

401 E. Sonterra Suite 401 San Antonio, Texas 78258

Dear Ms. Susan Lightfoot,

3991 E. 29th St, Bryan, TX 77802

UBEO LLC is pleased to present this response to RFP No. 22-204 for Printers, Copiers and Multifunction Devices. We feel UBEO is uniquely qualified to provide a comprehensive offering of Business Technology Products for the Purchasing Solutions Alliance under this RFP

UBEO is a Business Technology Integrator. UBEO has taken the acquisition and management of business technology to the next level by integrating not only the hardware necessary to provide the services that are required, but also the latest in software technologies. This blending of hardware and software allows maximum utilization of the equipment and will drive an overall increase in operational efficiency for the end user clients of PSA.

We have presented a comprehensive offering to PSA and their member organizations. Not only do we offer the right combination of hardware and software for helping an organization become more efficient, we also have the expertise and personnel to make the implementation process as smooth as possible. UBEO's support after the installation is also the key to our long-term success in the marketplace.

UBEO today brings an added dimension to PSA. UBEO is in growth mode and we are acquiring other equipment dealers not only within the boundaries of Texas, but expansion into other states as well. This expansion will take advantage of PSA's current country wide membership but will give UBEO the opportunity to bring new members to PSA as well.

We look forward to working with the Brazos Valley Council of Governments and the Purchasing Solutions Alliance as we continue to offer the best in Technology Solutions.

#### **Michael Emanuel**

VP - Vendor Relations

e – memanuel@ubeo.com

**p** – 773-562-7180

a - 401 E. Sonterra Blvd. Suite 350

San Antonio, Texas 78258

w - <u>ubeo.com</u>

## **Executive Summary**

The highlights listed below represent a summary of the RFP and how UBEO meets and exceeds all criteria requested under RFP No. 22-204

The equipment and services offered to PSA under this RFP are the current industry standards in hardware and software. As you will see, our hardware offering is not limited to a single vendor. We are responding now with several new vendors. Our complete vendor lineup now includes Ricoh, Xerox, Konica Minolta, Kyocera, Lexmark, and an exciting new add of Canon. The software products are all leading-edge solutions from a wide array of manufacturers. The key element in these offerings is the ability of UBEO to integrate hardware and software for specific workflow and business applications. If special solutions are required, UBEO can investigate and acquire additional products. These special solutions will be offered as needed to PSA customers under a discount from MSRP formula. As you can see from the company organizational chart, we are a local company with the human resources to manage accounts from the very smallest to large Fortune 500 companies. With multiple logistics warehouse locations, UBEO is able to bring additional resources to bear on large complex installations.

UBEO is a large independent dealer serving Texas and the nation through a network of affiliate vendor dealers. With internal expansion we will have additional Texas locations as well as out of state UBEO locations. The managers have many years of experience in contract management. Our customer references range from small municipalities, to large school districts, universities and major corporations.

Our pricing proposal is presented in the format requested and subsequent model changes will be updated in the same format. We feel that our pricing is competitive, especially considering the additional value that is part of our acquisition strategy. Upgrades and program changes are easy and flexible for our clients.

A key strength of UBEO is our direct marketing force in the field. While we utilize a number of direct marketing tools such as direct mail, emails, fliers, sponsorship signage our real marketing force are the sales professionals in the field every day.

Each calendar quarter, UBEO will publish promotions that will provide PSA pricing that is below contract pricing.

We believe our response to RFP 18-201 is complete and exceeds the minimum requirements. All items are included in the corresponding tabs.

UBEO does not take specific exception to any item within the RFP, however we would like to clarify several points and note that we are offering several options within the RFP that pertain to the PSA commission and service level agreements.

#### Clarifications:

o Most office equipment systems will be unpacked and configured at our logistics facility and then delivered in a "set up" working configuration.

o In some cases, data overwrite security is an optional purchase. The end user will be responsible for protecting their data by adding the security options to their systems. This item is also subject

to the attached Digital Document Security procedures.

o Some MFD's in higher segments do not offer faxing capabilities, and some functionality is only available as an option and not standard equipment. Unless otherwise noted, all equipment has a minimum of one (1) year warranty. Cancellation for convenience and cause only pertains to the PSA contract and not end user agreements currently in place.

Section 2 - Vendor Experience and Qualifications: Briefly describe your company's history and experience in the industry, including your experience serving government agencies, schools, and universities. Describe your core values and business philosophy. Indicate what differentiates your company from its competitors.

UBEO has been providing business solutions to governmental entities since the business was founded. The greatest success has been with local governmental subdivisions, school districts and public and private colleges and universities. While we do not have a separate government marketing division within our company, we do have a number of sales executives who have developed specific knowledge and skills in marketing to those entities.

Specifically, disclose the following: a) Bankruptcies filed; b) Litigation, mediation, and arbitration history over the last five (5) years; c) Any material (in excess of \$50,000) claims, judgements, arbitrations, investigations, or lawsuits pending; d) Any criminal actions, suits, proceedings, arbitrations investigations against or involving the Offeror or its employees (in their capacities as employees) occurring during the past five years.

No bankruptcies filed. No material claims, judgements, arbitrations, investigations or lawsuits pending. No criminal actions, suits, proceedings, arbitrations, investigations against UBEO or involving UBEO or its employees occurred during the past five years

Section 3 - Staff Assigned to the Account: Describe the training, certifications, and experience for staff that will be assigned to this account for the following positions:

- A. Sales personnel
- B. Contract Administrator to PSA

Section 4 - Product Offerings: Fully describe the products and services offered in your proposal.

Discuss any optional features/services. Discuss any customization options that are available.

Describe the typical ordering and installation process, including timelines.

Ubeo's full product line that will require PSA support:

Ricoh – All product offerings

Canon - MFP, Printers, scanners & solutions offerings

Xerox - MFP & Production offerings

Konica Minolta – MFP and Printer offerings

Lexmark - MFP & Printer offerings

Kyocera – MFP & Printer Offerings

Robust software solutions integrating workflows making the worker more efficient

Ubeo has purchasing options to bring any and all solutions to our customers based on the customized solution required to meet the needs of the customer. All solutions are customized through the BTA process and designed for our customers. The order process is based on the purchasing power of Ubeo and the design of specific configurations with each manufacturer individually. The installation process is designed on the size and scope of the program and solution for the customer. Ubeo works directly with the customer to implement based on the agreed upon timeline and agreement with all required depts.

Section 5 - Security: Discuss the security of your equipment in regards to protecting customer data that is printed or scanned. Describe the process for removing data from equipment that is removed from the customer's site for replacement or contract termination.

UBEO engages a service to shred hard drives that are removed from equipment. Upon request we will provide such certification of destruction for specific models and serial numbers.

Section 6 - Value-Added Products and Services: Fully describe any value-added products and services offered in your proposal. These services/products are not required by the RFP, but will be evaluated and scored. Examples of value-added products and services include the following:

The greatest additional Value-Added attribute of UBEO and the PSA contract is the ability to upgrade the current equipment prior to the expiration of the rental contract. This flexibility allows our customers to upgrade equipment and technology.

#### • Analysis to determine customers' needs or increase efficiency

The Business Technology Assessment listed previously goes into significant detail as to best optimization of selected printing based on speeds and functionality of the equipment. There are also several software/hardware options available to control copy costs and security.

#### • Reports available to End Users

With certain additional software products the member can analyze print volumes from various users. The UBEO CSR will also cover copy/print volumes with members during reviews. Spreadsheet billing is also available upon request.

#### • Third party financing

UBEO uses the uMANAGE Rental Agreement for all non-cash transactions. Length of term is flexible and dependent upon the customer's requirements. Funding partners are listed below. List of Finance Partners and Contact info.

**US Bank** 

1310 Madrid St.

Marshall MN 56258

Michael Johnson 800-328-5371

**Great America Financial Services** 

625 First St., SE, Suite 800

Cedar Rapids IA 52401

Scott Stanford 866-339-9778

De Lage Landen

1111 Old Eagle School Road

Wayne PA 19087

Sherry Stewart 210-602-7481

Wells Fargo Equipment Finance, Inc.

800 Walnut Street

Des Moines IA 50309

Harold Clewis 281-841-3856

#### Section 7 - Technical Support: Discuss your overall policy for reducing equipment downtime.

Preventative maintenance done per manufacturers recommendations. Total calls done on each service call to check all aspects of equipment not just problem called in for.

- Support hours Monday through Friday 8 to 5
- Types of support (phone, e-mail, on-site, etc.)

Phone, e-mail, onsite and remote, chat support coming soon.

#### • After-hours support option

After hours support available on a per request basis for additional costs based on coverage required.

• Cost of technical support. If different levels of support may be purchased, include the description and cost of each level.

Pricing based on segment and volume bands.

#### Section 8 - Problem Resolution Time: Provide the following data for calendar year 2021:

• Average downtime that customers experienced for each technical issue

#### 3.96 hours per call

• Ratio of problems resolved on technician's first response

#### 96%

• Average response time for technical support, from the time the customer first called to the time the problem was first addressed by a technician

#### **2.91 Hours**

Section 9 – Credentials of Installation and Technical Staff: Describe the training, certifications, and experience for staff that will be assigned to this account for the following positions:

A. Maintenance Technician

B. Installer

25 years average experience, all manufacturer trained on the products they support.

Section 10 - Marketing Strategy: Describe in detail how you will effectively—market any potential PSA contract regionally/nationally and meet the requirements outlined in the RFP.

Address each element of your marketing strategy by describing timelines, methods, and/or presenting reference marketing materials PSA can expect to be produced and maintained by your organization throughout the life of any potential contract.

- Promote the PSA contract on regional and national sales call that happen bi-weekly and quarterly
- Training on the PSA contact during on-boarding and refreshers calls with our sales teams

Indicate the customer base and sales volume you expect to gain from this contract.

- Developed one page marketing brochure outlining details of the program available on our intranet
- Utilize Steve Vaughan who is the program champion to help drive program within the VPGM group

  Section 11 PSA Administrative Fee: Confirm the percentage amount and calculation of the PSA

Administrative Fee. Offerors are encouraged to propose alternative methods of assessing and calculating administrative fees to PSA based on industry standards and company policy.

Committing to pay out 3% monthly based on the 'sale' price of each transaction.

Section 11 - Exceptions to RFP: Identify any exceptions the Offeror has taken to the requirements of this RFP, the contract or any other attachments.

None

# **CORE VALUES COMMITMENT**

As an EMPLOYEE of UBEO, I recognize that each of us have the responsibility and corporate obligation to carry out the Mission of UBEO. I recognize the following list is a summary of fundamental conduct expectations and is not meant to be an all-inclusive list.

**UBEO PHILOSOPHY:** UBEO was founded on a simple principle. We do what is right for the customers and employees not what is easy.

- I recognize that the business success and excellent reputation of UBEO is built upon the principles of fair business practices and the ethical conduct of our employees. As such, I pledge to always adhere to the highest standards of conduct and personal integrity.
- I recognize that being known as a great company and place to work requires each of us to treat all our fellow employees with respect, dignity, and courtesy.
- I will keep all my promises. I will do what I say I am going to do always.
- I will always be cognizant of the fact that our products and services affect the productivity of our customers, and I commit to respond to their needs in a prompt, efficient and most effective manner.
- I will do my part to always meet the standards of operational excellence that UBEO is known for.
- I will not engage in negative discussions with employees about co-workers. I will always endeavor to give all employees the benefit of the doubt and will speak of them in the same manner I would hope others speak of me. If a situation arises where it is difficult for me to determine the proper course of action, I will discuss the specifics with the appropriate UBEO management for advice and direction.
- I will always strive for high efficiency but not at the expense of pursuing the highest degree of effectiveness in all my interactions with our clients. While the former pursues completion of all tasks in the shortest amount of time, the latter ensures their satisfaction.
- I will embrace, as part of my job, the continuous pursuit of professional development, always looking for ways to enhance my knowledge and skills.

- I will pursue the highest degree of on-the-job safety and will plan each work activity using appropriate risk assessment and good judgment.
- I will choose a positive attitude. How we think about our customers and coworkers is how we will treat them.
- I will practice work/life balance on the premise of the adage, "Put your own oxygen mask on first," and it is essential to our success. We support our employees both at work and at play. Our employees know that UBEO has their back both professionally and personally, and we know that they have ours.
- I will support the work team by meeting the attendance policy, being on time, staying focused on work, offering help when possible, and complying timely with employment requirements.
- I will see problems as opportunities for improvement and work to be part of the solution.
- I will always look for ways to improve our client's experience with UBEO and be mindful that it is in EACH of these experiences that our corporate Mission, Values and Vision statements become TRUE.

I have read and understand the above expectations and commit to incorporating them into my daily work.



#### **UBEO** is offering the following references

State Level

Susan Lightfoot
Program Administrator
Brazos Valley Council of Governments
3991 East 29<sup>th</sup> Street
Bryan, Texas 77802
979-595-2800
Susan.lightfoot@bvcoq.org

Mary E. Williams, C.P.M, CTPM
Purchasing Manager & HUB Coordinator
Texas A&M Engineering Experiment Station
7607 Eastmark Drive Suite 112F
College Station, TX 77840
979-458-7434
me-williams@tamu.edu

City Level

Karen Sonley Purchasing Manager City of Bryan 1309 E. MLK Street, Bryan, Texas 77803 979-209-5505

Non-Profit:

ksonley@bryantx.gov

Lisa McNair
Chief Financial Officer
Hospice Brazos Valley
502 W 26th St, Bryan, TX 77803
979-821-2266
Imcnair@hospicebrazosvalley.org

Crystal Crowell
Executive Director
Brazos Valley Council on Alcohol & Substance
Abuse Physical Address:
405 West 28th Street
Bryan, TX 77803
(979) 846-3560, xlll
ccrowell@bvcasa.erg

ISO:

Stephanie Gage
Business Manager
Milano ISD
500 N 5th St, Milano, TX 76556
512-455-2533
sgage@milanoisd.net

## Offeror Acknowledgment & Certification RFP No. 22-204 Invitation Title: Printers, Copiers, and Multifunction Devices Offeror Company: UBEO Business Services (Legal name of business which will appear on contract, if awarded) Contract Signatory: Steve Vaughan Title: VPGM Mailing Address: 4700 Elmo Weedon Road Suite 101 College Station, TX 77845 Physical Address: 4700 Elmo Weedon Road Suite 101 College Station, TX 77845 Phone: 979-731-8500 Email: svaughan@ubeo.com Federal ID No.: 81-5293028 Web Page URL: ubeo.com **Proposal Contact Information** Contact Person: Michael Emanuel Phone: 773-562-7180 Email: memanuel@ubeo.com Underutilized/Disadvantaged Business (HUB / DBE) Information Ownership - 51% or more: ✓ Non-HUB/DBE HUB DBE Estimated number of subcontractors who would participate in any contract: Number of above subcontractors who would qualify as an HUB / DBE: Certification I hereby certify that the information contained in this proposal and any attachments is true and correct and may be viewed as an accurate representation of proposed services to be provided by this organization. I certify that no employee, BVCOG member, or agent of the BVCOG has assisted in the preparation of this proposal. I acknowledge that I have read and understood the terms, conditions, requirements and provisions of the RFP and that this organization will comply with the terms thereof, and any other applicable local, state, and federal regulations and policies and that the BVCOG is authorized to verify references and stated performance data and to conduct credit and criminal background checks if needed. Furthermore, I certifify that I am legally authorized to sign this proposal on behalf of said organization by authority of its governing body, and to bind said organization under any contract that may result from the submission of this proposal. Title: VPGM Signature: Printed Name: Steve Vaughan Date: 4/7/2022

#### **CONFLICT OF INTEREST QUESTIONNAIRE**

FORM CIQ

For vendor doing business with local governmental entity

	***************************************				
This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.	OFFICE USE ONLY				
This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176,001(1-a) with a local governmental entity and the vendor meets requirements under Section 176,006(a).					
By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.					
A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.					
Name of vendor who has a business relationship with local governmental entity.					
Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)					
Name of local government officer about whom the information is being disclosed.					
NONE					
Name of Officer					
Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.					
A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?					
Yes No					
B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?					
Yes No					
Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.					
Check this box if the vendor has given the local government officer or a family member as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a)(B), excluding gifts gifts described in Section 176.003(a)(B), excluding gifts gift					
Signature of vendor doing business with the governmental entity	7/2022 Date				

# CONFLICT OF INTEREST QUESTIONNAIRE For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm. For easy reference, below are some of the sections cited on this form.

<u>Local Government Code § 176.001(1-a)</u>: "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

#### Local Government Code § 176.003(a)(2)(A) and (B):

- (a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:
  - (2) the vendor:
    - (A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that
      - (i) a contract between the local governmental entity and vendor has been executed; or
      - (ii) the local governmental entity is considering entering into a contract with the vendor;
    - (B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:
      - (i) a contract between the local governmental entity and vendor has been executed; or
      - (ii) the local governmental entity is considering entering into a contract with the vendor.

#### Local Government Code § 176,006(a) and (a-1)

- (a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:
  - (1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);
  - (2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or
  - (3) has a family relationship with a local government officer of that local governmental entity.
- (a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:
  - (1) the date that the vendor:
    - (A) begins discussions or negotiations to enter into a contract with the local governmental entity; or
    - (B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or
  - (2) the date the vendor becomes aware:
    - (A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a):
    - (B) that the vendor has given one or more gifts described by Subsection (a); or
    - (C) of a family relationship with a local government officer.

### **CERTIFICATE OF INTERESTED PARTIES**

FORM **1295** 

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.  Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.			OFFICE USE ONLY CERTIFICATION OF FILING				
1				titulo placa		cate Number:	OF FILING
1	Name of business entity filing form, and the city, state and country of the business entity's place of business.			iny's place		874023	
	UBEO Business Services						
	San Antonio, TX United States				Date Filed:		
2	Name of governmental entity or state agency that is a par being filed.	rty to the	contract for which the	ne form is	04/15/	/2022	
	Purchasing Solutions Alliance (PSA)				Date A	Acknowledged:	
	, ,						
3	Provide the identification number used by the government description of the services, goods, or other property to be				the co	ntract, and prov	ide a
	22-204						
	Printers, Copiers and Multifunction Devices						
						Nature of	interest
4	Name of Interested Party		City, State, Country	(place of busin	ess)	(check ap	
						Controlling	Intermediary
_							
_							
5	Check only if there is NO Interested Party.						
_	UNSWORN DECLARATION						
6							
	My name isMichael Emanuel		,	and my date of	birth is _	8/26/1976	·
	My address is 12504 Gun Metal Drive		Austin	T,	X	78739	USA
	(street)		,(city)	,,	, ate)	(zip code)	(country)
	I declare under penalty of perjury that the foregoing is true an	nd correct.					
	Executed inTravis	County,	State ofTX	, on the	28 _da	ay ofApril	, 20 <u>22</u>
						(month)	(year)
		m	ichael (mi	anuel			
	Signature of authorized agent of contracting business entity						
				(Declarant)			

# RFP 22-204 Printers, Copiers, and Multifunction Devices Proposer Certifications

By signing below, Proposer makes the following certifications under penalty of perjury and possible contract termination if any of these certifications are found to be false.

#### Certification 1. LEGAL AUTHORITY

Proposer warrants and represents that it has adequate legal counsel and authority to respond to this RFP. The governing bodies, where applicable, have authorized the signatory officials to enter into this Contract and bind the parties to the terms of this Contract and any subsequent amendments thereto.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 2. APPLICABLE LAWS

The parties agree to conduct all activities under this Contract in accordance with all applicable rules, regulations, directives, issuances, ordinances, and laws in effect or promulgated during the term of this Contract.

Does Proposer agree? YES \_\_\_\_\_\_ Initials of Authorized Representative of Proposer

#### **Certification 3. RELEASE**

The Proposer releases, relinquishes, and discharges the PSA, its officers, agents, and employees from all claims, demands, and causes of action of every kind and character, including the cost of defense thereof, for any injury to, sickness or death of the Proposer or its employees and any loss of or damage to any property of the Proposer or its employees that is caused by or alleged to be caused by, arises out of, or is in connection with the Proposer's negligent performance of the work. Both the PSA and the Proposer expressly intend that this release shall apply regardless of whether said claims, demands, and causes of action are covered, in whole or in part, by insurance.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

#### Certification 4. CIVIL AND CRIMINAL PROVISIONS AND SANCTIONS

Proposer agrees that it will perform under this Contract in conformance with safeguards against fraud and abuse as set forth by PSA, the State of Texas, Federal regulations and the acts and regulations of any funding entity. Proposer agrees to notify PSA of any suspected fraud, abuse or other criminal activity related to this Contract through filing of a written report promptly after it becomes aware of such activity.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 5. CLEAN AIR AND FEDERAL WATER POLLUTION CONTROL ACTS

The Proposer agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387).

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer



#### Certification 6. BYRD ANTI-LOBBYING AMENDMENT

The Proposer certifies that it has not and will not use Federal appropriated funds, which may include any money received in association with the PSA contract, to pay for any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352).

