER-G1 (INCLUDE BUFFER PASS UNIT-H1)		
20	4815B005	PS PRINTER KIT-AN1		
20	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	<i>UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
5	3617B023	<b>IMAGERUNNER ADVANCE C5030 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
5	3654B001	CASSETTE FEEDING UNIT-AD1		
5	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
5	3671B009	PS PRINTER KIT-AE1 ELAN		
5	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
5	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	<i>UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		
5	3614B023	<b>IMAGERUNNER ADVANCE C5051 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
5	3654B001	CASSETTE FEEDING UNIT-AD1		
5	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
5	3671B009	PS PRINTER KIT-AE1 ELAN		
5	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
5	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	<i>UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)</i>		
	3655B004	<i>PAPER DECK UNIT-B2 (Optional)</i>		

50	1709V894	<b>HP COLOR LASERJET ENTERPRISE CP4525DN PRINTER HP-CC494A</b>	\$ 0.0300	\$ 0.0900
	2088V100	HP Delivery Only Category 2		
100	HEWCF278A	<b>HP LASERJET PRO 400 M401DN</b>	\$ 0.0300	

Monthly total cost for 900,000 pages includes service, toner, 50 MFD's, 150 SFD printers & reporting .for chargeback purposes.

Monthly Volume of 900,000 pages per month. Breakout includes 729,000 pages in b&w produced on MFD's, 81,000 pages in color produced on MFD's; 81,000 pages in b&w produced on SFD's and 9,000 pages in color produced on SFD's.

Total Monthly Charge \$ 28,554.01

Total CPC. CPC is based upon 810,000 black & white & 90,000 color prints per month. Overage rate is shown to the right of the applicable machine.

\$ 0.0320

## SCENARIO 2

Qty	Item Code	Item Description	B/W Overage Click Rate	Color Overage Click Rate
40	4803B003	<b>IMAGERUNNER ADVANCE 4035 BASE MODEL</b>	\$ 0.0070	
40	4805B002	DADF-AG1		
40	6543B001	CABINET TYPE-G		
40	4815B005	PS PRINTER KIT-AN1		
40	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)		
	3655B004	PAPER DECK UNIT-B2 (Optional)		
40	4801B003	<b>IMAGERUNNER ADVANCE 4051 BASE MODEL</b>	\$ 0.0070	
40	3755B001	CASSETTE FEEDING UNIT-AF1		
40	4806B002	STAPLE FINISHER-G1 (INCLUDE BUFFER PASS UNIT-H1)		
40	4815B005	PS PRINTER KIT-AN1		
40	4816B002	SUPER G3 FAX BOARD-AK1		
	3405B011	UNIVERSAL SEND ADVANCED FEATURE SET-E1 ELAN (optional)		
	3655B004	PAPER DECK UNIT-B2 (Optional)		
10	3617B023	<b>IMAGERUNNER ADVANCE C5030 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
10	3654B001	CASSETTE FEEDING UNIT-AD1		

10	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
10	3671B009	PS PRINTER KIT-AE1 ELAN		
10	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
10	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)		
	3655B004	PAPER DECK UNIT-B2 (Optional)		
10	3614B023	<b>IMAGERUNNER ADVANCE C5051 V2 BASE MODEL</b>	\$ 0.0070	\$ 0.0500
10	3654B001	CASSETTE FEEDING UNIT-AD1		
10	3656B002	STAPLE FINISHER-C1 (INCLUDES BUFFER PASS UNIT-G1)		
10	3671B009	PS PRINTER KIT-AE1 ELAN		
10	3668B001	ADDITIONAL MEMORY TYPE B (512MB)		
10	3675B002	SUPER G3 FAX BOARD-AE1		
	3405B002	UNIVERSAL SEND ADVANCED FEATURE SET-D1 (optional)		
	3655B004	PAPER DECK UNIT-B2 (Optional)		
75	1709V894	<b>HP COLOR LASERJET ENTERPRISE CP4525DN PRINTER HP-CC494A</b>	\$ 0.0300	\$ 0.0900
	2088V100	HP Delivery Only Category 2		
125	HEWCF278A	<b>HP LASERJET PRO 400 M401DN</b>	\$ 0.0300	
		<b>Print Output Management Software</b>		
1	3575B005	<b>uniFLOW Basic License (Enterprise Edition)</b>		
1	3575B006	uniFLOW Standard Module (Enterprise Edition)		
5	3575B009	uniFLOW Remote Print Server (Enterprise Edition)		
5	3575B304	UNIFLOW FILE FORMAT CONVERSION		
1	3575B327	UNIFLOW SPP DEVICE LICENSE FOR SFP MEAP (100 DEVICES)		
100	3575B158	uniFLOW MiCard v2 HID Prox Card Reader (100-249 Readers)		
1	3575B040	uniFLOW Software Assurance (1 Point)		
1	3575B043	uniFLOW Software Assurance (25 Points)		
10	3575B045	uniFLOW Software Assurance (100 Points)		
60	1396V766	uniFLOW Implementation Services by Local Systems Analyst		
		<b>Canon On Site Staff</b>		
1		Assistant Site Associate/Assistant manager		

Monthly total cost for 900,000 pages includes service, toner, Print Management Output software, 1 Assistant Manager, 100 MFD's, 200 SFD printers & reporting .for chargeback purposes.

Monthly Volume of 900,000 pages per month. Breakout includes 729,000 pages in b&w produced on MFD's, 81,000 pages in color produced on MFD's; 81,000 pages in b&w produced on SFD's and 9,000 pages in color produced on SFD's.

Total Monthly Charge	\$ 49,422.95
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Total CPC. CPC is based upon 810,000 black & white & 90,000 color prints per month. Overage rate is shown to the right of the applicable machine.	\$ 0.0555
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<b>Additional Canon Staff Options</b>	
Technical Operations Representative	\$ 8,062.23
Senior Site Associate/Manager	\$ 5,533.65
Convenience Care Rep Level I	\$ 5,904.39
Customer Care Rep	\$ 4,547.58

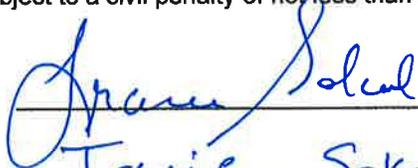
## EXHIBIT F: CERTIFICATION REGARDING LOBBYING

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:

  
\_\_\_\_\_

Printed Name:

Tracie Sokol  
\_\_\_\_\_

Organization:

CSA, Inc  
\_\_\_\_\_

Date:

4/24/13  
\_\_\_\_\_



# EXHIBIT H

## Canon

### CATEGORIES WON

MFD Canon	Segments 7 – 17b
BW Laser Canon	Segment 26
Color Laser Canon	Segments 28 & 29
Large Format Technical Canon	
Large Format Graphics Art Canon	
Large Format Photo Quality Canon	
BW Large Format MFP High End OCE	
Color Wide Format MFP Low End Canon	
Color Wide Format MFP Mid Ink Canon	
Color Wide Format MFP High Ink OCE	
High Speed Production Canon	
Managed Print Services	