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

#### Certification 7. CERTIFICATION NOT TO BOYCOTT ISREAL

The Proposer certifies that it does not boycott Israel and will not boycott Israel during the term of this contract. Proposer further certifies that it does not and will not refuse to deal with, terminate business activities with, or otherwise take any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory. This does not include actions made for ordinary business purposes.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 8. COMPUTER EQUIPMENT REYCLING PROGRAM

If Proposer is submitting a Response for the purchase or lease of computer equipment, then Proposer certifies that it is in compliance with Subchapter Y, Chapter 361 of the Texas Health and Safety Code related to the Computer Equipment Recycling Program and the Texas Commission on Environmental Quality rules in 30 TAC Chapter 328.

Does Proposer agree? YES \_\_\_\_\_ SV \_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 9. CONTRACTING INFORMATION RESPONSIBILITIES

In accordance with Section 552.372 of the Texas Government Code, Proposer agrees to (1) preserve all contracting information related to the contract as provided by the records retention requirements applicable to the PSA member for the duration of the contract, (2) promptly provide to the PSA member any contracting information related to the contract that is in the custody or possession of the Proposer on request of the PSA member, and (3) on termination or expiration of the contract, either provide at no cost to the PSA member all contracting information related to the contract that is in the custody or possession of the Proposer or preserve the contracting information related to the contract as provided by the records retention requirements applicable to the PSA member. Except as provided by Section 552.374(c) of the Texas Government Code, the requirements of Subchapter J, Chapter 552, Government Code, may apply to the contract and the Proposer agrees that the contract can be terminated if the Proposer knowingly or intentionally fails to comply with a requirement of that subchapter.

Does Proposer agree? YES \_\_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 10. DEALINGS WITH PUBLIC SERVANTS AFFIRMATION

The Proposer has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted Response.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer



#### Certification 11. ANTITRUST AFFIRMATION

The Proposer affirms under penalty of perjury of the laws of the State of Texas that (1) in connection with this Response, neither I nor any representative of the Proposer have violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15; (2) in connection with this Response, neither I nor any representative of the Proposer have violated any federal antitrust law; and (3) neither I nor any representative of the Proposer have directly or indirectly communicated any of the contents of this Response to a competitor of the Proposer or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Proposer.

Does Proposer agree? YES	SV	_ Initials of Authorized Representative of Proposer
Certification 12. E-VERIFY PROGRAM		

The Proposer certifies that for contracts for services, Proposer shall utilize the U.S. Department of Homeland Security's E-Verify system during the term of the contract to determine the eligibility of:

- 1. all persons employed by Proposer to perform duties within Texas; and
- 2. all persons, including subcontractors, assigned by Proposer to perform work pursuant the contract within the United States of America.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### **Certification 13. EXCLUDED PARTIES**

Proposer certifies that it is not listed in the prohibited vendors list authorized by Executive Order No. 13224, "Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism", published by the United States Department of the Treasury, Office of Foreign Assets Control.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### **Certification 14. FALSE STATEMENTS**

Proposer represents and warrants that all statements and information prepared and submitted in this document are current, complete, true, and accurate. Submitting a Response with a false statement or material misrepresentations made during the performance of a contract is a material breach of contract and may void the submitted Response and any resulting contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

#### Certification 15. FOREIGN TERRORIST ORGANIZATIONS

Proposer represents and warrants that it is not engaged in business with Iran, Sudan, or a foreign terrorist organization, as prohibited by Section 2252.152 of the Texas Government Code.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 16. NO CONFLICTS OF INTEREST

Proposer represents and warrants that the provision of goods and services or other performance under the contract will not constitute an actual or potential conflict of interest or reasonably create an appearance of impropriety.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



#### Certification 17. AMERICANS WITH DISABILITIES ACT

Proposer represents and warrants its compliance with the requirements of the Americans With Disabilities Act (ADA) and its implementing regulations, as each may be amended.

Disabilities Act (ADA) and its implementing regulations, as each may be amended.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
Certification 18. DRUG-FREE WORKPLACE Proposer represents and warrants that it shall comply with the applicable provisions of the Drug-Free Workplace Act of 1988 (41 U.S.C. § 701 et seq.) and maintain a drug-free work environment.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
<b>Certification 19. EQUAL EMPLOYMENT OPPORTUNITY</b> Proposer represents and warrants its compliance with all applicable duly enacted state and federal laws governing equal employment opportunities.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
<b>Certification 20. FEDERAL OCCUPATIONAL SAFETY AND HEALTH LAW</b> Proposer represents and warrants that all articles and services shall meet or exceed the safety standards established and promulgated under the Federal Occupational Safety and Health Act of 1970, as amended (29 U.S.C. Chapter 15).
Does Proposer agree? YES SV Initials of Authorized Representative of Proposer
<b>Certification 21. IMMIGRATION</b> Proposer represents and warrants that it shall comply with the requirements of the Immigration and Nationality Act (8 U.S.C.§ 1101 et seq.) and all subsequent immigration laws and amendments.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
Certification 22. LEGAL AND REGULATORY ACTIONS  Proposer represents and warrants that it is not aware of and has received no notice of any court or governmental agency actions, proceedings or investigations, etc., pending or threatened against Proposer or any of the individuals or entities included in the Response within the five (5) calendar years

Proposer represents and warrants that it is not aware of and has received no notice of any court or governmental agency actions, proceedings or investigations, etc., pending or threatened against Proposer or any of the individuals or entities included in the Response within the five (5) calendar years immediately preceding the submission of the Response that would or could impair Proposer's performance under the contract, relate to the solicited or similar goods or services, or otherwise be relevant to PSA's consideration of the Response. If Proposer is unable to make the preceding representation and warranty, then Proposer instead represents and warrants that it has included as a detailed attachment in its Response a complete disclosure of any such court or governmental agency actions, proceedings or investigations, etc. that would or could impair Proposer's performance under the contract, relate to the solicited or similar goods or services, or otherwise be relevant to PSA's consideration of the Response. In addition, Proposer represents and warrants that it shall notify PSA in writing within five (5) business days of any changes to the representations or warranties in this clause and understands that failure to so timely update PSA shall constitute breach of contract and may result in immediate termination of the contract.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer



#### **Certification 23. LIMITATION ON AUTHORITY**

Proposer shall have no authority to act for or on behalf of PSA except as expressly provided for in the contract resulting from this RFP; no other authority, power or use is granted or implied. Proposer may not incur any debt, obligation, expense or liability of any kind on behalf of PSA.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### **Certification 24. MEDIA RELEASES**

Proposer shall not use PSA's name, logo, or other likeness in any press release, marketing material, or other announcement without PSA's prior written approval. PSA does not endorse any vendor, commodity, or service. Proposer is not authorized to make or participate in any media releases or public announcements pertaining to this procurement, the Response or the services to which they relate without PSA's prior written consent, and then only in accordance with explicit written instructions from PSA.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 25. NO FELONY CRIMINAL CONVICTIONS

Proposer represents that neither Proposer nor any of its employees, agents, or representatives, including any subcontractors and employees, agents, or representative of such subcontractors, have been convicted of a felony criminal offense or that if such a conviction has occurred Proposer has fully advised PSA in writing of the facts and circumstances surrounding the convictions.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 26. NO IMPLIED WAIVER

No provision of the contract shall constitute or be construed as a waiver of any of the privileges, rights, defenses, remedies, or immunities available to PSA as a political subdivision of the State of Texas or otherwise available to PSA. The failure to enforce or any delay in the enforcement of any privileges, rights, defenses, remedies, or immunities detailed in the contract or otherwise available to PSA by law will not constitute a waiver of said privileges, rights, defenses, remedies, or immunities or be considered as a basis for estoppel.

Does Proposer agree? YES <u>SV</u> Initials of Authorized Representative of Proposer

#### Certification 27. FIREARM ENTITIES AND TRADE ASSOCIATIONS DESCRIMINATION

Proposer verifies that: (1) it does not, and will not for the duration of the contract, have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association or (2) the verification required by Section 2274.002 of the Texas Government Code does not apply to the contract. If proposer is awarded the contract and circumstances relevant to this provision change during the course of the contract, Proposer shall promptly notify PSA.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



#### **Certification 28. Cybersecurity Training**

If awarded the contract, Proposer shall ensure that any of Proposer's employees or subcontractor employees who have access to a State computer system or database shall complete a cybersecurity training program certified under Section 2054.519 of the Texas Government Code. Such training is required to occur during the contract term and the renewal period. Contractor shall provide End User with verification of the completion of the requisite training.

with verification of	the completion of the re	quisite tra	ining.
Doe	es Proposer agree? YES _	SV	Initials of Authorized Representative of Proposer
	<b>Disaster Recovery Plai</b> A, Proposer shall provid		of its most recent business continuity and disaster
Doe	es Proposer agree? YES _	SV	Initials of Authorized Representative of Proposer
Proposer represent boycott energy com Code does not appl	panies or (2) the verification y to the contract. If prop	) it does n ation requi poser is aw	not, and will not for the duration of the contract, ired by Section 2274.002 of the Texas Government warded the contract and circumstances relevant to t, Proposer shall promptly notify PSA.
Doe	es Proposer agree? YES _	SV	Initials of Authorized Representative of Proposer
This agreement is nand their respective	successors and assigns, ntitled to any benefits	ally among , and no ot	g and for the benefit of the parties named herein ther person shall have any right, interest, or claims to or on account of the contract as a third-party
Doe	es Proposer agree? YES _	SV	Initials of Authorized Representative of Proposer
Proposer represent		as determ	D LICENSES  nined what licenses, certifications and permits are cable licenses, certifications, and permits.
Doe	es Proposer agree? YES _	SV	Initials of Authorized Representative of Proposer
All payments by Pr person or entity tha		rvices undo e.	d any payments by a subcontractor to any other er this contract shall be made in compliance with
Doe	es Proposer agree? YES _	SV	Initials of Authorized Representative of Proposer



#### Certification 34. REFUND

Proposer will promptly refund or credit within thirty (30) calendar days any funds erroneously paid by a PSA member which are not expressly authorized under the contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

#### Certification 35. SURVIVAL

Expiration or termination of the contract for any reason does not release Proposer from any liability or obligation set forth in the contract that is expressly stated to survive any such expiration or termination, that by its nature would be intended to be applicable following any such expiration or termination, or that is necessary to fulfill the essential purpose of the contract, including without limitation the provisions regarding warranty, indemnification, confidentiality, and rights and remedies upon termination.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### **Certification 36. UNFAIR BUSINESS PRACTICES**

Proposer represents and warrants that it has not been the subject of allegations of Deceptive Trade Practices violations under Chapter 17 of the Texas Business and Commerce Code, or allegations of any unfair business practice in any administrative hearing or court suit and that Proposer has not been found to be liable for such practices in such proceedings. Proposer certifies that it has no officers who have served as officers of other entities who have been the subject of allegations of Deceptive Trade Practices violations or allegations of any unfair business practices in an administrative hearing or court suit and that such officers have not been found to be liable for such practices in such proceedings.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 37. WAIVER OF CONSEQUENTIAL DAMAGES

Notwithstanding any other provision to the contrary herein, neither party shall be liable to the other for any indirect, incidental, special or consequential damages or loss of profits, anticipated or otherwise, or loss of revenues in connection with or arising out of, or in connection with, the subject matter of this contract.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### Certification 38. NO FINANCIAL INTEREST OR OTHER CONFLICT

No BVOCG/PSA officer, employee, Board of Directors member or member of any BVCOG/PSA board or commission, nor family member of any such person, has a financial interest, direct or indirect, in Offeror or in any contract Offeror might enter into with BVCOG/PSA.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer

#### **Certification 39. FELONY CONVICTION NOTIFICATION**

Proposer represents and warrants that the Offeror's employees have not been convicted of a felony criminal offense, or that, if such a conviction has occurred, the Offeror has fully advised PSA as to the facts and circumstances surrounding the conviction.

Does Proposer agree? YES \_\_\_\_\_ Initials of Authorized Representative of Proposer



#### Certification 40. NON-COLLUSIVE RESPONSE

The prices in the Response have been arrived at independently without collusion, consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such prices with any other Offeror or potential competitor. The prices which have been quoted in the Response (unless otherwise required by law), have not been knowingly disclosed by Offeror and will not be knowingly disclosed by Offeror prior to the public response opening, either directly or indirectly, to any other Offeror or competitor. No attempt has been made or will be made by Offeror to induce any other person, partnership or corporation to submit or not to submit a response for the purpose of restricting competition.

other person, partnership or corporation to submit or not to submit a response for the purpose of restricting competition.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
<b>Certification 41. NON-BIASED SPECIFICATIONS</b> This RFP contains no requirements considered to be unduly biased in favor of Offeror or any other Offerors that may be competing for this procurement.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
Certification 42. SUSPENSION AND DEBARMENT  Proposer certifies that it and its principals are not suspended or debarred from doing business with the state or federal government as listed on the State of Texas Debarred Vendor List maintained by the Texas Comptroller of Public Accounts and the System for Award Management (SAM) maintained by the General Services Administration.  Proposer has not within a three (3) year period preceding this RFP been convicted of or had a civil suit judgment rendered against Offeror for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain or performing a public transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statement, or receiving stolen property. Proposer is not presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with commission of any of the offenses enumerated above. Offeror has not, within a three (3) year period preceding this RFP, had any government (federal, state, or
local) transactions terminated for cause or default.
Does Proposer agree? YES <u>SV</u> Initials of Authorized Representative of Proposer
<b>Certification 43. LICENSING AND PERMITS</b> Proposer has all licenses and/or permits, required by any and all governmental entities having jurisdiction, to legally sell the products/services offered.
Does Proposer agree? YES Initials of Authorized Representative of Proposer
Certification 44. FRANCHISE TAX  Proposer hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes.
SV Does Proposer agree? YES Initials of Authorized Representative of Proposer



#### Certification 45. COVID-19 Vaccine Passport Prohibition

Contractor certifies that it does not require its customers to provide any documentation certifying the customer's COVID-19 vaccination or post-transmission recovery on entry to, to gain access to, or to receive service from the Contractor's business. Contractor acknowledges that such a vaccine or recovery requirement would make Contractor ineligible for a state-funded contract.

Does Proposer agree? YES SV	Initials of Authorized Representative of Proposer
Certification 46. Critical Infrastructure Affirmatic Contractor certifies (i) that Contractor, including a what parent company, or affiliate of Contractor, is not own interest of Contractor is not held or controlled by Korea, Russia, or a country designated by the Gove Contractor including a wholly owned subsidiary, major of Contractor, is not owned by or the majority of stocheld or controlled by a company or other entity, in controlled by citizens of or is directly controlled by the or a country designated by the Governor as a threat including a wholly owned subsidiary, majority-ow Contractor, is not headquartered in China, Iran, Not Governor as a threat to critical infrastructure.	nolly owned subsidiary, majority-owned subsidiary, med by or the majority of stock or other ownership individuals who are citizens of China, Iran, North rnor as a threat to critical infrastructure; (ii) that writy-owned subsidiary, parent company, or affiliate ck or other ownership interest of Contractor is not including a governmental entity, that is owned or me government of China, Iran, North Korea, Russia, it to critical infrastructure; and (iii) that Contractor med subsidiary, parent company, or affiliate of orth Korea, Russia, or a country designated by the
Does Proposer agree? YES SV	Initials of Authorized Representative of Proposer
By signing below, Proposer hereby confirms all cer legally authorized to sign this certification on behalf body.	•
UBEO Business Services	
Organization	
Steve Vaughan	
Name Authorized Representative	
VPGM	
Title Q. /	
Jang-	04/07/2022
Signature	Date



# Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions Exhibit A

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NOTE: This spreadsheet contains several worksheets. Please see ALL other tabs below.

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month Maintenanc Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Per Page Service, Price greement Agreement Agreemer Agreeme Agreemen Agreemen Agreemer Agreemen mpressions MSRP Agreemen Agreement ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Rate or No \*SEE NOTE 1 UBEO LLC SERVICE RATES ARE VOLUME BASED \*SEE NOTE 1 UBEO LLC SERVICE RATES ARE VOLUME BASED SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS IM 7000 \$26,949 55% \$12,127 \$567 \$378 \$312 \$263 418775 418786 IM 8000 \$34.099 45% \$18.754 \$877 \$585 \$483 \$407 418787 IM 9000 \$42,899 55% \$19,305 \$903 \$602 \$497 \$419 418796 PostScript3 Unit Type M44 \$2,845 40% \$1,707 \$80 \$53 \$44 \$37 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 418801 \$2,459 40% \$1,475 \$69 \$46 \$38 \$32 IPDS Unit Type M44 417428 OCR Unit Type M13 \$369 40% \$221 \$10 \$7 \$6 \$5 413009 \$385 40% \$231 \$11 \$7 \$5 Unicode Font Package for SAP 1 Device License \$6 417595 Smart Card Reader Built-in Unit Type M19 \$119 40% \$71 \$3 \$2 \$2 \$2 006429MIU ESP XG-PCS-20D \$350 40% \$210 \$10 \$7 \$5 \$5 007138MIU 20 amp power filter \$365 40% \$219 \$10 \$7 \$6 \$5 418805 \$1,419 40% \$851 \$40 \$27 \$22 \$18 Fax Option Type M44 417644 64MB Fax Memory Unit Type M25 \$105 40% \$63 \$3 \$2 \$1 416229 Copy Tray Type 9002 \$225 40% \$135 \$6 \$4 \$3 \$3 Mail Box CS4010 \$3,135 40% \$1.881 \$88 \$59 \$48 \$41 416633 \$89 417111 Optional Counter Interface Unit Type M12 40% \$53 \$2 \$2 \$1 \$1 418790 LCIT RT4080 (4.400 sheet LT) \$2.585 40% \$1.551 \$73 \$48 \$40 \$34 418793 A3/11" x 17" Tray Type M44 \$2,145 40% \$1,287 \$60 \$40 \$33 \$28 417630 Output Jogger Unit Type M25 \$515 40% \$309 \$14 \$10 \$8 \$7 \$4,355 \$2,613 \$122 \$67 \$57 418178 Finisher SR4150 40% \$81 \$7,245 \$4,347 \$203 \$136 \$112 \$94 418180 Booklet Finisher SR4160 40% 418332 Punch Unit PU3090 NA \$1,099 40% \$659 \$31 \$21 \$17 \$14 \$12,665 40% \$7,599 \$355 \$237 \$165 418185 Multi-Folding Unit FD4020 \$196 418826 IM 4000 \$13,885 53% \$6,490 \$304 \$202 \$167 \$141 418828 IM 5000 54% \$7,714 \$361 \$167 \$16,689 \$241 \$199 418830 IM 6000 \$21,445 51% \$10,405 \$487 \$324 \$268 \$226 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 417430 OCR UNIT TYPE M13 \$385 40% \$231 \$11 \$7 \$6 \$5 418889 \$659 \$395 \$18 \$12 \$10 \$9 PostScript3 Unit Type M45 40% 413009 Unicode Font Package for SAP 1 Device License \$385 40% \$231 \$11 \$7 \$5 006428MIL ESP XG-PCS-15D \$346 51% \$170 \$5 \$4 \$2 418893 Smart Card Reader Build-in Unit Type M45 \$125 40% \$75 \$4 \$2 MX417518RA FAX Memory Unit Type M19 64MB \$105 56% \$46 \$2 \$1 \$1 \$1 \$1,569 40% \$941 \$44 \$29 \$24 \$20 418871 Fax Option Type M45 \$26 418337 Finisher SR3260 \$1,945 49% \$993 \$46 \$31 \$22 \$1,863 \$87 \$58 \$40 418385 Finisher SR3280 \$3,649 49% \$48 418339 Internal Multi-Fold Unit FD3010 \$3.905 52% \$1.886 \$88 \$59 \$49 \$41 \$1.099 \$504 \$24 \$16 \$13 \$11 418327 Punch Unit PU3070 NA 54% 418381 Punch Unit PU3080 NA \$1,099 54% \$504 \$24 \$16 \$13 \$11 417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$2 \$1 \$1 49% \$2,074 \$53 \$45 418335 Booklet Finisher SR3270 \$4.065 \$97 \$65 \$3 418345 Bridge Unit BU3090 \$229 49% \$117 \$5 \$4 \$3 100478FNG Cabinet Type F \$275 52% \$132 \$6 \$4 \$3 \$3 \$820 \$38 \$18 418378 Internal Finisher SR3250 \$1.605 49% \$26 \$21 Internal Shift Tray SH3080 418343 \$495 55% \$224 \$10 \$7 \$6 \$5

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: **RICOH** MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables Maintenance Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Price Agreement Agreemer mpressions Service, greement Agreemer Agreemei greeme Agreemen Agreemen Per Page MSRP Agreemen Agreemen ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate or No LCIT RT3040 \$2,105 418358 52% \$1,003 \$47 \$31 \$26 \$22 418360 LCIT PB3290 \$2,105 52% \$1.003 \$47 \$31 \$26 \$22 418352 Paper Feed Unit PB3300 \$1,745 54% \$808 \$38 \$25 \$21 \$18 \$301 418376 One Bin Tray BN3130 \$589 49% \$14 \$9 \$8 \$7 418332 Punch Unit PU3090 NA \$1,099 40% \$659 \$31 \$21 \$17 \$14 418819 IM 2500 \$8,239 52% \$3.947 \$185 \$123 \$102 \$86 418825 IM 3500 \$12,319 54% \$5,623 \$263 \$175 \$145 \$122 \$815 40% \$489 \$11 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$23 \$15 \$13 417430 OCR UNIT TYPE M13 \$385 40% \$231 \$11 \$7 \$5 418889 PostScript3 Unit Type M45 \$659 40% \$395 \$18 \$12 \$10 \$9 413009 Unicode Font Package for SAP 1 Device License \$385 40% \$231 \$11 \$7 \$6 \$5 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 418893 Smart Card Reader Build-in Unit Type M45 \$125 40% \$75 \$4 \$2 \$2 56% \$46 \$1 MX417518RA FAX Memory Unit Type M19 64MB \$105 \$2 \$1 \$1 418871 Fax Option Type M45 \$1.569 40% \$941 \$44 \$29 \$24 \$20 418337 Finisher SR3260 \$1,945 49% \$993 \$46 \$31 \$26 \$22 \$1.886 \$88 \$59 \$49 \$41 418339 Internal Multi-Fold Unit FD3010 \$3,905 52% 418327 Punch Unit PU3070 NA \$1,099 54% \$504 \$24 \$16 \$13 \$11 418381 Punch Unit PU3080 NA \$1.099 54% \$504 \$24 \$16 \$13 \$11 \$53 417111 Optional Counter Interface Unit Type M12 \$89 40% \$2 \$2 \$1 \$1 \$589 \$301 418376 One Bin Tray BN3130 49% \$14 \$9 \$8 \$7 418335 Booklet Finisher SR3270 \$4,065 49% \$2,074 \$97 \$65 \$53 \$45 418345 Bridge Unit BU3090 \$229 49% \$117 \$5 \$4 \$3 \$3 \$275 52% \$132 \$4 \$3 100478FNG \$6 \$3 Cabinet Type F Internal Finisher SR3250 \$1,605 \$820 \$38 \$26 \$21 \$18 418378 49% 418343 Internal Shift Tray SH3080 \$495 55% \$224 \$10 \$7 \$5 LCIT RT3040 \$2,105 \$1,003 \$47 \$31 \$26 \$22 418358 52% 418360 LCIT PB3290 \$2,105 52% \$1.003 \$47 \$31 \$26 \$22 418352 Paper Feed Unit PB3300 \$1.745 54% \$808 \$38 \$25 \$21 \$18 418227 IM C4500 \$19,865 57% \$8,615 \$403 \$269 \$222 \$187 418228 IM C6000 \$24,219 55% \$10.857 \$508 \$339 \$280 \$236 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 418535 IPDS Unit Type M37 \$1.815 40% \$1,089 \$51 \$34 \$28 \$24 418408 POSTSCRIPT3 UNIT TYPE M37 \$649 51% \$318 \$15 \$10 \$8 \$7 417430 OCR UNIT TYPE M13 \$385 40% \$231 \$11 \$7 \$6 \$5 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 418421 NFC Card Reader Type M37 \$375 49% \$192 \$9 \$6 \$5 \$4 418422 Smart Card Reader Built-in Unit Type M37 \$119 49% \$61 \$3 \$2 \$1 418410 VM CARD Type M37 \$55 40% \$33 \$2 \$1 \$1 MX418397RA Memory Unit Type M37 4GB \$469 49% \$239 \$11 \$7 \$5 \$105 \$46 \$1 MX417518RA 56% \$2 \$1 \$1 FAX Memory Unit Type M19 64MB 418600 Fax Option Type M37 \$1,425 49% \$726 \$34 \$23 \$19 \$16 418337 Finisher SR3260 \$1.945 49% \$993 \$46 \$31 \$26 \$22 Optional Counter Interface Unit Type M12 \$53 417111 \$89 40% \$2 \$2 \$1 \$1 418385 Finisher SR3280 \$3,649 49% \$1.863 \$87 \$48 \$40 \$58 \$1.886 \$88 418339 Internal Multi-Fold Unit FD3010 \$3.905 52% \$59 \$49 \$41 418327 Punch Unit PU3070 NA \$1,099 54% \$504 \$24 \$16 \$13 \$11 418381 54% \$504 \$24 \$16 \$13 \$11 Punch Unit PU3080 NA \$1.099

# Purchasing Solutions Alliance Form No. 2 - Cost Proposal

RFP No. 22-204 Printers, Copiers, and Multifunction Devices

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: **RICOH** MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables **Maintenanc** Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Price Agreement Agreemer mpressions Service, greement Agreemer Agreemei greeme Agreemen Agreemen Per Page MSRP Agreemen Agreement ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate or No" One Bin Tray BN3130 418376 \$589 49% \$301 \$14 \$9 \$8 \$7 418335 Booklet Finisher SR3270 \$4.065 49% \$2.074 \$97 \$65 \$53 \$45 100478FN Cabinet Type F \$275 52% \$132 \$6 \$4 \$3 \$3 418345 Bridge Unit BU3090 \$229 49% \$117 \$5 \$4 \$3 \$3 418378 Internal Finisher SR3250 \$1,605 49% \$820 \$38 \$26 \$21 \$18 418343 Internal Shift Tray SH3080 \$495 55% \$224 \$10 \$7 \$5 418358 LCIT RT3040 \$2,105 52% \$1,003 \$47 \$31 \$26 \$22 \$2,105 52% \$1,003 \$47 \$31 \$26 \$22 418360 LCIT PB3290 418349 Paper Feed Unit PB3280 (550 x 2) \$1.815 54% \$833 \$39 \$26 \$21 \$18 404602 Auto Trap Type FS-100 \$725 3% \$700 \$33 \$22 \$18 \$15 418433 Color Controller E-25C \$6,909 49% \$3,543 \$166 \$110 \$91 \$77 007183MIU EFI Productivity Pack for Fiery E22b E22c \$5,000 21% \$3,933 \$184 \$123 \$101 \$85 404600 Hot Folders Type FS-100 \$725 3% \$700 \$33 \$22 \$18 \$15 \$725 \$700 \$33 \$22 \$15 404601 Spot On Type FS100 3% \$18 3000013158 EFI CPS V5.X ES-3000 1 year Digital \$3.500 22% \$2,730 \$128 \$85 \$70 \$59 45202146 EFI ES-3000 \$1,440 22% \$1,123 \$53 \$35 \$29 \$24 \$17 \$14 418332 Punch Unit PU3090 NA \$1,099 40% \$659 \$31 \$21 418292 IM C3000 \$13,959 52% \$6,697 \$313 \$209 \$173 \$145 418300 IM C3500 \$16.675 52% \$8.001 \$374 \$249 \$206 \$174 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 IPDS Unit Type M37 \$1,815 \$1,089 \$34 \$28 \$24 418535 40% \$51 418408 POSTSCRIPT3 UNIT TYPE M37 \$649 51% \$318 \$15 \$10 \$7 417430 OCR UNIT TYPE M13 \$385 40% \$231 \$11 \$7 \$6 \$5 \$346 51% \$168 \$8 \$5 \$4 \$4 006428MIU ESP XG-PCS-15D \$375 49% \$192 \$6 418421 NFC Card Reader Type M37 \$9 \$5 \$4 418422 Smart Card Reader Built-in Unit Type M37 \$119 49% \$61 \$3 \$2 \$1 VM CARD Type M37 \$55 40% \$33 \$1 \$1 418410 \$2 \$1 MX418397RA Memory Unit Type M37 4GB \$469 49% \$239 \$11 \$7 \$6 \$5 \$46 MX417518RA FAX Memory Unit Type M19 64MB \$105 56% \$2 \$1 \$1 \$1 418600 Fax Option Type M37 \$1,425 49% \$726 \$34 \$23 \$19 \$16 418337 Finisher SR3260 \$1,945 49% \$993 \$46 \$31 \$26 \$22 \$53 417111 Optional Counter Interface Unit Type M12 \$89 40% \$2 \$2 \$1 \$1 418339 Internal Multi-Fold Unit FD3010 \$3,905 52% \$1,886 \$88 \$59 \$49 \$41 \$504 \$13 418327 Punch Unit PU3070 NA \$1.099 54% \$24 \$16 \$11 418381 Punch Unit PU3080 NA \$1,099 54% \$504 \$24 \$16 \$13 \$11 418376 One Bin Tray BN3130 \$589 49% \$301 \$14 \$9 \$8 \$7 418335 Booklet Finisher SR3270 \$4,065 49% \$2,074 \$97 \$65 \$53 \$45 \$229 418345 Bridge Unit BU3090 49% \$117 \$5 \$4 \$3 100478FNG Cabinet Type F \$275 52% \$132 \$6 \$4 \$3 418378 Internal Finisher SR3250 \$1.605 49% \$820 \$38 \$26 \$21 \$18 \$495 55% \$224 \$10 \$5 418343 Internal Shift Tray SH3080 \$7 \$6 418358 LCIT RT3040 \$2,105 52% \$1,003 \$47 \$31 \$26 \$22 418360 LCIT PB3290 \$2,105 52% \$1,003 \$47 \$31 \$26 \$22 \$833 \$39 418349 Paper Feed Unit PB3280 (550 x 2) \$1.815 54% \$26 \$21 \$18 404602 \$725 \$700 \$33 \$22 \$18 \$15 Auto Trap Type FS-100 3% \$6,909 \$3,543 \$166 418433 Color Controller F-250 49% \$110 \$91 \$77 007183MIU EFI Productivity Pack for Fiery E22b E22c \$5,000 21% \$3,933 \$184 \$123 \$10 \$85 404600 \$725 3% \$700 \$33 \$22 \$15 Hot Folders Type FS-100 \$18

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UBEO LLC Name of Offeror: **RICOH** MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables Maintenance Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # MSRP % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Price Agreemer Agreement Agreemer Agreemen mpressions Service, greement Agreemei greeme Agreemen Per Page Copy) MSRP Agreemen Agreement ncluded "Yes Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate or No" OCR UNIT TYPE M13 417430 \$385 40% \$231 \$11 \$7 \$6 \$5 418581 POSTSCRIPT3 UNIT TYPE M41 \$689 40% \$413 \$19 \$13 \$11 \$9 ESPS1 ESP S1 Power Filter \$30 \$29 \$1 \$1 \$1 3% \$1 \$168 006428MIU ESP XG-PCS-15D \$346 51% \$8 \$5 \$4 \$4 418410 VM CARD Type M37 \$55 40% \$33 \$2 \$1 \$1 418584 1 Bin Trav BN1040 \$319 40% \$191 \$9 \$6 \$5 \$4 52780 Caster Table Type Y \$449 40% \$269 \$13 \$8 \$7 \$6 \$309 \$185 \$6 52790 Low Cabinet Type V 40% \$9 \$5 \$4 52800 Medium Cabinet Type W \$319 40% \$191 \$9 \$6 \$4 418583 Paper Feed Unit PB1170 \$695 40% \$417 \$20 \$13 \$11 \$9 Tall Cabinet Type X 52810 \$345 40% \$207 \$10 \$6 \$5 \$4 \$1,484 \$69 \$38 408301 P C600 \$1,649 10% \$46 \$32 407863 IEEE 802.11 Interface Unit Type M24 \$539 32% \$367 \$17 \$11 \$8 \$479 22% \$374 \$17 \$12 \$10 \$8 408307 PostScript3 Unit Type P17 MX408384RA Hard Disk Drive Option Type P17 \$245 3% \$238 \$11 \$7 \$6 \$5 408309 POSTSCRIPT3 UNIT TYPE P17 \$479 22% \$374 \$17 \$12 \$10 \$8 \$30 \$29 ESPS1 ESP S1 Power Filter 3% \$1 \$1 \$1 \$1 408300 Paper Feed Unit PB1150 \$545 22% \$425 \$20 \$13 \$11 \$9 52700 Low Cabinet Type R \$149 22% \$116 \$5 \$4 \$3 \$3 Tall Cabinet Type S \$195 \$152 52710 22% \$7 \$5 \$4 \$3 417289 MP W6700SP \$24,205 \$13,439 \$629 \$419 \$346 \$292 44% 417301 SD Card \$85 52% \$41 \$1 \$1 417300 Browser Unit Type M14 \$85 52% \$41 \$2 \$1 \$1 \$1 IEEE 802.11a/g/n Interface Unit Type M2 \$885 50% \$440 \$21 \$14 \$11 \$10 416572 \$2,538 22% \$1,980 \$93 \$62 \$51 \$43 415873 PrintCopy Tool 416604 OCR Unit Type M2 \$375 51% \$184 \$9 \$6 \$4 410844 \$179 43% \$102 \$3 \$3 \$2 Roll Holder Type A \$5 417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$2 \$1 \$1 \$263 413717 Original Hanger \$449 41% \$12 \$8 \$7 \$6 406305 MultiStacker Type 7140 \$2,219 48% \$1,144 \$54 \$36 \$29 \$25 410842 Original/Copy Catch Tray \$795 38% \$489 \$23 \$15 \$13 \$11 \$15,955 45% \$8,797 \$412 \$274 404830 MP CW2201SP \$227 \$191 404858 NFC Card Reader \$369 50% \$184 \$9 \$6 \$5 \$4 \$369 \$221 \$7 \$5 417428 OCR Unit Type M13 40% \$10 \$6 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 415873 PrintCopy Tool \$2,538 22% \$1.980 \$93 \$62 \$51 \$43 404836 \$20 MP CW2201 B unit \$1,565 49% \$796 \$37 \$25 \$17 \$1.254 404833 2nd Roll Option \$2,455 49% \$59 \$39 \$32 \$27 404834 Roll Holder Unit Type M3 \$149 50% \$75 \$2 \$2 404835 File Format Converter \$739 49% \$377 \$18 \$12 \$10 \$8 \$51,699 \$20,680 \$967 \$645 \$449 409236 Pro 8300s 60% \$533 409326 PostScript Unit Type S11 \$2,879 40% \$1,727 \$81 \$54 \$45 \$37 417428 OCR Unit Type M13 \$369 40% \$221 \$10 \$7 \$5 \$489 \$23 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$15 \$13 \$11 409328 PostScript3 Unit Type S11 \$2,879 40% \$1,727 \$81 \$54 \$45 \$37 \$247 \$165 \$136 409334 IPDS Unit Type S11 \$8.799 40% \$5.279 \$115 007138MIU 20 amp power filter \$365 40% \$220 \$10 \$7 \$5 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$5 \$4 \$4 \$8

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# Purchasing Solutions Alliance Form No. 2 - Cost Proposal

RFP No. 22-204 Printers, Copiers, and Multifunction Devices

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables **Maintenanc** Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Service, Price greement Agreemer Agreeme greeme Agreement Agreement Agreemer Agreemen mpressions Per Page MSRP Agreemer Agreemen ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate or No' NFC Card Reader Type S6 409047 \$375 50% \$188 \$9 \$6 \$5 \$4 409256 LCIT RT5130 \$6.675 40% \$4,005 \$187 \$125 \$103 \$87 409117 LCIT RT5110 \$11.975 45% \$6.564 \$307 \$205 \$169 \$142 409082 Vacuum Feed LCIT RT5120 \$15,459 49% \$7,832 \$366 \$244 \$202 \$170 404652 Bridge Unit BU5010 \$3,595 49% \$1,838 \$86 \$57 \$47 \$40 409095 Vacuum Feed Banner Sheet Tray Type S9 \$2,149 48% \$1,115 \$52 \$35 \$29 \$24 409090 Multi Bypass Tray BY5020 \$1,619 41% \$958 \$45 \$30 \$25 \$21 \$619 50% \$307 \$14 \$7 409096 Multi Bypass Attachment Kit for Vacuum Feed Lo \$10 \$8 409099 Multi Bypass Banner Sheet Tray Type S9 \$1,209 54% \$551 \$26 \$17 \$14 \$12 409338 A3/11"x17" Tray Kit TK5020 \$2.025 40% \$1.215 \$57 \$38 \$31 \$26 409264 Printer Controller EB-35 \$14,199 40% \$8 519 \$399 \$266 \$219 \$185 EB-35 OS LTSC Upgrade Kit 409493 \$1,799 40% \$1,079 \$50 \$34 \$28 \$23 404827 Fiery Image Viewer B/W \$2,470 22% \$1,927 \$90 \$60 \$50 \$42 \$53 \$35 \$24 45202146 EFI ES-3000 \$1,440 22% \$1,123 \$29 45181852 NX Station ONE \$1.855 3% \$1,799 \$84 \$56 \$46 \$39 45181781 NX One HDD Kit \$2,889 40% \$1,733 \$81 \$54 \$45 \$38 45112781 Fiery JobFlow \$5.555 16% \$4.675 \$219 \$146 \$120 \$101 409337 Decurl Unit DU5070 \$2,409 40% \$1,445 \$68 \$45 \$37 \$31 409053 High Capacity Interposer HCI3500 \$48,125 50% \$24,063 \$1.126 \$750 \$620 \$522 \$5,393 409262 Buffer Pass Unit Type S11 \$8,989 40% \$252 \$168 \$139 \$117 \$40,365 \$1,888 \$1,259 \$876 404542 Perfect Binder GB5010 \$51,779 22% \$1,040 404544 Transit Pass Unit for Perfect Binder Type S1 \$2,755 22% \$2,149 \$101 \$67 \$55 \$47 404545 Cover Interposer Tray for Perfect Binder Type S1 \$2,455 22% \$1,912 \$89 \$60 \$49 \$41 40% \$3,735 \$175 \$116 \$96 \$81 409258 \$6,225 Cover Interposer Tray CI5040 \$285 409259 Double Feed Detection CI5040 40% \$171 \$8 \$5 \$4 \$4 404540 Multi-Folding Unit FD5020 \$11,459 44% \$6,457 \$302 \$201 \$166 \$140 Ring Binder RB5030 40% \$653 \$454 409260 \$34.889 \$20.933 \$979 \$539 409093 High Capacity Stacker SK5040 \$20.519 49% \$10.395 \$486 \$324 \$268 \$226 404218 Roll-Away Cart Type 5010 \$785 40% \$472 \$22 \$15 \$12 \$10 409249 Finisher SR5110 \$10,515 40% \$6,309 \$295 \$197 \$163 \$137 409250 Finisher SR5120 \$18,719 40% \$11,231 \$525 \$350 \$289 \$244 409268 Punch Unit PU5030 NA \$1,395 40% \$837 \$39 \$26 \$22 \$18 409254 \$16.829 40% \$10,097 \$472 \$315 \$260 \$219 Trimmer TR5050 404877 SR5000 series Output tray for Banner Sheet Typ \$305 49% \$156 \$5 \$3 409339 Bridge Unit BU5020 \$6,859 40% \$4,115 \$193 \$128 \$106 \$89 404660 RPIP Interface Box Type S3 \$3.645 50% \$1.823 \$85 \$57 \$47 \$40 \$14,189 409358 Plockmatic PBM350e \$23,649 40% \$664 \$442 \$366 \$308 404716 Plockmatic Production Booklet Maker upgrade k \$20,245 30% \$14,139 \$661 \$441 \$364 \$307 404718 Plockmatic Production Booklet Maker Trim Mode \$14,965 29% \$10,564 \$494 \$329 \$272 \$229 404719 Plockmatic Production Booklet Maker Book Fold \$14.305 30% \$9.977 \$467 \$311 \$257 \$216 404720 \$139 Plockmatic Production Booklet Maker Cover Fee 27% \$4,473 \$209 \$97 \$6,105 \$115 12205110 Plockmatic RCTe \$48,949 40% \$29,369 \$1,374 \$916 \$757 \$637 409055 \$3.829 20% \$3,063 \$143 \$96 \$79 \$66 Trim Waste Conveyor 409232 MPS-PBM COMMUNICATION SPLITTER \$835 40% \$501 \$23 \$16 \$13 \$11 409233 MPS RAIL UNIT \$585 \$351 \$16 40% \$11 \$0 \$8 \$11.544 \$540 404773 STREAMPUNCH ULTRA 115V RICOH \$20.785 44% \$360 \$297 \$250 404769 DIE RICOH W3 square 32-34H Wirebind Die \$1,349 50% \$678 \$32 \$21 \$17 \$15 50% \$678 \$32 \$21 \$15 404768 DIE RICOH W2SQ 21H-23H Wirebind Die \$1.349 \$17

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

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UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables **Maintenanc** Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Price greement Agreemer Agreeme greeme Agreement Agreement Agreemer Agreemen mpressions Per Page Service, MSRP Agreemer Agreemen ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate or No' Transit Pass Unit for Perfect Binder Type S1 404544 \$2,755 22% \$2,149 \$101 \$67 \$55 \$47 404545 Cover Interposer Tray for Perfect Binder Type S1 \$2,455 22% \$1.912 \$89 \$60 \$49 \$41 409258 Cover Interposer Tray CI5040 \$6.225 \$3,735 \$175 \$116 \$96 \$81 40% 409259 Double Feed Detection CI5040 \$285 40% \$171 \$8 \$5 \$4 \$4 404540 Multi-Folding Unit FD5020 \$11,459 44% \$6,457 \$302 \$201 \$166 \$140 409260 Ring Binder RB5030 \$34.889 40% \$20,933 \$979 \$653 \$539 \$454 409093 High Capacity Stacker SK5040 \$20,519 49% \$10,395 \$486 \$324 \$268 \$226 \$785 \$22 \$10 404218 Roll-Away Cart Type 5010 40% \$472 \$15 \$12 409249 Finisher SR5110 \$10.515 40% \$6,309 \$295 \$197 \$163 \$137 409250 Finisher SR5120 \$18,719 40% \$11.231 \$525 \$350 \$289 \$244 409268 Punch Unit PU5030 NA \$1,395 40% \$837 \$39 \$26 \$22 \$18 \$10,097 409254 Trimmer TR5050 \$16,829 40% \$472 \$315 \$260 \$219 404877 SR5000 series Output tray for Banner Sheet Typ \$305 49% \$155 \$7 \$5 \$3 40% \$193 \$128 \$89 409339 Bridge Unit BU5020 \$6,859 \$4,115 \$106 404660 RPIP Interface Box Type S3 \$3,645 50% \$1.823 \$85 \$57 \$47 \$40 P450-010 10FT CBL NULL MODEM GOLD DB9 F F \$11 22% \$9 \$1 \$1 \$1 \$1 409358 Plockmatic PBM350e \$23,649 40% \$14,189 \$664 \$442 \$366 \$308 404716 Plockmatic Production Booklet Maker upgrade k \$20,245 30% \$14,139 \$661 \$441 \$364 \$307 404718 Plockmatic Production Booklet Maker Trim Mode \$14.965 29% \$10.564 \$494 \$329 \$272 \$229 \$467 404719 Plockmatic Production Booklet Maker Book Fold \$14.305 30% \$9.977 \$311 \$257 \$216 \$139 404720 Plockmatic Production Booklet Maker Cover Fee \$6,105 27% \$4,473 \$209 \$115 \$97 12205110 Plockmatic RCTe \$48,949 40% \$29,369 \$1,374 \$916 \$75 \$637 409055 \$3.829 20% \$3.063 \$143 \$96 \$79 \$66 Trim Waste Conveyor \$3,584 \$4,895 27% \$168 \$112 \$92 \$78 404722 Plockmatic Production Booklet Maker Belt Stack \$351 409233 MPS RAIL LINIT \$585 40% \$16 \$11 \$9 \$8 404773 STREAMPUNCH ULTRA 115V RICOH \$20,785 44% \$11,544 \$540 \$360 \$297 \$250 \$21 404769 DIE RICOH W3 square 32-34H Wirebind Die \$1,349 50% \$678 \$32 \$17 \$15 404768 DIE RICOH W2SQ 21H-23H Wirebind Die \$1,349 50% \$678 \$32 \$21 \$17 \$15 404767 DIE RICOH CombBind 19-20-21 Hole Die \$1,295 50% \$647 \$30 \$20 \$17 \$14 404760 DIE RICOH 3 HOLE \$1,295 50% \$652 \$31 \$20 \$17 \$14 404765 DIE RICOH VB LTR \$1,485 49% \$750 \$35 \$23 \$19 \$16 404761 DIE RICOH 3-5-7 HOLE \$1,349 50% \$678 \$32 \$21 \$17 \$15 404757 DIE RICOH C4 Round 43-47H .2475 Color Coil Die \$1,485 49% \$750 \$35 \$23 \$19 \$16 409057 GBC Coil Rnd 44HD \$4.015 51% \$1.986 \$93 \$62 \$51 \$43 409058 GBC 3 Hole 8mm HD \$2,339 51% \$1,148 \$54 \$36 \$30 \$25 409059 \$4.515 51% \$2,208 \$103 \$69 \$57 \$48 GBC ComBind 19H HD 404771 GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43 \$3,269 50% \$1,635 \$77 \$51 \$42 \$35 404772 Die Stream Wire Round \$905 22% \$706 \$33 \$22 \$18 \$15 404770 Die Stream Wire Square \$905 22% \$706 \$33 \$22 \$18 \$15 409221 GBC Streamwire \$41.055 22% \$32.023 \$1,498 \$998 \$825 \$695 \$60.505 \$660 \$459 409392 65% \$21,177 \$991 \$546 Pro C5300S 409393 Pro C5310S \$73,699 65% \$25,795 \$1,207 \$804 \$665 \$560 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 417493 \$221 417428 OCR Unit Type M13 \$369 40% \$10 \$7 \$6 \$5 418192 \$695 \$417 \$20 PostScript3 Unit Type M42 40% \$13 \$11 \$9 \$54 \$25 418198 IPDS Unit Type M42 \$1.925 40% \$1,155 \$36 \$30 007138MIU 20 amp power filter \$365 40% \$220 \$10 \$7 \$5 \$346 51% \$168 \$5 \$4 \$4 006428MIU ESP XG-PCS-15D \$8

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lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables **Maintenanc** Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # MSRP % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Price mpressions Service, greement Agreemer Agreemei greeme Agreemen Agreement Agreemer Agreemen Per Page MSRP Agreemer Agreemen ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate or No' VM CARD Type M37 418410 \$55 40% \$33 \$2 \$1 \$1 \$1 ESPS1 ESP S1 Power Filter \$30 3% \$29 \$1 \$1 \$1 \$1 418209 \$1.639 \$983 \$46 \$31 \$25 \$21 Fax Option Type M42 40% 417695 Fax Memory Unit Type M26 64MB \$229 40% \$137 \$6 \$4 \$4 \$3 409410 TCRU/ORU Set A Type S13 \$2,205 40% \$1,323 \$62 \$41 \$34 \$29 409411 TCRU/ORU Set B Type S13 \$3,195 40% \$1.917 \$90 \$60 \$49 \$42 409046 TCRU/ORU Set C Type S6 \$129 40% \$77 \$4 \$2 \$2 \$2 \$629 \$377 \$12 409415 Optional Feed Roller Unit Type S13 40% \$18 \$10 \$8 409416 Carbonless Paper Unit S13 \$875 40% \$525 \$25 \$16 \$14 \$11 409383 \$739 40% \$443 \$21 \$14 \$11 \$10 Numeric Keypad Type S13 404882 Media Identification Unit Type S3 \$439 50% \$219 \$10 \$7 \$6 \$5 417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$2 \$1 \$1 409001 Smart Card Reader Built-in Unit Type S6 \$125 51% \$62 \$3 \$2 \$1 \$1,293 \$60 \$40 \$28 417883 A3/11x17 Tray Unit Type M2 \$2,155 40% \$33 418190 LCIT RT4060 \$3,415 40% \$2.049 \$96 \$64 \$53 \$44 409417 LCIT RT5140 \$7,095 40% \$4,257 \$199 \$133 \$110 \$92 \$244 409082 Vacuum Feed LCIT RT5120 \$15,459 49% \$7.832 \$366 \$202 \$170 409095 Vacuum Feed Banner Sheet Tray Type S9 \$2,149 48% \$1,115 \$52 \$35 \$29 \$24 409389 Bridge Unit BU5030 \$3,499 40% \$2.099 \$98 \$65 \$54 \$46 \$10 404878 Banner Sheet Guide Tray for A3/11"x17" LCIT Ty \$945 50% \$471 \$22 \$15 \$12 \$47 416642 Tab Sheet Holder Type M2 \$79 40% \$2 \$1 \$1 \$1 409090 Multi Bypass Tray BY5020 \$1,619 41% \$958 \$45 \$30 \$25 \$21 409096 Multi Bypass Attachment Kit for Vacuum Feed LO \$619 50% \$307 \$14 \$10 \$7 \$1,209 54% \$551 \$26 \$17 \$14 \$12 409099 Multi Bypass Banner Sheet Tray Type S9 22% \$6,029 \$282 \$188 \$131 409390 Color Controller E-27B \$7,729 \$155 409401 Color Controller E-47B \$26,499 40% \$15,899 \$744 \$496 \$410 \$345 \$94 \$63 \$44 409384 Fierv APPE \$2.575 22% \$2,009 \$52 45202146 EFI ES-3000 \$1,440 22% \$1,123 \$53 \$35 \$29 \$24 \$1.598 \$75 409283 EFI Server HDD Security Type E-45 \$2,000 20% \$50 \$41 \$35 404600 Hot Folders Type FS-100 \$725 3% \$700 \$33 \$22 \$18 \$15 45112781 Fiery JobFlow \$5.555 16% \$4.675 \$219 \$146 \$120 \$101 409216 NX Station LS \$3,915 22% \$3.054 \$143 \$95 \$79 \$66 409217 NX Station GL \$2,525 22% \$1,970 \$92 \$61 \$51 \$43 \$70 \$59 45209552 EFI TotalFlow Bundle Basic Digital \$4.530 40% \$2,718 \$127 \$85 45209551 EFI TotalFlow Bundle Advanced with GA Pro Sub-\$13,590 40% \$8,154 \$381 \$254 \$210 \$177 409418 \$1,799 40% \$1.079 \$50 \$34 \$28 \$23 Cover Interposer CI5050 409258 \$6,225 40% \$3,735 \$175 \$116 \$96 \$81 Cover Interposer Tray CI5040 \$285 409259 Double Feed Detection CI5040 40% \$171 \$8 \$5 \$4 \$4 409405 Decurl Unit DU5080 \$3,505 40% \$2,103 \$98 \$66 \$54 \$46 Buffer Pass Unit Type S9 409186 \$8.819 49% \$4,459 \$209 \$139 \$115 \$97 \$11,459 \$201 \$140 404540 Multi-Folding Unit FD5020 44% \$6,457 \$302 \$166 409254 Trimmer TR5050 \$16,829 40% \$10,097 \$472 \$315 \$260 \$219 409339 Bridge Unit BU5020 \$6.859 40% \$4,115 \$193 \$128 \$106 \$89 \$3 418184 Copy Tray Type M42 \$245 40% \$147 \$ \$5 \$4 409235 Finisher SR5090 \$6,159 \$3,695 \$173 \$115 \$95 \$80 40% Finisher SR5100 \$6,269 409234 \$10,449 40% \$293 \$195 \$162 \$136 418332 Punch Unit PU3090 NA \$1,099 40% \$659 \$31 \$21 \$17 \$14 40% \$6,309 \$295 \$197 \$163 \$137 409249 Finisher SR5110 \$10.515

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UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month 60 Month Base Monthly Discount Month consumables **Maintenanc** Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and mpressions Service, Price greement Agreemer Agreeme greeme Agreement Agreement Agreemer Agreemen Per Page MSRP Agreemer Agreemen ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate Rate or No' Finisher SR5120 \$350 409250 \$18,719 40% \$11,231 \$525 \$289 \$244 409268 Punch Unit PU5030 NA \$1,395 40% \$837 \$39 \$26 \$22 \$18 409093 \$20,519 49% \$10,395 \$486 \$324 \$268 \$226 High Capacity Stacker SK5040 404218 Roll-Away Cart Type 5010 \$785 40% \$472 \$22 \$15 \$12 \$10 417677 Cooling Fan Unit Type M26 \$725 40% \$435 \$20 \$14 \$11 \$9 417630 Output Jogger Unit Type M25 \$515 40% \$309 \$14 \$10 \$8 \$7 404872 SR4000 series Output Tray for Banner Sheet Type \$305 50% \$152 \$7 \$5 \$4 \$3 \$305 \$155 \$5 404877 SR5000 series Output tray for Banner Sheet Type 49% \$7 \$4 \$3 409358 Plockmatic PBM350e \$23,649 40% \$14,189 \$664 \$442 \$366 \$308 Plockmatic Production Booklet Maker upgrade k 404716 \$20,245 30% \$14,139 \$661 \$441 \$364 \$307 404718 Plockmatic Production Booklet Maker Trim Mode \$14.965 29% \$10.564 \$494 \$329 \$272 \$229 404719 Plockmatic Production Booklet Maker Book Fold \$14,305 30% \$9,977 \$467 \$311 \$257 \$216 404720 Plockmatic Production Booklet Maker Cover Fee \$6,105 27% \$4,473 \$209 \$139 \$115 \$97 \$916 \$637 12205110 Plockmatic RCTe \$48,949 40% \$29,369 \$1,374 \$757 409055 \$3.829 20% \$3.063 \$143 \$96 \$79 \$66 Trim Waste Conveyor 404722 Plockmatic Production Booklet Maker Belt Stacke \$4,895 27% \$3,584 \$168 \$112 \$92 \$78 409233 MPS RAIL UNIT \$585 40% \$351 \$16 \$11 \$9 \$8 409379 Plockmatic Square Back Trimmer \$32,065 40% \$19,239 \$900 \$600 \$496 \$417 404773 STREAMPUNCH ULTRA 115V RICOH \$20.785 44% \$11.544 \$540 \$360 \$297 \$250 404769 DIE RICOH W3 square 32-34H Wirebind Die \$1,349 50% \$678 \$32 \$21 \$17 \$15 \$1,349 \$678 404768 DIE RICOH W2SQ 21H-23H Wirebind Die 50% \$32 \$21 \$17 \$15 404767 DIE RICOH CombBind 19-20-21 Hole Die \$1,295 50% \$647 \$30 \$20 \$17 \$14 404760 DIE RICOH 3 HOLE \$1,295 50% \$652 \$31 \$20 \$17 \$14 \$1,485 49% \$750 \$35 \$23 \$19 \$16 404765 DIE RICOH VB LTR \$1,349 50% \$678 \$32 \$15 404761 DIE RICOH 3-5-7 HOLE \$21 \$17 404757 DIE RICOH C4 Round 43-47H .2475 Color Coil Die \$1,485 49% \$750 \$35 \$23 \$19 \$16 \$1,986 \$93 \$62 \$51 \$43 409057 GBC Coil Rnd 44HD \$4.015 51% 409058 GBC 3 Hole 8mm HD \$2,339 51% \$1.148 \$54 \$36 \$30 \$25 409059 GBC ComBind 19H HD \$4.515 51% \$2,208 \$103 \$69 \$57 \$48 404771 GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43 \$3,269 50% \$1,635 \$77 \$51 \$42 \$35 409221 \$41.055 22% \$32.023 \$1,498 \$998 \$825 \$695 GBC Streamwire 404772 Die Stream Wire Round \$905 22% \$706 \$33 \$22 \$18 \$15 404770 \$905 22% \$706 \$33 \$22 \$18 \$15 Die Stream Wire Square 409151 Pro C7210SX \$118,375 67% \$39,355 \$1,841 \$1,227 \$1,014 \$854 409155 Pro C7210X \$107,695 67% \$35,802 \$1,675 \$1,116 \$922 \$777 417428 OCR Unit Type M13 \$369 40% \$221 \$10 \$5 \$7 007138MIU 20 amp power filter \$365 40% \$220 \$10 \$7 \$6 \$5 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 409205 TCRU Type S9 (Set B) \$4,335 49% \$2,231 \$104 \$70 \$57 \$48 409189 5th Station Replacement Kit Type S9 \$2,419 49% \$1,240 \$58 \$39 \$32 \$27 \$87 \$48 \$40 \$3,765 51% \$1,860 \$58 409193 Toner Interchange Unit Type S9 417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$2 \$1 409117 LCIT RT5110 \$11.975 45% \$6,564 \$307 \$205 \$169 \$142 409082 Vacuum Feed LCIT RT5120 \$15,459 49% \$7.832 \$366 \$244 \$202 \$170 404652 \$3,595 49% \$1.838 \$86 \$47 \$40 Bridge Unit BU5010 \$57 \$52 \$24 409095 Vacuum Feed Banner Sheet Tray Type S9 \$2,149 48% \$1,115 \$35 \$29 409090 Multi Bypass Tray BY5020 \$1,619 41% \$958 \$45 \$30 \$25 \$21 50% \$307 \$14 \$10 \$7 409096 Multi Bypass Attachment Kit for Vacuum Feed LO \$619 \$8

#### Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Printers, Copiers, and Multifunction Devices

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional

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\$755

\$503

\$416

\$350

32%

\$16,137

\$23,655

404717

Plockmatic Production Booklet Maker

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UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 60 Month **60 Month** Base Monthly Discount Month consumables **Maintenanc** Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance **Overage Rate** Labor, MFG # or Vendor Product # **MSRP** % From (Cost Per Rental Rental Supplies Optional Components, Add-ons and Price greement Agreemer Agreeme greeme Agreement Agreement Agreemei Agreemen mpressions Per Page Service, MSRP Agreemen Agreemen ncluded "Yes Copy) Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** Support Rate Rate or No' 404716 Plockmatic Production Booklet Maker upgrade ki \$20,245 30% \$14,139 \$661 \$441 \$364 \$307 404718 Plockmatic Production Booklet Maker Trim Mode \$14.965 29% \$10.564 \$494 \$329 \$272 \$229 404719 Plockmatic Production Booklet Maker Book Fold 30% \$9.977 \$467 \$311 \$257 \$216 \$14.305 404720 Plockmatic Production Booklet Maker Cover Fee \$6,105 27% \$4,473 \$209 \$139 \$115 \$97 409054 Plockmatic PBM Rotate Crease Trim Module 2.0 \$48,955 53% \$23,153 \$1,083 \$722 \$596 \$502 404722 Plockmatic Production Booklet Maker Belt Stack \$4.895 27% \$3.584 \$168 \$112 \$92 \$78 409055 \$3,829 20% \$3,063 \$143 \$96 \$79 \$66 Trim Waste Conveyor \$8,464 \$396 \$264 \$184 409220 Plockmatic MPS \$16,245 48% \$218 409232 MPS-PBM COMMUNICATION SPLITTER \$835 40% \$501 \$23 \$16 \$13 \$11 409233 MPS RAIL UNIT \$585 40% \$351 \$16 \$11 \$8 \$9 409379 \$32,065 40% \$19,239 \$900 \$600 \$496 \$417 Plockmatic Square Back Trimmer 409381 Plockmatic PBM5035 \$46,495 40% \$27,897 \$1,305 \$870 \$719 \$605 409380 Plockmatic PBM5035 S \$64,719 40% \$38,831 \$1,81 \$1,211 \$1,00 \$842 409386 Plockmatic FM5000 Module \$32,865 40% \$19,719 \$922 \$615 \$508 \$428 409408 Plockmatic 50 Sheet Upgrade Kit \$17.355 40% \$10.413 \$487 \$325 \$268 \$226 409409 Plockmatic RCT 3.0 \$43,485 40% \$26,091 \$1,22 \$814 \$672 \$566 409419 Plockmatic Convenience Feeder 5000 \$10,425 40% \$6.255 \$293 \$195 \$161 \$136 409420 Plockmatic Ultra Sonic DSD Kit \$725 40% \$435 \$20 \$14 \$11 \$9 409423 Plockmatic Hand feed trav \$449 40% \$269 \$13 \$8 \$7 \$6 \$8,421 \$394 409452 Plockmatic 4-Stitch Head Upgrade Kit \$14,035 40% \$263 \$217 \$183 \$54,109 \$32,465 \$704 409382 Plockmatic LCT3500 Base Module 40% \$1,519 \$1,012 \$836 409425 Plockmatic LSM - Long Sheet Module \$12,825 40% \$7,695 \$360 \$240 \$198 \$167 16004000 PSQ160 PowerSquare \$41,940 3% \$40.682 \$1.903 \$1,268 \$1.048 \$883 \$12,685 3% \$12,304 \$576 \$384 \$267 16000011 \$31 PSQ160 Bridge \$530 \$514 16000008 P2T, AUX TRANSFORMER ASSY KIT 3% \$24 \$16 \$13 \$11 404773 STREAMPUNCH ULTRA 115V RICOH \$20,785 44% \$11,544 \$540 \$360 \$297 \$250 \$62 409057 GBC Coil Rnd 44HD \$4.015 51% \$1.986 \$93 \$51 \$43 409058 GBC 3 Hole 8mm HD \$2,339 51% \$1,148 \$54 \$36 \$30 \$25 409059 GBC ComBind 19H HD \$4.515 51% \$2,208 \$103 \$69 \$57 \$48 404771 GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43 \$3,269 50% \$1,635 \$77 \$51 \$42 \$35 404769 \$1,349 50% \$678 \$32 \$21 \$17 \$15 DIE RICOH W3 square 32-34H Wirebind Die 404768 DIE RICOH W2SQ 21H-23H Wirebind Die \$1,349 50% \$678 \$32 \$21 \$17 \$15 404767 DIE RICOH CombBind 19-20-21 Hole Die \$1,295 50% \$647 \$30 \$20 \$17 \$14 \$750 404765 DIE RICOH VB LTR \$1,485 49% \$35 \$23 \$19 \$16 404761 DIE RICOH 3-5-7 HOLE \$1,349 50% \$678 \$32 \$21 \$17 \$15 404760 DIE RICOH 3 HOLE \$1,295 50% \$652 \$31 \$20 \$17 \$14 404757 DIE RICOH C4 Round 43-47H .2475 Color Coil Die \$1,485 49% \$750 \$35 \$23 \$19 \$16 \$998 409221 GBC Streamwire \$41.055 22% \$32.023 \$1,498 \$825 \$695 404772 Die Stream Wire Round \$905 22% \$706 \$33 \$22 \$18 \$15 404770 \$905 22% \$706 \$33 \$22 \$18 \$15 Die Stream Wire Square TOTALFLOW PRINT SERVER R-62A \$15,385 409110 22% \$12,000 \$561 \$374 \$260 \$309 409124-PS1 R62-A KODAK RIP OPTION \$5,715 34% \$3,744 \$175 \$117 \$96 \$81 409126-PS1 R62-A HDM RIP OPTION \$5.825 33% \$3,890 \$182 \$121 \$100 \$84 \$90 409143-PS1 IPDS ACTIVATION LICENSE TYPE S9 \$8,289 50% \$4,143 \$194 \$129 \$107 409135 VIRTUAL MACHINE UNIT FOR TOTALFLOW PRINT \$984 \$46 \$31 \$25 \$21 \$1,319 25% \$805 \$38 409136 ADDITIONAL MEMORY FOR TOTALFLOW PRINTS \$1,077 25% \$25 \$21 \$17 409549 Pro C7210S \$118,375 67% \$39,352 \$1,841 \$1,227 \$1,014 \$854 40% 417428 OCR Unit Type M13 \$369 \$221 \$10 \$7 \$6 \$5

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					*SEE NOTE 1	UBEO LL	LC SERVICE RATI	S ARE VOLUME E	BASED *5	EE NOTE 1					UBE	O LLC SERVICE RATE	ES ARE VOLUME BASED	$\overline{}$
						SEE M	IAINTENANCE S	CTION FOR DETA	AILS						SE	E MAINTENANCE SI	ECTION FOR DETAILS	
						022 III		1								1		
IR120	Xerox® IridesseTM Production Press	\$350.000	55%	\$157.500							\$7.368	\$4.911	\$4.058	\$3,417		+		
RDSU3	Rigger Delivery Set Up	\$900	0%	\$900							\$42	\$28	\$23	\$20		+		
NDSOS	You Must Choose ONE of the following	φυσο	070	ψοσο							ψ+Z	ΨΖΟ	ΨΣΟ	<b>\$20</b>		+		
497K23070	Offset Catch Tray	\$300	0%	\$300							\$14	\$9	\$8	\$7		+		
497K23010	Production Ready Booklet Maker Finisher	\$11.800	25%	\$8,850							\$414	\$276	\$228	\$192				
497K23030	Production Ready Finisher	\$6.550	20%	\$5,240							\$245	\$163	\$135	\$114				
497K23020	Production Ready Finisher Plus	\$12,000	20%	\$9,600							\$449	\$299	\$247	\$208				
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254				
	You May Choose Any of the following	¥ ,		7,							70	7777	***	7-01				
497K23060	Xerox Dual Advanced High Capacity Feeder	\$9,995	10%	\$8,996							\$421	\$280	\$232	\$195		†		
497K24250	High Capacity XLS Vacuum Feeder	\$13,995	10%	\$12,596							\$589	\$393	\$324	\$273		†		
497K24280	Dual High Capacity XLS Vacuum Feeder	\$19,995	10%	\$17,996							\$842	\$561	\$464	\$390		†		
497K24200	GBC Advanced Punch Pro	\$13,900	10%	\$12,510							\$585	\$390	\$322	\$271				
497K23410	2 Tray Oversize High Capacity Feeder	\$9,995	10%	\$8,996				+			\$421	\$280	\$232	\$195		† †		
098505050	Dolly Cart	\$995	10%	\$896							\$42	\$28	\$23	\$19		† †		
300S01844	FreeFlow VI Design Pro Software and License	\$3,615	10%	\$3,254							\$152	\$101	\$84	\$71		†		
497K19900	Banner Feeder Extension	\$995	10%	\$896							\$42	\$28	\$23	\$19		†		
497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130							\$240	\$160	\$132	\$111		†		+
497K20070	Production Ready Finisher Tray Extension	\$495	10%	\$446							\$21	\$14	\$11	\$10		†		
497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293				
497K06860	Quick Print COLOR Sign	\$500	0%	\$500							\$23	\$16	\$13	\$11				
300S01843	FreeFlow TM VI Compose Software and License	\$5,180	40%	\$3,108							\$145	\$97	\$80	\$67				
097S04746	Inserter Module - 1 tray Inserter	\$2,000	0%	\$2,000							\$94	\$62	\$52	\$43				
497K16710	Production Ready Finisher Punch 2/3 Hole	\$600	5%	\$570							\$27	\$18	\$15	\$12				
497K22940	Crease and 2 sided Trimmer Module	\$30,000	30%	\$21,000							\$982	\$655	\$541	\$456				
497K22500	XLS Air Assist Kit	\$3,999	30%	\$2,799							\$131	\$87	\$72	\$61				
497K24270	Extra Long Sheet Air Assist / Banner Feed Kit	\$4,499	20%	\$3,599							\$168	\$112	\$93	\$78				
497K22450	Top Tray Aligner	\$399	30%	\$279							\$13	\$9	\$7	\$6				
497K22490	Predict Print Scanner software	\$999	10%	\$899							\$42	\$28	\$23	\$20				
	Multiple (Second) In Line Finishing Options for chaining Finishers																	
	- These accessories are available as accessory only transactions																	
	- CSE/DTP Tech required for each accessory below if ordered as an accessory only transaction																	
	- May only Choose one, if enabling Multiple In Line Finishing																	
497K23010	Production Ready Booklet Maker Finisher	\$11,800	20%	\$9,440							\$442	\$294	\$243	\$205				
497K23030	Production Ready Finisher	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128				
497K23020	Production Ready Finisher Plus	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234				
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254				
	Mobility Plates: Refer to the Installation Planning Guide for a full matrix of mobility plates by module.																	
	Mobility Plate A 497K04440 (QTY=3) for IOTMobility Plate B 497K05270 (QTY=3) for IOT/ finishing																	
	Refer to the Installation Planning Guide for a full matrix of Mobility Plates by Module.																	
	Xerox <sup>®</sup> IridesseTM Production Press IR120 Server Configuration																	
IR120NX	EFI DFE Standalone - NX PRO included EFI Color Profile Suite, Fiery Graphic Arts Package Premi	\$85,000	55%	\$38,250							\$1,789	\$1,193	\$985	\$830				
497N06272	Additional License Activation Code for IPDS	\$20,000	0%	\$20,000							\$936	\$624	\$515	\$434				
497N06629	3-Bay Removable HDD Enclosure	\$3,000	10%	\$2,700							\$126	\$84	\$70	\$59	<u> </u>			
	Speciality Ink Enablement that go with the IR120 EXP Server and IR120NX Server																	
497K18570	5th Color Enablement Kit	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293				

RFP No. 22-204 Printers, Copiers, and Multifunction Devices

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UBEO LLC lame of Offeror **Xerox** MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 24 Month 24 Month 60 Month 48 Month 36 Month 48 Month Base Monthly Month Month Maintenanc Discount Overage Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Allowance Labor. Lease **MSRP** % From Rental (Cost Per MFG # or Vendor Product # Rental Rate Per / Supplies (Note: All MFD's must be able to print, scan, copy and fax) Impressions Service, Price Agreement Agreement Agreement Agreemen Agreement Agreement Agreement Agreement MSRP Agreemen Page Included Copy) \greemei Optional Components, Add-ons and Accessories Per Month Rate Rate Rate Rate Rate Rate Rate Rate Support UBEO LLC SERVICE RATES ARE VOLUME BASED \*SEE NOTE 1 **UBEO LLC SERVICE RATES ARE VOLUME BASED** \*SEE NOTE 1 SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS V4100 Xerox® Versant® 4100 Press \$200,000 55% \$90,000 \$4,210 \$2,806 \$2,319 \$1,953 In addition you MAY chose one of the following HCF's Dual Advanced Hi Cap Feeder 497K23060 \$9,995 10% \$8,996 \$421 \$280 \$232 \$195 Output / Finishing Options 497K21490 Offset Catch Tray \$300 0% \$300 \$14 \$9 \$8 \$7 Only one PR Finisher may be ordered \$365 497K23230 High Capacity Stacker \$13,000 10% \$11,700 \$547 \$301 \$254 Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit 497K23030 Tray (Power Cord, Top Tray Extension) \$6,550 10% \$5,895 \$276 \$184 \$152 \$128 Production Ready Finisher Booklet Maker - includes a builtinDecurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray 497K23010 Extension) \$11,800 10% \$10,620 \$497 \$331 \$274 \$230 Production Ready Finisher Booklet Maker - includes a builtin Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray 497K23020 Extension) \$12,000 10% \$10,800 \$505 \$337 \$278 \$234 497K16710 Production Ready Finisher 2/3 Hole Punch \$600 0% \$600 \$28 \$19 \$15 \$13 497K19230 Production Ready C/Z Folder \$5,700 10% \$5.130 \$240 \$160 \$132 \$111 497K22930 Square Fold Trimmer \$15,000 10% \$13,500 \$632 \$421 \$348 \$293 497K22940 Trim Crease and Two Sided Trimmer \$30,000 10% \$27,000 \$1.263 \$842 \$696 \$586 097S04746 Xerox Inserter \$2,000 0% \$2,000 \$94 \$62 \$52 \$43 497K19390 GBC Advanced Punch Pro (Power Cord, Die, 3M Cable) \$13,900 10% \$12,510 \$585 \$390 \$322 \$271 098S05050 \$995 0% \$47 \$31 \$26 \$22 HCS Dolly \$995 497K22450 Top Tray Aligner \$399 10% \$359 \$17 \$11 \$9 \$8 497K17190 Envelope Support Kit \$250 0% \$250 \$12 \$8 \$6 \$5 300S01844 FFVI Design pro software & license \$3,615 10% \$3,254 \$152 \$101 \$84 \$71 497K19162 XLS Support Kit \$570 0% \$570 \$27 \$18 \$15 \$12 497K23750 XLS & Air Assist Kit \$4,499 10% \$4.049 \$189 \$126 \$104 \$88 300S01843 FreeFlow VI Compose SW and License \$5.180 10% \$4.662 \$218 \$145 \$120 \$101 Multiple (Second) In Line Finishing Options for chaining Finishers Production Ready Finisher Booklet Maker - includes a builtin Decurler, Stapler & 497K23010 Booklet Maker, Top Tray Extension (Power Cord, Top Tray \$11,800 10% \$10,620 \$497 \$331 \$274 \$230 Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit \$5,895 497K23030 \$6.550 10% \$276 \$128 Tray (Power Cord, Top Tray Extension) \$184 \$152 Production Ready Finisher Plus - built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, 497K23020 Top Try Extension) \$12,000 10% \$10,800 \$505 \$337 \$278 \$234 10% \$365 \$254 497K23230 High Capacity Stacker \$13,000 \$11,700 \$547 \$301 Xerox Print Server Powered by Fiery

RFP No. 22-204 Printers, Copiers, and Multifunction Devices

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UBEO LLC Name of Offeror Xerox MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 48 Month 24 Month 36 Month 48 Month 60 Month Monthly Base Overage Maintenance Month Month Discount Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor. **MSRP** % From / Supplies (Cost Per MFG # or Vendor Product # Rental Rate Per (Note: All MFD's must be able to print, scan, copy and fax) Price Impressions Service, Agreement Agreement Agreement Agreemen Agreement Agreement Agreement MSRP Page Included Copy) Optional Components, Add-ons and Accessories Per Month Rate Rate Rate Rate Rate Rate Rate Rate Support "Yes or No EX 4100 Print Server Standalone DFE, NX Premium w/Win 10 (Includes: Option Kits for FACI, Color Profiler, Impose, V41NXPRO Compose, Graphic Arts, ES3000 Spectrophotometer) \$50,000 30% \$35,000 \$1,637 \$1,091 \$902 \$759 Xerox EX-P 4100 Print Server Powered by Fiery EX-P 4100 Print Server Standalone DFE, NX Premium w/Win 10 2019 (Includes: Option Kits for FACI, Color Profiler, \$2,737 \$65,000 \$58,500 \$1,824 \$1,507 \$1,269 V41NXPREM Impose, Compose, Graphic Arts, ES3000 Spectrophotometer 10% \$4,500 \$5,000 10% \$211 \$140 \$116 \$98 497N07254 Swappable SDD Kit 1 TB (X2) 500 GB 497N06629 10% \$126 \$84 \$70 \$59 3 Bay HDD enclosure \$3,000 \$2,700 \$59,900 55% \$840 \$26,955 \$1,261 \$694 \$585 V280 Xerox® Versant® 280 Press Versant 280 Press MUST be sold w/ a Server listed below V280 comes w/ 3 internal trays, In addition you MAY chosse one of the following HCF's 497K22970 \$9.995 10% \$8.996 \$421 \$280 \$232 \$195 Dual advanced High Cap Feeder 097S05007 50% \$2,000 \$1,000 \$47 \$31 \$26 \$22 1 Tray High Cap Feeder - 2000 Sheets 10% \$168 \$139 497K22960 Single Tray Oversized high Cap Feeder \$5,995 \$5,396 \$252 \$117 10% \$280 497K22980 Adanced Two Tray OverSized High Capacity Feeder \$9,995 \$8,996 \$421 \$232 \$195 497K19162 XLS Support Kit \$570 0% \$570 \$27 \$18 \$15 \$12 Business Ready Finisher Booklet Maker, includes 2/3 hole punch, stapler and booklet maker, V-Tra Entrance, Interface Module 497K23170 \$210 Available for the V280B only \$4,995 10% \$4,496 \$140 \$116 \$98 Business Ready Finisher, includes 2/3 hole punch, stapler and V-Tra Entrance, Interface Module 497K22950 Available for the V280B only \$2,995 10% \$2,696 \$126 \$84 \$69 \$58 Production Ready Finisher Booklet Maker - includes a builtin Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray 497K23010 Extension) \$11,800 10% \$10,620 \$497 \$331 \$274 \$230 Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit 497K23030 Tray (Power Cord, Top Tray Extension) \$6,550 10% \$5,895 \$276 \$184 \$152 \$128 Production Ready Finisher Plus - built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, 497K23020 \$234 Top Try Extension) \$12,000 10% \$10,800 \$505 \$337 \$278 10% \$365 \$301 \$254 497K23230 \$13,000 \$11,700 \$547 High Capacity Stacker May choose on IDM for the 1st PR Finisher or HCS 497K19380 IDM Interface Decurler Module \$2,000 0% \$2,000 \$94 \$62 \$52 \$43 Interface Decurler Module w / In-line Spectrophoto-meter (ACQS, (Automated Color Quality Suite), Xerox ASRS (All 497K23000 \$28,000 \$22,400 \$1,048 \$698 \$577 \$486 Stocks Rated Speed) 20% Interface Decurler Module, Xerox ASRS (All Stocks Rated 497K22990 Speed) \$17,000 20% \$13,600 \$636 \$424 \$350 \$295

RFP No. 22-204 Printers, Copiers, and Multifunction Devices

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RFP No. 22-204 Printers, Copiers, and Multifunction Devices

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lame of Offeror UBEO LLC **Xerox** MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 24 Month 24 Month 36 Month 48 Month 60 Month Base Monthly Month Month Overage **Naintenanc** Discount Consumable Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Allowance Labor. Lease **MSRP** (Cost Per MFG # or Vendor Product # % From Rental Rental Rate Per / Supplies (Note: All MFD's must be able to print, scan, copy and fax) Impressions Service, Price greement Agreement Agreement Agreemen Agreement Agreement Agreement Agreement MSRP Page Included Copy) Optional Components, Add-ons and Accessories Per Month Rate Rate Rate Rate Rate Rate Rate Rate Support "Yes or No EFI Performance Package contains a license activation code (LAC) and documentation The LAC enables the software that is already on the EFI DFE 301N79930 \$5,000 \$4,500 \$211 \$116 to work with the ILS in the IOT. 10% \$140 \$98 497N01224 Ethernet Hub Option \$495 0% \$495 \$23 \$15 \$13 \$11 FACI Furniture Option Kit (RoHS) (Stand, Monitor, Keyboard \$4.000 \$4.000 \$187 \$125 \$103 \$87 497N04849 & Mouse) 0% 497N06629 \$3.000 0% \$3,000 \$140 \$94 \$77 \$65 3 Bay HDD enclosure XC9065/2 \$ 36,100,00 50% \$18.050 \$844 \$563 \$465 \$392 Xerox Primel ink XC9065 Must Choose one of the following Finishers for Xerox PrimeLink XC9065 497K21750 Offset Catch Tray With Work Surface 400.00 0% \$400 \$19 \$12 \$10 \$9 Production Ready Standard Finisher Plus - includes a built-in Interface Decurler Module (IDM), Stapler, Stacker Tray, Top Exit Tray, Partner Finishing Interface Module to enable 3rd Party \$655 497K21760 Finishers \$ 14.000.00 0% \$14,000 \$437 \$361 \$304 Production Ready Finisher - includes a built-in Interface Decurler Module (IDM), Stapler, Stacker Tray & Top Exit 497K21770 8,550.00 \$8,550 \$400 \$267 \$220 \$185 Production Ready Finisher Booklet Maker - includes a built-in Interface Decurler Module (IDM), Stapler & Booklet 497K21780 Maker, Top Tray Extension \$ 13,800.00 0% \$13.800 \$646 \$430 \$356 \$299 Business Ready Finisher, includes 2/3 hole punch, stapler and V-497K16020 Tra Entrance, Interface Module 2.995.00 0% \$2,995 \$140 \$93 \$77 \$65 Business Ready Booklet Maker Finisher - includes 2/3 hole punch, 497K19370 stapler and booklet maker and V-Tra Entrance Interface Module 4,995.00 0% \$4,995 \$234 \$156 \$129 \$108 May Choose ONE of the following 497K21820 High Capcity Feeder 2,000.00 40% \$1,200 \$56 \$37 \$31 \$26 497K21730 Oversized High Capacity Feeder with One Tray & cabinet \$ 5,995,00 0% \$5.995 \$280 \$187 \$154 \$130 497K21740 Oversized High Capacity Feeder with Two Trays \$ 9,995.00 0% \$9,995 \$468 \$312 \$257 \$217 May Choose Any of the following Accessories for Xerox PrimeLink XC9065 497K21900 1 Line Fax & Fax Kit 999.00 0% \$999 \$47 \$31 \$26 \$22 Server FAX Kit Option 990.00 0% \$46 \$31 \$21 497K20300 \$990 \$26 VOIP FAX Option 497K20310 895.00 0% \$895 \$28 \$23 \$42 \$19 MSI Assembly Kit 497K19870 \$ 1,399.00 0% \$1,399 \$65 \$44 \$36 \$30 Banner Feed Kit 699.00 20% \$26 \$17 497K19880 \$559 \$14 \$12 Business Ready CZ Fold Business Ready Finisher ( 0% \$2,600 497K15840 \$ 2,600.00 \$122 \$81 \$67 \$56 XEROX INTERPOSER - 1 TRAY INSERTER 0% \$62 \$52 097S04746 \$ 2,000.00 \$2,000 \$94 \$43 0% \$650 \$358 497K19390 GBC Advanced Punch Pro \$ 13,900.00 \$13,900 \$433 \$302 0% 497K19230 Production Ready C/Z Folde \$ 5,700.00 \$5,700 \$267 \$178 \$147 \$124 497K20120 Trim Crease Buffer Module \$ 30,000.00 0% \$30,000 \$1,403 \$935 \$773 \$651 Square Fold Trimmer \$ 15,000,00 0% \$468 \$325 497K19250 \$15,000 \$702 \$386 \$ 15,375.00 097S04521 Xerox Tane Binder 0% \$719 \$479 \$396 \$334 \$15,375 USB HUB Kit 0% 497K20250 150.00 \$150 \$7 \$5 \$4 \$3 Convenience Stapler 498K08250 299.00 0% \$299 \$14 \$9 \$8 \$6 497K21700 RFID Card Reader \$ 279.00 0% \$279 \$13 \$9 \$7 \$6 300S01844 FreeFlow VI Design Pro SW and License \$ 3,615.00 0% \$3.615 \$169 \$113 \$93 \$78 300S01843 30% FreeFlow VI Design Compose SW & License Kit \$ 5,180.00 \$3,626 \$170 \$113 \$93 \$79 497K16710 PR Finisher 2/3 Hole Punch \$ 600.00 0% \$600 \$28 \$19 \$15 \$13 Foreign Interface Device \$ 374.00 30% 498K14141 \$262 \$12 \$8 \$7 \$6

RFP No. 22-204 Printers, Copiers, and Multifunction Devices

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\$16

\$11

\$9

\$8

0%

349.00

\$349

497N07247

MS WINDOWS 10 KIT

RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions
-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". Name of Offeror: UBEO LLC **Konica Minolta** MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees 36 Month 60 Month Manufacturer (MFG) Name of Product PSA MFG # or Vendor Multifunction Device (MFD) Item Description Lease Lease **Overage Rate** MSRP Purchase Labor, Service. (Cost Per (Note: All MFD's must be able to print, scan, copy and fax) Optional Product # From MSRF Per Page areemen mpressions Price Included Support Copy) Aareemei Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate **Per Month UBEO LLC SERVICE RATES ARE VOLUME BASED UBEO LLC SERVICE RATES ARE VOLUME BASED** \* NOTF 1 SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS AC78011X0011 BIZHUB 300i plus DF-714 \$11,420 50% \$5.710 \$267 \$178 \$147 \$124 4614506 Fax Stamp Unit \$53 20% \$42 \$2 \$1 \$1 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,177 20% \$942 \$44 \$29 \$24 \$20 A884W112 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 A886WY13 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 \$2 \$5 \$3 \$3 AU-204H Mag Stripe Card Reader \$130 20% \$104 7640013468 \$5 \$3 \$3 \$2 A0X9WY1 Biometric Authentication Unit \$1,042 20% \$834 \$39 \$26 \$21 \$18 R5427011136466GEN2 AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$4 AOPD11K \$9 \$5 A0PD1175 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD1196 I-Ontion Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 A0PD11F7 i-Option License Kit (Unicode Font) \$690 20% \$552 \$26 \$17 \$14 \$12 20% AOPD11G8 i-Option OCR Font \$191 \$153 \$7 \$4 \$3 A0PD11U9 \$668 20% \$534 \$25 \$17 \$12 i-Option License Kit (File Conversion) \$14 A0PDAA1 \$395 20% \$316 \$15 \$10 \$7 Bitdefender Virus Scan \$8 4623486 \$95 20% \$76 \$4 \$2 \$2 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$66 20% \$1 A4NMWY110 Mount Kit (IC Card Internal Mount Kit) \$53 \$2 \$1 \$136 A4NRWY2 Keyboard Holder 20% \$109 \$5 \$3 \$3 \$2 A87DWY211 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 20% \$220 \$176 \$8 \$5 \$4 A88AWY212 USB Host Board (Local Interface Kit) 20% \$2 ACCJWY1 10-Key Pad \$139 \$111 \$5 \$3 ACDIWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 \$1,348 20% \$1.078 \$50 \$34 \$28 \$23 ACDKWY1 Security Kit ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$7 \$6 \$5 20% \$4 D5133NTKM ESP POWER FILTER 120V/15A \$208 \$166 \$8 \$5 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics \$800 20% \$30 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$5 \$4 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$6 \$5 \$1,709 20% \$1,367 \$64 \$43 \$35 \$30 A2YUWY3 Inner Finisher (50 Sheets) A2YVWY2 Job Separator \$550 20% \$440 \$21 \$14 \$11 \$10 \$516 A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 20% \$24 \$16 \$13 \$11 A87JWY2 Relay Unit \$231 20% \$185 \$9 \$5 \$4 20% \$1,540 \$72 \$48 \$33 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1,925 \$40 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3,515 20% \$2,812 \$132 \$88 \$72 \$61 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$16 AC28W11 \$24 \$13 \$11 \$329 20% \$263 \$12 \$8 \$6 EH91539 Convenience Stapler \$7 \$245 20% \$196 \$4 135700 Enhanced Copy Desk (Storage only) \$9 \$5 \$745 A4MEWY2 Banner Guide \$931 20% \$35 \$23 \$19 \$16 A87VW1213 \$1.959 20% \$1.567 \$73 \$49 \$40 Large Capacity Unit \$34 AAV5019 Paper Feed Cabinet \$1.543 20% \$1,234 \$58 \$38 \$32 \$27 AAV5016 Paper Feed Cabinet \$1,836 20% \$1,469 \$69 \$46 \$38 \$32 AAV5WY7 Paper Feed Cabinet \$1.005 20% \$804 \$38 \$25 \$21 \$17 AAV5WY8 Paner Feed Cabinet \$1.311 20% \$1.049 \$49 \$33 \$27 \$23

\$314

\$209

\$173

\$146

\$13,435

50%

\$6,718

AC77011X0011

BIZHUB 360i with DF-714

-Purchase/Lease of Equipment-Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions"

\$53

20%

\$42

4614506

Fax Stamp Unit

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 60 Month Base PSA Monthly Month Consumables Maintenance MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease Allowance MSRP Purchase Rental Rental Labor, Service. (Cost Per Supplies Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Per Page Price Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate 4614506 Fax Stamp Unit \$53 20% \$42 \$2 \$1 \$1 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,177 \$942 A883012 20% \$44 \$29 \$24 \$20 \$941 Fax Kit (Supports 3rd & 4th fax line) 20% \$44 \$29 \$24 A884W113 \$1,176 \$20 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 \$3 \$2 A886WY14 \$5 \$3 7640013468 AU-204H Mag Stripe Card Reader \$130 20% \$104 \$5 \$2 \$3 \$1.042 20% \$834 \$39 \$26 \$21 \$18 A0X9WY1 Biometric Authentication Unit R5427011136466GEN AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 i-Option License Kit (ThinPrint Client Support) A0PD01K5 \$250 20% \$200 \$9 \$5 \$4 A0PD1176 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 \$821 20% \$657 \$31 \$20 \$14 A0PD1197 I-Option Bar Code Font \$17 \$690 20% \$552 \$26 \$17 \$12 AOPD11F8 i-Option License Kit (Unicode Font) \$14 A0PD11G9 i-Option OCR Font \$191 20% \$153 \$7 \$4 \$3 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$4 A0PD11K10 \$9 A0PD11U11 i-Option License Kit (File Conversion) \$668 20% \$534 \$25 \$17 \$14 \$12 A0PDAA1 Bitdefender Virus Scan \$39 20% \$316 \$15 \$10 \$7 4623486 Mount Kit 1 \$95 20% \$76 \$4 \$2 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$1 \$66 A4NMWY112 20% \$53 \$2 \$1 Mount Kit (IC Card Internal Mount Kit) \$1 \$136 20% A4NRWY2 \$109 \$5 \$3 \$2 Keyboard Holder A87DWY213 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 Δ88Δ\Λ/Υ214 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$4 AC8XWY1 IM-102 Intelligent Media Sensor Intelligent Media Sensor \$329 20% \$263 \$12 \$7 \$6 ACCJWY1 10-Kev Pad \$139 20% \$111 \$5 \$3 \$3 \$2 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 20% \$1,078 \$50 \$23 ACDKWY1 Security Kit \$1,348 \$34 \$28 \$286 20% \$229 \$11 \$5 ACDMWY1 Wireless Upgrade Kit \$6 D5133NTKM ESP POWER FILTER 120V/15A \$208 20% \$166 \$8 \$4 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics \$800 20% \$640 \$30 \$16 \$14 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$5 \$4 ESP DIAGNOSTIC POWER FILTER 120V/15A XGPCS15DKM \$289 20% \$231 \$11 \$7 \$6 \$5 A2YUWY3 Inner Finisher (50 Sheets) \$1,709 20% \$1,367 \$64 \$43 \$35 \$30 A2YVWY2 Job Separator \$550 20% \$440 \$21 \$14 \$11 \$10 A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 20% \$516 \$24 \$16 \$13 \$11 Relay Unit \$231 20% \$185 A87JWY2 \$9 \$5 \$4 \$1,925 20% \$1.540 \$72 \$48 \$33 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$40 20% \$2.812 \$88 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3.515 \$132 \$72 \$61 AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 EH91539 \$329 20% \$263 \$12 Convenience Stapler \$7 \$6 20% 135700 Enhanced Copy Desk (Storage only) \$245 \$196 \$9 \$6 \$5 \$4 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A87VW1215 Large Capacity Unit \$1,959 20% \$1,567 \$73 \$49 \$40 \$34 A9EFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 \$1,543 20% \$1,234 \$58 \$38 \$32 \$27 AAV5019 Paper Feed Cabinet \$1.836 20% \$1,469 \$69 \$46 \$38 \$32 AAV5016 Paper Feed Cabinet AAV5WY7 Paper Feed Cabinet \$1,00 20% \$804 \$38 \$25 \$21 \$17 AAV5WY8 Paper Feed Cabinet \$1,31 20% \$1,049 \$49 \$33 \$27 \$23 AC76011 BIZHUB 450i \$14.738 50% \$7.369 \$345 \$230 \$190 \$160

\$1

-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions"

\$53

20%

\$42

4614506

Fax Stamp Unit

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 60 Month Base PSA Monthly Month Consumables Maintenance MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease Allowance MSRP Purchase Rental Rental Labor, Service. (Cost Per Supplies Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Per Page Price Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,17 20% \$942 \$44 \$29 \$24 \$20 Fax Kit (Supports 3rd & 4th fax line) \$941 A884W111 \$1,176 20% \$44 \$29 \$24 \$20 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 A886WY12 \$5 \$3 \$3 \$2 \$130 20% \$104 \$5 \$3 \$3 \$2 7640013468 AU-204H Mag Stripe Card Reader \$1,042 Biometric Authentication Unit 20% \$834 \$39 \$26 \$18 ΔΩΧΩΙΛ/Υ1 \$21 R5427011136466GEN AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 A0PD01K3 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$9 \$6 \$5 \$4 A0PD1174 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD1195 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 \$690 20% \$552 \$26 \$17 \$12 AOPD11F6 i-Option License Kit (Unicode Font) \$14 \$191 20% \$153 \$3 A0PD11G7 i-Option OCR Font \$7 \$5 \$4 A0PD11U8 \$668 20% \$534 \$25 \$17 \$14 i-Option License Kit (File Conversion) \$12 \$395 20% \$316 \$15 \$10 A0PDAA1 Bitdefender Virus Scan \$7 4623486 \$95 20% \$76 \$4 \$2 \$2 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 A4NMWY19 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$53 \$2 \$2 \$1 \$1 \$136 A4NRWY2 Keyboard Holder 20% \$109 \$5 \$3 \$3 \$2 A87DWY210 \$307 20% \$246 \$11 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$220 20% \$8 \$5 \$4 A88AWY211 USB Host Board (Local Interface Kit) \$176 \$5 AC8XWY1 IM-102 Intelligent Media Sensor Intelligent Media Sensor \$329 20% \$263 \$12 \$7 \$6 ACCJWY1 10-Key Pad \$139 20% \$111 \$5 \$3 \$2 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 ACDKWY1 \$1,348 20% \$1.078 \$50 \$34 \$28 \$23 Security Kit ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$6 \$5 \$208 20% \$4 D5133NTKM ESP POWER FILTER 120V/15A \$166 \$8 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics 20% \$30 \$16 \$14 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$4 \$5 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$6 \$5 A2YUWY3 Inner Finisher (50 Sheets) \$1,709 20% \$1,367 \$64 \$43 \$35 \$30 A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 20% \$516 \$24 \$16 \$13 \$11 A87JWY2 Relay Unit \$231 20% \$185 \$9 \$5 \$4 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1.925 20% \$1.540 \$72 \$48 \$40 \$33 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3.515 20% \$2.812 \$132 \$88 \$72 \$61 \$645 20% AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$516 \$24 \$16 \$13 \$11 \$123 20% \$98 ACV0WY1 Output Tray \$5 \$3 \$2 20% \$440 ACV2WY1 JS-508 Job Separator \$550 \$21 \$14 \$11 \$10 ACW5WY1 MK-607 mount kit for FS-533 \$77 20% \$62 \$1 \$3 \$2 \$2 EH91539 Convenience Stapler \$329 20% \$263 \$12 \$6 \$7 \$245 20% 135700 Enhanced Copy Desk (Storage only) \$196 \$9 \$6 \$5 \$4 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A87VW1212 Large Capacity Unit \$1,959 20% \$1,567 \$73 \$49 \$40 \$34 A9EFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 \$1,543 20% \$1,234 \$58 \$38 \$32 \$27 AAV5019 Paper Feed Cabinet \$1.836 20% \$1,469 \$69 \$46 \$38 \$32 AAV5016 Paper Feed Cabinet AAV5WY7 Paper Feed Cabinet \$1,00 20% \$804 \$38 \$25 \$21 \$17 AAV5WY8 Paper Feed Cabinet \$1,31 20% \$1,049 \$49 \$33 \$27 \$23 AC75011 BIZHUB 550I \$26,251 50% \$13.126 \$614 \$409 \$338 \$285

\$1

f Offeror:	UBEO LLC																		-
	Konica Minolta				MAINTANA	NCE AND SU	PPLIES INCL	UDED (less	paper)	NO MAINTI	ENANCE OR S	SUPPLIES INC	LUDED		Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service Support	Maintena e, (Cost Pe Copy)
4614511	Spare TX Marker Stamp 2	\$30	20%								\$1		\$1						
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%								\$44		\$24						<u> </u>
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%								\$44		\$24						<del>                                     </del>
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%								\$5	**	\$3						₩
7640013468 A0X9WY1	AU-204H Mag Stripe Card Reader	\$130 \$1.042	20% 20%								\$5 \$39	\$3 \$26	\$3 \$21						
R5427011136466GEN2	Biometric Authentication Unit AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$1,042	20%								\$39 \$15	\$26 \$10	\$21						+
A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%								\$19	\$20	φο \$16						+
A0PD1173 A0PD1194	I-Option Bar Code Font	\$821	20%								\$31		\$17						+
A0PD11F5	i-Option License Kit (Unicode Font)	\$690	20%								\$26	\$17	\$14						+
A0PD11G6	i-Option OCR Font	\$191	20%								\$7		\$4						<b>†</b>
AOPD11K7	i-Option License Kit (ThinPrint Client Support)	\$250	20%								\$9		\$5						1
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%								\$25	\$17	\$14						
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					1
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%								\$5		\$3						
A5C1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%								\$11	\$8	\$6						
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%								\$8		\$5						
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%								\$12	\$8	\$7						
ACCJWY1	10-Key Pad	\$139 \$934	20% 20%								\$5 \$35		\$3 \$19						+
ACDJWY1 ACDKWY1	1 TB Solid State Drive Security Kit	\$934 \$1,348	20%								\$50	\$23 \$34	\$19						+
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%								\$8	\$5	\$4						+
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%								\$30	\$20	\$16	,					
G844100LCMUS2	External Keyboard	\$223	20%								\$8		\$5						1
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%								\$11	\$7	\$6						
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35						
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%								\$24	\$16	\$13	\$11					
A87JWY2	Relay Unit	\$231	20%								\$9		\$5						
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%								\$72	\$48	\$40						
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%								\$132	\$88	\$72						
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%								\$24	\$16	\$13						
ACV0WY1	Output Tray	\$123 \$550	20% 20%								\$5 \$21		\$3 \$11						+
ACV2WY1 ACW5WY1	JS-508 Job Separator	\$550 \$77	20%								\$21	\$14 \$2	\$11 \$2				-		+
EH91539	MK-607 mount kit for FS-533 Convenience Stapler	\$329	20%								\$3 \$12	\$2	\$2 \$7						+
135700	Enhanced Copy Desk (Storage only)	\$245	20%								\$9		\$5						+
A4MEWY2	Banner Guide	\$931	20%								\$35	\$23	\$19						+
A87VW1212	Large Capacity Unit	\$1,959	20%								\$73	\$49	\$40						+
A9EFW12	Large Capacity Unit	\$3,673	20%								\$137	\$92	\$76	-					1
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5019	PC-416 Paper Feed Cabinet	\$1,543	20%								\$58	\$38	\$32						
AAV5WY7	PC-116 Paper Feed Cabinet	\$1,005	20%								\$38	\$25	\$21						
AAV5WY8	PC-216 Paper Feed Cabinet	\$1,311	20%								\$49	\$33	\$27						
	BIZHUB 650i	\$33,769	50%								\$790		\$435				1		<u> </u>
4614506	Fax Stamp Unit	\$53	20%								\$2	\$1	\$1				<u> </u>		<del>                                     </del>
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24	l	1	1		1	ı	\$1	\$1	\$1	\$1	1		1		1

Name of Offeror:	UBEO LLC																		
	Konica Minolta				MAINTANAN	NCE AND SU	IPPLIES INCL	UDED (less p	paper)	NO MAINTE	ENANCE OR S	SUPPLIES IN	CLUDED		Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39		\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD01K4	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD1175	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD1196	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20		\$14					
A0PD11F7	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26		\$14	\$12					
A0PD11G8	i-Option OCR Font	\$191	20%	\$153							\$7			\$3					
A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25		\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15			\$7					
A0W4WY3	Working Table	\$124	20%	\$99							\$5			\$2					
A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2			\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5			\$2					
A5C1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26	i						\$1	\$1	\$1	\$1					
A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246	i						\$11	\$8	\$6	\$5					
A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176	i						\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747	1						\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229	)						\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178	<u> </u>						\$8			\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	7.7		\$5					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9			\$4					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72			\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132			\$61					
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24		\$13	\$11					
ACV0WY1	Output Tray	\$123	20%	\$98							\$5			\$2					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9			\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49		\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76	\$64					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
ACV7011	BIZHUB 750i	\$36,850	50%	\$18,425							\$862	\$574	\$475	\$400					
4614506	Fax Stamp Unit	\$53	20%	\$42					İ		\$2		\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942					İ		\$44	\$29	\$24	\$20					
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106					İ		\$5			\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					

-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 60 Month Base PSA Monthly Month Consumables Maintenance MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease Allowance MSRP Purchase Rental Rental Labor, Service. (Cost Per Supplies Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Per Page Price Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate A0PD01K3 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$9 \$5 \$4 A0PD1174 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 \$657 A0PD1195 I-Option Bar Code Font \$821 20% \$31 \$20 \$17 \$14 \$690 20% \$552 \$26 \$17 A0PD11F6 i-Option License Kit (Unicode Font) \$14 \$12 \$191 20% \$153 \$5 \$3 A0PD11G7 i-Option OCR Font \$7 \$4 A0PD11U8 \$668 \$534 \$25 \$17 i-Option License Kit (File Conversion) 20% \$14 \$12 A0PDAA1 \$395 20% \$316 \$15 \$10 Bitdefender Virus Scan \$8 \$7 4623486 \$95 20% \$76 \$4 \$2 \$2 \$2 Mount Kit 1 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$66 20% A4NMWY19 Mount Kit (IC Card Internal Mount Kit) \$2 \$2 \$1 \$1 \$136 20% \$109 \$5 \$2 A4NRWY2 Kevboard Holder \$3 \$3 USB Host Board (Local Interface Kit) with Bluetooth Printing Support A87DWY210 \$307 20% \$246 \$11 A88AWY211 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$4 AC8XWY1 IM-102 Intelligent Media Sensor Intelligent Media Sensor \$329 20% \$263 \$12 \$7 \$6 ACCJWY1 10-Key Pad \$139 20% \$111 \$2 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 \$34 ACDKWY1 Security Kit \$1,348 20% \$1.078 \$50 \$28 \$23 ACDMWY1 \$286 20% \$229 \$11 \$7 \$6 \$5 Wireless Upgrade Kit D5133NTKM \$208 20% \$166 \$8 \$4 \$4 ESP POWER FILTER 120V/15A 20% \$31 FVS12020 Comprehensive Monitoring & Predictive Analytics \$825 \$660 \$21 \$17 \$14 G844100LCMUS2 \$223 20% \$178 \$8 \$5 \$4 External Keyboard XGPCS20DKM ESP Diagnostic Power Filter 120V/20A \$322 20% \$258 \$12 \$7 \$6 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1.925 20% \$1.540 \$72 \$48 \$40 \$33 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3.515 20% \$2.812 \$132 \$88 \$72 \$61 AC28W21 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 \$32 20% \$260 ACU6WY1 RU-519 Relay Unit (for FS-539/FS-539SD/FS-540/FS-540SD) \$12 \$7 \$6 \$325 20% \$260 \$12 \$6 ACWAWY1 OT-514 Output Trav \$7 ACWCWY1 WT-519 Upright Working Table \$2,750 20% \$2,200 \$103 \$69 \$57 \$48 \$329 20% \$263 \$12 \$6 EH91539 Convenience Stapler \$7 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A8H6W12 Large Capacity Unit \$1.947 20% \$1.558 \$73 \$49 \$40 \$34 A8H7W12 Large Capacity Unit \$3,663 20% \$2,930 \$137 \$91 \$75 \$64 \$38,808 \$500 A8KN0151 BIZHUB 808 COPIER/PRINTER 50% \$19,404 \$908 \$605 \$421 A0PD1162 i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF) \$1 100 20% \$880 \$41 \$27 \$23 \$19 20% \$552 AOPD11F3 i-Option License Kit (Unicode) \$690 \$26 \$17 \$14 \$12 A4MMWY34 \$1,348 20% \$1,078 \$34 \$28 Copy Guard Kit \$50 \$23 A8HCWY2 \$3.025 20% Working table for upright mounting of the control panel \$2,420 \$113 \$75 \$62 \$53 4614506 20% \$42 \$1 Fax Stamp Unit \$53 \$2 \$1 \$1 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 20% \$44 A884W115 Fax Kit (Supports 3rd & 4th fax line) \$1,176 \$941 \$29 \$24 \$20 A886WY16 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 \$5 \$3 \$3 \$2 A92D0117 Fax Kit \$1,177 20% \$942 \$44 \$29 \$24 \$20 A0X9WY1 Biometric Authentication Unit \$1,042 20% \$834 \$39 \$26 \$21 \$18 R5427011136466GEN AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 \$250 20% \$200 \$9 \$5 \$4 AOPDO1K8 i-Option License Kit (ThinPrint Client Support) \$6 A0PD1179 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD11910 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 A0PD11G11 i-Option OCR Font \$191 20% \$153 \$7 \$4 \$3 \$668 20% \$534 \$25 \$17 \$14 \$12 A0PD11U12 i-Option License Kit (File Conversion)

-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

\$139

A64TWY415

Keypad

20%

\$111

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 60 Month Base PSA Monthly Month Consumables Maintenance MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease Allowance MSRP Purchase Rental Rental Labor, Service. (Cost Per Supplies Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Per Page areemen Price Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$5 \$4 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$2 \$26 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$1 \$1 \$1 \$1 \$66 Mount Kit (IC Card Internal Mount Kit) 20% \$2 A4NMWY113 \$53 \$2 \$1 \$1 \$136 20% \$109 \$5 \$3 \$3 \$2 A4NRWY214 Kevboard Holder Δ64Τ\//\/415 \$139 \$111 20% \$5 \$2 Keypad \$3 \$514 20% \$411 \$19 \$13 A888WY2 Hard Disk Mirroring \$11 \$9 A8H9WY116 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$5 \$4 A8HAWY117 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 A8WCWY1 Double Feed Detection Kit \$358 20% \$286 \$13 \$7 \$6 \$9 ESP POWER FILTER 120V/20A NETWORKED \$212 20% \$170 \$8 \$4 D5143NTKM \$5 \$4 Comprehensive Monitoring & Predictive Analytics \$825 20% \$660 \$31 \$21 \$14 EVS12020 \$17 XGPCS20DKM ESP Diagnostic Power Filter 120V/20A \$322 20% \$258 \$12 \$7 A3ETW11 2/3 Hole Punch Unit (FS-534 or FS-536) \$645 20% \$516 \$24 \$16 \$13 \$11 A63GWY2 Z Folding Unit For FS-537 \$5,51 20% \$4,409 \$206 \$13 \$114 \$96 A87GWY3 Finisher (50-sheet floor staple finisher) \$1,815 20% \$1,452 \$68 \$45 \$37 \$32 A87GWYE with SD-511 Finisher (Floor finisher Saddle Stitcher) \$3,405 20% \$2,724 \$127 \$85 \$70 \$59 A87HWY118 Finisher (100 Sheets) \$3,322 20% \$2,658 \$124 \$83 \$68 \$58 \$4,950 20% \$3,960 \$185 \$123 \$102 \$86 A87HWYA19 Finisher A87KWY120 \$32 20% \$260 \$12 \$6 Relay Unit 20% \$46 \$25 A8C6WY2 Post Inserter For FS-537 \$1.22 \$977 \$30 \$21 A8HDWY221 \$495 20% \$396 \$19 \$12 \$10 \$9 Output Tray A99KW11 Punch Kit For FS-537 \$935 20% \$748 \$35 \$23 \$19 \$16 EH91539 \$329 20% \$263 \$12 \$8 \$7 \$6 Convenience Stanler A8H6W11 Large Capacity Unit \$1.947 20% \$1.558 \$73 \$49 \$40 \$34 A8H7W11 Large Capacity Unit \$3,663 20% \$2,930 \$137 \$91 \$75 \$64 20% XG-PCS-IC-1 NexGen Cable \$80 \$64 \$1 \$46,200 20% \$36,960 \$1,729 \$1,152 \$952 \$802 A7960151 Printer/Copier/Scanner A0PD0162 i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF) 20% \$41 \$1,100 A0PD01F3 i-Option License Kit (Unicode) \$690 20% \$552 \$26 \$17 \$14 \$12 A4MMWY24 Copy Guard Kit \$1,348 20% \$1.078 \$50 \$34 \$28 \$23 A8HCWY1 Working table for upright mounting of the control panel \$3,025 20% \$2,420 \$113 \$75 \$62 \$53 4614506 Fax Stamp Unit \$53 20% \$42 \$2 \$1 \$1 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 \$1 A884W115 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 20% \$106 A886WY16 Fax Mount Kit (Mount kit for FK-515 only) \$132 \$5 \$3 \$2 \$1,177 20% \$942 \$44 A92D0117 Fax Kit \$29 \$24 \$20 20% \$834 \$26 A0X9WY1 Biometric Authentication Unit \$1.042 \$39 \$21 \$18 R5427011136466GEN2 AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 i-Option License Kit (ThinPrint Client Support) AOPDO1K8 \$250 20% \$200 \$4 \$9 \$5 20% \$628 A0PD1179 i-Option License Kit (Voice Guidance) \$785 \$29 \$20 \$16 \$14 A0PD11910 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 A0PD11G11 i-Option OCR Font \$191 20% \$153 \$7 \$4 \$3 A0PD11U12 i-Option License Kit (File Conversion) \$668 20% \$534 \$25 \$17 \$14 \$12 G844100LCMUS2 \$223 20% \$178 \$8 \$4 External Keyboard \$6 \$5 \$124 20% \$99 \$5 \$3 \$2 A0W4WY3 Working Table \$3 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 A4NMWY113 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$53 \$2 \$1 \$1 A4NRWY214 Kevboard Holder \$136 20% \$109 \$5 \$3 \$2

\$2

Name of Offeror:	UBEO LLC																	
	Konica Minolta				ΜΔΙΝΤΔΝΔΙ	NCE AND SUPPLIES INC	LUDED /less	naner)	NO MAINTE	ENANCE OR	SLIDDI IES IM	CLUDED		Monthly Fees				
					Month to				Month to							Monthly		
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month Rental Agreement Rate	24 Month Lease Agreement Rate Agreement Rate Agreement	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
A888WY2	Hard Disk Mirroring	\$514	20%	\$411						\$19	\$13	\$11	\$9	9				
A8H9WY116	USB Host Board (Local Interface Kit)	\$220	20%	\$176	6					\$8	\$5	\$5	\$4	4				
A8HAWY117	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246	6					\$11	\$8	\$6	\$5	,				
A8WCWY1	Double Feed Detection Kit	\$358	20%	\$286	6					\$13								
D5143NTKM	ESP POWER FILTER 120V/20A NETWORKED	\$212	20%	\$170	)					\$8								
EVS20820	ESP ENVISIONSENSE PMS 208V/20A	\$850	20%	\$680	)					\$32		\$18						
XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322	20%	\$258						\$12		\$7						
A10CWY2	Job Separator (FS-540/FS-540SD)	\$550	20%	\$440						\$21								
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645 \$5,511	20%	\$516 \$4,409						\$24		\$13 \$114	\$11					
A63GWY2 A87GWY3	Z Folding Unit For FS-537 Finisher (50-sheet floor staple finisher)	\$5,511	20% 20%	\$4,409 \$1,452	<u> </u>		+			\$206 \$68		\$114	\$96 \$32					
A87GWYS A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$1,815	20%	\$1,452			+			\$127	\$45 \$85	\$37 \$70	\$32 \$59					
A87HWY118	Finisher (100 Sheets)	\$3,405	20%	\$2,724			+			\$127		\$68	\$58		<del> </del>			
A87HWYA19	Finisher	\$4,950	20%	\$3,960	1		+			\$185		\$102	\$86					
A87KWY120	Relay Unit	\$325	20%	\$260	<del>il</del>					\$12		\$7						
A8C6WY2	Post Inserter For FS-537	\$1,221	20%	\$977	+					\$46		\$25	\$21					
A8HDWY221	Output Tray	\$495	20%	\$396	3					\$19		\$10	\$9					
A99KW11	Punch Kit For FS-537	\$935	20%	\$748	3					\$35		\$19	\$16					
EH91539	Convenience Stapler	\$329	20%	\$263	3					\$12		\$7						
A8H6W11	Large Capacity Unit	\$1,947	20%	\$1,558	3					\$73	\$49	\$40	\$34					
A8H7W11	Large Capacity Unit	\$3,663	20%	\$2,930						\$137		\$75	\$64					
AA2K011X0011	BIZHUB C300i plus DF-714	\$15,161	50%	\$7,581						\$355	\$236	\$195	\$164	4				
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24						\$1	\$1	\$1	\$1	1				
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942	2					\$44	\$29	\$24	\$20	ו				
A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941						\$44	\$29	\$24	\$20	ס				
A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106	6					\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104	·					\$5								
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834	ŀ					\$39		\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319	)					\$15		\$8						
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628	3					\$29	\$20	\$16	\$14					
A0PD1195	I-Option Bar Code Font	\$821	20%	\$657	1		-			\$31		\$17	\$14					
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552	<u> </u>					\$26		\$14						
AOPD11G7	i-Option OCR Font	\$191 \$250	20%	\$153			+			\$7 \$9		\$4 \$5						
AOPD11K8 AOPD11U9	i-Option License Kit (ThinPrint Client Support) i-Option License Kit (File Conversion)	\$250 \$668	20% 20%	\$200 \$534	<u> </u>		+			\$25		\$5 \$14	\$4 \$12					
AOPDI109 AOPDAA1	Bitdefender Virus Scan	\$395	20%	\$334 \$316						\$15		\$14	\$12					
G844100LCMUS2	External Keyboard	\$223	20%	\$178	3					\$13		7.0						
A0W4WY3	Working Table	\$124	20%	\$99	<del> </del>		+			\$5								
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26			+			\$1								
A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53						\$2								
A4NRWY2	Keyboard Holder	\$136	20%	\$109						\$5								
	.,	,	-								,		·					
A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246	3					\$11	\$8	\$6	\$5	5				
A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176	6					\$8	\$5	\$5	\$4	4				
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263	3					\$12	\$8	\$7	\$6	6				
ACCJWY1	10-Key Pad	\$139	20%	\$111						\$5		\$3						
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747						\$35		\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078	3					\$50		\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229	)					\$11	\$7	\$6	\$5	5	ļ			
	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive													.]	1			
EVS12015	Analytics	\$800	20%	\$640	)					\$30	\$20	\$16	\$14	1	1			

Name of Of	feror:	UBEO LLC																	
	-	Konica Minolta				MAINTANAN	ICE AND SUPPLIES INC	LUDED (less t	paper)	NO MAINTE	NANCE OR S	UPPLIES INC	LUDED		Monthly Fees				
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Lease Agreement Rate Agreement Rate	48 Month Lease	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease	36 Month Lease	48 Month Lease Agreement Rate	60 Month Lease	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231						\$11	\$7	\$6	\$5					
	A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367						\$64	\$43	\$35	\$30					
	A2YVWY2	Job Separator	\$550	20%	\$440						\$21	\$14	\$11	\$10					
	A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516						\$24	\$16	\$13						
	A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516						\$24	\$16	\$13						
	A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452						\$68	\$45	\$37						
	A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724						\$127	\$85	\$70						<u> </u>
	A87JWY2	Relay Unit	\$231	20%	\$185						\$9	\$6	\$5						<u> </u>
	EH91539	Convenience Stapler	\$329	20%	\$263						\$12	\$8	\$7						<u> </u>
	135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196						\$9	\$6	\$5						
	A4MEWY2	Banner Guide	\$931	20%	\$745						\$35	\$23	\$19						
	A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567						\$73	\$49	\$40						
	AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234						\$58	\$38	\$32						<u> </u>
	AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469						\$69	\$46	\$38						<u> </u>
	AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804						\$38	\$25	\$21						<b>↓</b>
	AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049						\$49	\$33	\$27						<b>↓</b>
	45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796						\$37	\$25	\$21						<b>↓</b>
	4511113614	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880						\$41	\$27	\$23						<b>├</b>
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796						\$37	\$25	\$21						<b>↓</b>
	45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325						\$202	\$135	\$111	\$94					<b>↓</b>
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120						\$52	\$35	\$29						<b>↓</b>
	4520671215	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000						\$94	\$62	\$52						<b>├</b>
	4520671916	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400						\$112	\$75	\$62						<b>├</b>
	ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326						\$156	\$104	\$86						<u> </u>
	ACDFWY117	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501						\$23	\$16	\$13						<u> </u>
	ACDHWY1	VI-516 Video Interface Kit	\$326 <b>\$19,480</b>	20% <b>50%</b>	\$261 <b>\$9,740</b>			-			\$12 <b>\$456</b>	\$8 <b>\$304</b>	\$7 <b>\$251</b>						<u> </u>
	AA2J011X001	BIZHUB C360i plus DF-714	\$19,480 \$104		\$9,740 \$83			-		-	\$456 \$4	\$304 \$3	\$251			-			<del> </del>
	A3PMWY1 4614511	ORIGINAL COVER Spare TX Marker Stamp 2	\$104	20%	\$83 \$24			-		-	\$4 \$1	\$3 \$1	\$2 \$1			-			<del> </del>
	4614511 A883012	, ,	\$30 \$1,177	20%	\$24 \$942			-		-	\$44	\$29	\$24			-			<del> </del>
	A884W111	Fax Kit supports 1st & 2nd fax line - no mount kit required Fax Kit (Supports 3rd & 4th fax line)	\$1,177	20%	\$942 \$941			-		-	\$44 \$44	\$29 \$29	\$24 \$24			-			<del> </del>
	A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$1,176	20%	\$106						\$ <del>44</del>	\$3	\$24 \$3						<del>                                     </del>
	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$100						\$5 \$5	\$3	\$3						<del>                                     </del>
	A0X9WY1	Biometric Authentication Unit	\$1.042	20%	\$834			1			\$39	\$26	\$21						-
,	5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319			-			\$15	\$10	\$8						<del> </del>
	A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%	\$628			-			\$29	\$20	\$16						<del> </del>
	A0PD1194	I-Option Bar Code Font	\$821	20%	\$657					-	\$31	\$20	\$17						<del> </del>
	AOPD1154	i-Option License Kit (Unicode Font)	\$690	20%	\$552					-	\$26	\$17	\$14						<b>†</b>
	A0PD11G6	i-Option OCR Font	\$191	20%	\$153						\$7	\$5	\$4						
	AOPD11K7	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200					t	\$9	\$6	\$5			1			<del>                                     </del>
	AOPD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534						\$25	\$17	\$14						
	AOPDAA1	Bitdefender Virus Scan	\$395	20%	\$316						\$15	\$10	\$8						
	G844100LCMUS2	External Keyboard	\$223	20%	\$178						\$8	\$6	\$5						
	A0W4WY3	Working Table	\$124		\$99						\$5	\$3	\$3						
	A5C1192100	Stylus for INFO-Palette Series	\$33		\$26						\$1	\$1	\$1						
	A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66		\$53					İ	\$2	\$2	<u> </u>						
	A4NRWY2	Keyboard Holder	\$136	20%	\$109						\$5	\$3	\$3						
	A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246						\$11	\$8	\$6	\$5					
	A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176						\$8	\$5	\$5	\$4					
	AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263						\$12	\$8	\$7						
	ACCJWY1	10-Key Pad	\$139	20%	\$111						\$5	\$3	\$3	\$2					

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: MAINTANANCE AND SUPPLIES INCLUDED (less paper) **Konica Minolta** NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month 48 Month 24 Month 36 Month 48 Month Base PSA Month Month Consumables Monthly Maintenanc MFG # or Vendor Multifunction Device (MFD) Item Description Discount % Lease Lease Lease Lease Lease Lease Allowance Overage Rate Lease Lease MSRP Purchase Rental Rental (Cost Per Supplies abor, Service Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP greemen Price Copy) Components, Add-ons and Accessories Per Month Rate Rate Rate Rate Rate Rate Rate Rate Yes or No ACDJWY1 1 TB Solid State Drive \$93 20% \$747 \$35 \$23 \$19 \$16 ACDKWY1 Security Kit \$1,348 20% \$1.078 \$50 \$34 \$28 \$23 \$286 ACDMWY1 Wireless Upgrade Kit 20% \$229 \$11 \$7 \$6 \$5 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive \$640 \$30 EVS12015 \$800 20% \$20 \$16 \$14 \$289 20% \$231 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$11 \$7 \$6 \$5 Inner Finisher (50 Sheets) A2YUWY3 \$1,709 20% \$1,367 \$64 \$43 \$35 \$30 A2YVWY2 Job Separator \$550 20% \$440 \$21 \$14 \$11 \$10 A3ETW11 2/3 Hole Punch Unit (FS-534 or FS-536) \$645 20% \$516 \$24 \$16 \$13 \$11 A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 20% \$516 \$24 \$16 \$13 \$11 A87GWY3 Finisher (50-sheet floor staple finisher) \$1,815 20% \$1,452 \$68 \$45 \$37 \$32 A87GWYE with SD-511 Finisher (Floor finisher Saddle Stitcher) \$3,40 20% \$2,724 \$127 \$85 \$70 \$59 \$231 20% \$185 \$5 \$4 A87JWY2 Relay Unit \$9 EH91539 Convenience Stapler \$329 20% \$263 \$12 \$8 \$7 \$6 135700 Enhanced Copy Desk (Storage only) \$245 20% \$196 \$9 \$5 \$4 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 \$1.567 \$73 \$49 \$34 A87VW1212 Large Capacity Unit \$1.959 20% \$40 \$38 \$1,543 20% \$58 \$32 \$27 AAV5019 Paper Feed Cabinet \$1,234 \$1,836 20% \$46 \$38 \$32 AAV5016 Paper Feed Cabinet \$1,469 \$69 \$38 \$25 \$1,005 20% \$804 \$21 \$17 AAV5WY7 Paper Feed Cabinet \$1.049 \$1,31 20% \$49 \$33 \$27 \$23 AAV5WY8 Paper Feed Cabinet 20% \$37 \$25 45111094 EFI AutoTrap Graphic Arts Feature \$995 \$796 \$21 \$17 4511113613 FIFRY COMPOSE S/W LICENSE \$1,100 20% \$880 \$41 \$27 \$23 \$19 45111142 EFI HOT FOLDERS & VIRTUAL S/W LICENSE \$995 20% \$796 \$37 \$25 \$21 \$17 45111156 EFI IC-418 Productivity Package \$5,406 20% \$4,325 \$202 \$135 \$111 \$94 45202146 kit, option, ES-3000, Hardware ONLY \$1,400 20% \$1,120 \$52 \$35 \$29 \$24 \$2,500 20% \$94 \$43 4520671214 FIERY IMPOSE WITHOUT ACRBT-PTSTP \$2,000 \$62 \$52 \$3,000 20% \$52 4520671915 FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP \$2,400 \$112 \$75 \$62 ACDEWY1 IC-420 Image Controller \$4,158 20% \$3,326 \$156 \$104 \$86 \$72 ACDFWY116 UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit \$626 20% \$501 \$23 \$16 \$13 \$11 ACDHWY1 VI-516 Video Interface Kit \$326 20% \$261 \$12 \$7 \$6 AA7R011 BIZHUB C450i \$29,718 50% \$14,859 \$695 \$463 \$383 \$322 4614506 Fax Stamp Unit \$53 20% \$42 \$1 \$1 \$2 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 \$1 \$1,177 20% \$942 \$44 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$29 \$24 \$20 A884W111 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 Fax Mount Kit (Mount kit for FK-515 only) \$106 A886WY12 \$132 20% \$5 \$3 \$2 \$130 20% \$104 7640013468 AU-204H Mag Stripe Card Reader \$5 \$3 \$2 \$3 Biometric Authentication Unit \$1,042 20% \$834 \$39 \$26 \$21 \$18 A0X9WY1 \$399 20% \$319 R5427011136466GEN AU-205H Gen2 Multi Card Reader with HID Mobile Support \$15 \$10 \$8 \$7 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$6 \$5 \$4 \$9 AOPDO1K3 A0PD1174 \$785 20% \$628 \$29 \$20 \$16 \$14 i-Option License Kit (Voice Guidance) A0PD1195 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 A0PD11F6 \$690 20% \$552 \$26 \$17 \$14 \$12 i-Option License Kit (Unicode Font) \$191 20% \$153 A0PD11G7 i-Option OCR Font \$7 \$4 \$3 \$668 20% \$534 AOPD11U8 i-Option License Kit (File Conversion) \$25 \$17 \$14 \$12 \$395 20% \$316 A0PDAA1 Bitdefender Virus Scan \$15 \$10 \$8 \$7 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$1 A4NMWY19 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$53 \$2 \$1 \$1 A4NRWY2 Keyboard Holder \$136 20% \$109 \$2

#### Purchasing Solutions Alliance Form No. 2 - Cost Proposal 22-204 Multifunction Devices Related Products

RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions
-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and

optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:	ſ	UBEO LLC																	
	•	Konica Minolta	!			MAINTANA	NCE AND SUPPLIES	NCLUDED (less	paper)	NO MAINTE	NANCE OR	SUPPLIES INC	CLUDED		Monthly Fees				
	or Vendor duct #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate Agreem Rate	Lease ent Agreement	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service Support	Maintenanc , (Cost Per Copy)
A87D	DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246						\$11	\$8	\$6	\$ \$5	5				
A88A	AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176						\$8	\$5	\$5	\$4	ļ				
ACC	CJWY1	10-Key Pad	\$139		\$111						\$5		\$3						
	DJWY1	1 TB Solid State Drive	\$934		\$747						\$35	\$23	\$19	7					
	DKWY1	Security Kit	\$1,348		\$1,078						\$50		\$28						
	MWY1 B3NTKM	Wireless Upgrade Kit ESP POWER FILTER 120V/15A	\$286 \$208		\$229 \$166						\$11 \$8	\$7 \$5	\$6 \$4						
		ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive			•								<u> </u>						
	512015	Analytics	\$800		\$640						\$30	\$20	\$16						
	OOLCMUS2	External Keyboard	\$223		\$178						\$8								
	S15DKM /UWY3	ESP DIAGNOSTIC POWER FILTER 120V/15A Inner Finisher (50 Sheets)	\$289 \$1.709	20%	\$231 \$1,367						\$11 \$64	\$7 \$43	\$6 \$35	7.7		1			
	UW12	2/3 Hole Punch Unit (FS-533)	\$645		\$516			+			\$24		\$13			1			
	7JWY2	Relay Unit	\$231	20%	\$185						\$9		\$15			1			
	R4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540						\$72	\$48	\$40						
AAR	R4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812						\$132	\$88	\$72	\$61					
AC2	28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516						\$24	\$16	\$13	\$11					
ACV	V0WY1	Output Tray	\$123	20%	\$98						\$5	\$3	\$3	\$2	2				
ACV	V2WY1	JS-508 Job Separator	\$550	20%	\$440						\$21	\$14	\$11	\$10	)				
	V5WY1	MK-607 mount kit for FS-533	\$77		\$62						\$3		\$2						
	91539	Convenience Stapler	\$329		\$263						\$12								
	35700	Enhanced Copy Desk (Storage only)	\$245		\$196						\$9	7.	\$5						
	VEWY2	Banner Guide	\$931 \$1.959	20%	\$745 \$1.567						\$35 \$73		\$19						
	/W1212 EFW12	Large Capacity Unit	\$1,959 \$3.673	20%	\$1,567						\$137	\$49 \$92	\$40 \$76						
	V5019	Large Capacity Unit Paper Feed Cabinet	\$3,673 \$1,543		\$2,938						\$137 \$58	\$92	\$70						
	V5015 V5016	Paper Feed Cabinet	\$1,836		\$1,469						\$69	\$46	\$38						
	/5WY7	Paper Feed Cabinet	\$1,005		\$804						\$38	\$25	\$21						
	/5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049						\$49		\$27						
	11094	EFI AutoTrap Graphic Arts Feature	\$995		\$796						\$37	\$25	\$21						
45111	113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880						\$41	\$27	\$23	\$19					
4511	11142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995		\$796						\$37	\$25	\$21						
	11156	EFI IC-418 Productivity Package	\$5,406		\$4,325						\$202	\$135	\$111	\$94					
	202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120						\$52	\$35	\$29						
	0671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000						\$94		\$52						
	0671915 DEWY1	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP IC-420 Image Controller	\$3,000 \$4.158	20%	\$2,400 \$3.326						\$112 \$156	\$75 \$104	\$62 \$86				-		1
	FWY116	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$5,320 \$501						\$23	\$104	\$13						1
	DHWY1	VI-516 Video Interface Kit	\$326	20%	\$261						\$23 \$12	\$10	\$13 \$7						
	7P011	BIZHUB C550i	\$36,002		\$18,001						\$842	7.7	\$464						
	14506	Fax Stamp Unit	\$53		\$42				<u> </u>	<u> </u>	\$2	\$1	\$1			1	1		<u> </u>
	14511	Spare TX Marker Stamp 2	\$30		\$24				1	1	\$1	\$1	\$1			1			1
	83012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942						\$44		\$24	\$20	)				
A884	4W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941						\$44		\$24						
	6WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132		\$106						\$5		\$3						
	0013468	AU-204H Mag Stripe Card Reader	\$130		\$104						\$5		\$3						
	K9WY1	Biometric Authentication Unit	\$1,042	20%	\$834						\$39	\$26	\$21						
	136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399		\$319			_	<u> </u>	<u> </u>	\$15	\$10	\$8			1	1		<u> </u>
	PD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200		<del>                                     </del>	_	<b> </b>	<b> </b>	\$9		\$5			1	1		1
	PD1174	i-Option License Kit (Voice Guidance)	\$785 \$821	20%	\$628 \$657			_	-	-	\$29 \$31	\$20 \$20	\$16			1	1		
AOPL	D1195	I-Option Bar Code Font	\$821	20%	\$657	l			L	L	\$31	\$20	\$17	\$14	'	L	L	L	<u> </u>

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and

\$326

\$53

\$30

\$37.084

\$1.17

\$1,176

20%

50%

20%

20%

20%

20%

\$261

\$42

\$24

\$942

\$941

\$18.542

VI-516 Video Interface Kit

Spare TX Marker Stamp 2

Fax Kit (Supports 3rd & 4th fax line)

Fax Kit supports 1st & 2nd fax line - no mount kit required

BIZHUB C650i

Fax Stamp Unit

ACDHWY1

AA7N011

4614506

4614511

A883012

A884W111

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions" Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 60 Month Base PSA Monthly Month Consumables Maintenance MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease Allowance MSRP Purchase Rental Rental Labor, Service. (Cost Per Supplies Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Per Page Price Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate AOPD11F6 i-Option License Kit (Unicode Font) \$690 20% \$552 \$26 \$17 \$14 \$12 A0PD11G7 i-Option OCR Font \$191 20% \$153 \$7 \$4 \$3 \$668 \$534 A0PD11U8 i-Option License Kit (File Conversion) 20% \$25 \$17 \$14 \$12 \$395 20% \$316 \$15 \$10 A0PDAA1 Bitdefender Virus Scan \$8 \$7 \$124 20% \$99 \$5 \$3 \$3 \$2 A0W4WY3 Working Table Stylus for INFO-Palette Series \$33 \$26 \$1 A5C1192100 20% \$1 \$1 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$2 A4NMWY19 \$53 \$2 \$1 \$1 A4NRWY2 \$136 20% \$109 \$5 \$3 \$3 \$2 Keyboard Holder A87DWY210 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 A88AWY211 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$4 \$5 \$139 20% \$111 \$5 \$2 ACCJWY1 10-Kev Pad \$3 \$3 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$16 \$19 \$1,348 20% \$1,078 \$50 \$34 \$28 \$23 ACDKWY1 Security Kit ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$6 \$5 D5133NTKM ESP POWER FILTER 120V/15A \$208 20% \$166 \$8 \$4 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics \$800 20% \$640 \$30 \$20 \$16 \$14 \$223 G844100LCMUS2 External Keyboard 20% \$178 \$8 \$6 \$5 \$4 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$6 \$5 \$7 20% Inner Finisher (50 Sheets) \$1,709 \$1,367 \$64 \$43 \$35 \$30 A2YUWY3 \$645 20% \$24 \$16 A3FIJW12 2/3 Hole Punch Unit (FS-533) \$516 \$13 \$11 A87JWY2 Relay Unit \$23 20% \$185 \$9 \$5 \$4 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1,925 20% \$1.540 \$72 \$48 \$40 \$33 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3.515 20% \$2.812 \$132 \$88 \$72 \$61 AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 ACV0WY1 Output Tray \$123 20% \$98 \$5 \$3 \$2 \$550 20% \$21 ACV2WY1 JS-508 Job Separator \$440 \$14 \$11 \$10 MK-607 mount kit for FS-533 \$77 20% \$62 \$3 \$1 ACW5WY1 \$2 EH91539 Convenience Stapler \$329 20% \$263 \$12 \$7 \$6 \$245 20% \$196 \$5 \$4 135700 Enhanced Copy Desk (Storage only) \$9 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A87VW1212 Large Capacity Unit \$1.959 20% \$1.567 \$73 \$49 \$40 \$34 A9EFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 AAV5019 Paper Feed Cabinet \$1,543 20% \$1,234 \$58 \$38 \$32 \$27 AAV5016 Paper Feed Cabinet \$1.836 20% \$1,469 \$69 \$46 \$38 \$32 AAV5WY7 Paper Feed Cabinet \$1,005 20% \$804 \$38 \$25 \$21 \$17 20% \$1,049 \$49 AAV5WY8 Paper Feed Cabinet \$1,31 \$33 \$27 \$23 \$995 20% \$796 \$37 45111094 EFI AutoTrap Graphic Arts Feature \$25 \$21 \$17 FIERY COMPOSE S/W LICENSE 20% \$880 4511113613 \$1,100 \$41 \$27 \$23 \$19 45111142 EFI HOT FOLDERS & VIRTUAL S/W LICENSE \$995 20% \$796 \$37 \$25 \$21 \$17 EFI IC-418 Productivity Package 45111156 \$5,406 20% \$4,325 \$202 \$111 \$94 \$13 20% \$24 45202146 kit, option, ES-3000, Hardware ONLY \$1,400 \$1,120 \$52 \$35 \$29 4520671214 FIERY IMPOSE WITHOUT ACRBT-PTSTP \$2,500 20% \$2,000 \$94 \$62 \$52 \$43 4520671915 FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP \$3,000 20% \$2,400 \$112 \$75 \$62 \$52 ACDEWY1 IC-420 Image Controller \$4,158 20% \$3,326 \$156 \$104 \$86 \$72

\$12

\$867

\$1

\$44

\$44

\$578

\$29

\$29

\$6

\$1

\$1

\$20

\$20

\$402

\$7

\$1

\$24

\$24

\$478

Name of (	Offeror:	UBEO LLC																		
	!	Konica Minolta				MAINTANAI	NCE AND SU	IPPLIES INCL	UDED (less p	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	CLUDED		Monthly Fees				1
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132		\$106							\$5		\$3						
	7640013468	AU-204H Mag Stripe Card Reader	\$130		\$104							\$5								<u></u>
	A0X9WY1	Biometric Authentication Unit	\$1,042		\$834							\$39	\$26	\$21						
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399		\$319							\$15								<b></b>
	AOPDO1K3	i-Option License Kit (ThinPrint Client Support)	\$250		\$200							\$9	7.7							<del>                                     </del>
	A0PD1174	i-Option License Kit (Voice Guidance)	\$785		\$628							\$29					1			<b>├</b>
	A0PD1195	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17			1			<del>                                     </del>
	A0PD11F6 A0PD11G7	i-Option License Kit (Unicode Font) i-Option OCR Font	\$690 \$191	20% 20%	\$552 \$153							\$26 \$7		\$14 \$4			+			<del>                                     </del>
	AOPD11U7 AOPD11U8	i-Option Ock Font i-Option License Kit (File Conversion)	\$668		\$534							\$25		\$14			1			<del>                                     </del>
	AOPDI108 AOPDAA1	Bitdefender Virus Scan	\$395		\$316							\$15	\$17	\$12			1			<del>                                     </del>
	A0W4WY3	Working Table	\$124		\$99							\$5								<u> </u>
	A5C1192100	Stylus for INFO-Palette Series	\$33		\$26							\$1		\$1						-
	A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66		\$53							\$2								
	A4NRWY2	Keyboard Holder	\$136		\$109							\$5								
	A87DWY210	,	\$307		\$246							\$11	\$8	\$6						
	A87DWY210 A88AWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support USB Host Board (Local Interface Kit)	\$307		\$246 \$176							\$11								<del> </del>
	ACCJWY1	10-Key Pad	\$139		\$170							\$5								
	ACDJWY1	1 TB Solid State Drive	\$934		\$747							\$35								t
	ACDKWY1	Security Kit	\$1.348		\$1.078							\$50		\$28			-			<b>—</b>
	ACDMWY1	Wireless Upgrade Kit	\$286		\$229							\$11	\$7	\$6			-			
	D5133NTKM	ESP POWER FILTER 120V/15A	\$208		\$166							\$8								
		ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive	7-11		*****							1	**	•	*					
	EVS12015	Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14	ļ.				I
	G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7							
	A87JWY2	Relay Unit	\$231	20%	\$185							\$9	7.7							
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925		\$1,540							\$72								
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88							
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645		\$516							\$24								
	ACV0WY1	Output Tray	\$123	20%	\$98							\$5								
	EH91539	Convenience Stapler	\$329		\$263							\$12					1			<del></del>
	135700	Enhanced Copy Desk (Storage only)	\$245		\$196							\$9								<del></del>
	A4MEWY2 A87VW1212	Banner Guide  Large Capacity Unit	\$931 \$1,959	20%	\$745 \$1,567			-				\$35 \$73	\$23 \$49	\$19 \$40			+			<del>                                     </del>
	A9EFW12	Large Capacity Unit  Large Capacity Unit	\$1,959	20%	\$1,567			-				\$137	\$49 \$92	\$76			1			<b>—</b>
	A9EFW12 AAV5019	Paper Feed Cabinet	\$1,543		\$1,234			1				\$58	\$38	\$32			+			<del>                                     </del>
	AAV5015	Paper Feed Cabinet	\$1,836		\$1,469							\$69	\$46	\$38						
	AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21						
	AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49		\$27						
	45111094	EFI AutoTrap Graphic Arts Feature	\$995		\$796							\$37	\$25	\$21						
	4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19	)				
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995		\$796							\$37	\$25	\$21						
	45111156	EFI IC-418 Productivity Package	\$5,406		\$4,325							\$202	\$135	\$111					·	
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400		\$1,120							\$52	\$35	\$29					·	
	4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94		\$52						
	4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400			ļ				\$112	\$75	\$62			1			
	ACDEWY1	IC-420 Image Controller	\$4,158		\$3,326							\$156		\$86			1			
	ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7			1			<del></del>
	ACKN0111	BIZHUB C750i	\$43,584		\$21,792			ļ				\$1,019	\$679	\$561			1			<del></del>
	4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1					

Name of C	fferor:	UBEO LLC	1																
	•	Konica Minolta				MAINTANAN	ICE AND SUPPLIES IN	CLUDED (less	paper)	NO MAINTE	NANCE OR S	UPPLIES INC	UDED		Monthly Fees				1
	MFG # or Vendor	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description	MSRP	Discount %	PSA Purchase	Month to Month Rental	24 Month 36 Month Lease Lease	48 Month Lease	60 Month Lease	Month to Month Rental	24 Month Lease	36 Month Lease	48 Month Lease	60 Month Lease	Base Allowance	Overage Rate	Monthly Consumables / Supplies	Monthly Labor, Service,	Maintenance (Cost Per
	Product #	(Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories		From MSRP	Price	Agreement Rate	Agreement Agreeme	nt Agreement Rate	Agreement Rate	Agreement Rate	Agreement Rate	Agreement A Rate	greement Rate	Agreement Rate	Impressions Per Month	Per Page	Included "Yes or No"	Support	Copy)
	4614511	Spare TX Marker Stamp 2	\$30	20%	\$24						\$1	\$1	\$1	\$1					
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177		\$942						\$44	\$29	\$24						
	A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941						\$44	\$29	\$24						
	A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132		\$106						\$5	\$3	\$3						
	7640013468	AU-204H Mag Stripe Card Reader	\$130		\$104						\$5	\$3	\$3						
	A0X9WY1	Biometric Authentication Unit	\$1,042		\$834						\$39	\$26	\$21						
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399		\$319						\$15	\$10	\$8						
	A0PD01K4	i-Option License Kit (ThinPrint Client Support)	\$250		\$200						\$9	\$6	\$5						
	A0PD1175	i-Option License Kit (Voice Guidance)	\$785		\$628						\$29	\$20	\$16						
	A0PD1196	I-Option Bar Code Font	\$821		\$657						\$31	\$20	\$17						
	AOPD11F7	i-Option License Kit (Unicode Font)	\$690		\$552						\$26	\$17	\$14						
	AOPD11G8	i-Option OCR Font	\$191		\$153			-			\$7	\$5	\$4						
	AOPD11U9	i-Option License Kit (File Conversion)	\$668		\$534						\$25	\$17	\$14						
	A0PDAA1	Bitdefender Virus Scan	\$395		\$316						\$15	\$10	\$8						
	A0W4WY3	Working Table	\$124		\$99						\$5	\$3	\$3						
	A5C1192100	Stylus for INFO-Palette Series	\$33 \$66		\$26						\$1	\$1	\$1						
	A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66 \$136		\$53						\$2	\$2	\$1						
	A4NRWY2	Keyboard Holder	\$136	20%	\$109						\$5	\$3	\$3	\$2					
	407DW0/244	LICE LIGHT Broad (Long Links of the Mitch Blood of the Drive in Comment	\$307	20%	\$246						\$11	¢0	\$6	\$5					
	A87DWY211 A88AWY212	USB Host Board (Local Interface Kit) with Bluetooth Printing Support USB Host Board (Local Interface Kit)	\$307		\$246 \$176		-				\$11	\$8 \$5	\$5		1				
	ACCJWY1	10-Kev Pad	\$139		\$176		-				\$5	\$3	\$3 \$3						
	ACCJWY1 ACDJWY1	1 TB Solid State Drive	\$934		\$747						\$35	\$23	აგა \$19						
	ACDKWY1	Security Kit	\$1.348		\$1.078						\$50	\$34	\$28						
	ACDKW11 ACDMWY1	Wireless Upgrade Kit	\$286		\$229						\$11	\$7	\$6						
	EVS12020	Comprehensive Monitoring & Predictive Analytics	\$825		\$660						\$31	\$21	\$17						
	G844100LCMUS2	External Keyboard	\$223		\$178						\$8	\$6	\$5						
	XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322		\$258						\$12	\$8	\$7						
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925		\$1,540						\$72	\$48	\$40						
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3.515		\$2,812						\$132	\$88	\$72						
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645		\$516						\$24	\$16	\$13						
	ACU6WY1	RU-519 Relay Unit (for FS-539/FS-539SD/FS-540/FS-540SD)	\$325		\$260						\$12	\$8	\$7	· · · · · ·					
	ACWAWY1	OT-514 Output Tray	\$325		\$260						\$12	\$8	\$7						
	ACWCWY1	WT-519 Upright Working Table	\$2,750		\$2,200						\$103	\$69	\$57	\$48					
	EH91539	Convenience Stapler	\$329	20%	\$263						\$12	\$8	\$7	\$6					
	A4MEWY2	Banner Guide	\$931		\$745						\$35	\$23	\$19						
	A8H6W12	Large Capacity Unit	\$1,947	20%	\$1,558						\$73	\$49	\$40	\$34					
	A8H7W12	Large Capacity Unit	\$3,663	20%	\$2,930						\$137	\$91	\$75	\$64					
	45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796						\$37	\$25	\$21						
	4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880						\$41	\$27	\$23	\$19					
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796						\$37	\$25	\$21	\$17	1				
	45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325						\$202	\$135	\$111	\$94					
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120						\$52	\$35	\$29	\$24					
	4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000						\$94	\$62	\$52	\$43					
	4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000		\$2,400						\$112	\$75	\$62				· · · · · · · · · · · · · · · · · · ·		
	ACDEWY1	IC-420 Image Controller	\$4,158		\$3,326						\$156	\$104	\$86						
	ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261						\$12	\$8	\$7	\$6					

feror:	UBEO LLC Kyocera					MAINTANANO	CE AND SUPP	LIES INCLUD	ED (less paper	·)	NO MAINTEN	ANCE OR SUP	PLIES INCLU	DED		Monthly Fees			1
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description, Optional Components, Add- ons and Accessories	Description	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Monthly Labor Supplies Service, Included "Yes Support or No"	, Maintenand (Cost Per Copy)
						*SEE NOTE 1	UBEO LI	C SERVICE RAT	ES ARE VOLUM	E BASED	*SEE NOTE 1					UBE	O LLC SERVICE RAT	ES ARE VOLUME BASED	
							SEE M	IAINTENANCE S	ECTION FOR DI	ETAILS						SE	E MAINTENANCE S	ECTION FOR DETAILS	
1102WH2US0	TASKalfa 408ci	52 PPM A4 Color MFP	\$9,135		\$3,654							\$171	\$114	\$94	\$79				
1203PS7US0	PF-5120	500 Sheet Paper Tray - Legal	\$491		\$295							\$14	\$9	\$8	\$6				
1203PZ7US0	PF-5130	Dual 500 Sheet Paper Trays - Legal <1>	\$1,396	40%	\$838							\$39	\$26	\$22	\$18				
1203PT7US0	PF-5140	2,000 Sheet Paper Tray - Letter <1>	\$1,496	40%	\$898							\$42	\$28	\$23	\$19				
1203R36US0	DP-5100	75 Sheet RADP for 508ci/408ci/358ci	\$1,537	40%	\$922							\$43	\$29	\$24	\$20				
1203SK6US0	DP-5120	100 Sheet DSDP for 508ci/408ci/358ci	\$1,951	40%	\$1,171							\$55	\$36	\$30	\$25				
1203T26US0	DP-5130	270 Sheet DSDP for 508ci/408ci/358ci	\$2,857	40%	\$1,714							\$80	\$53	\$44	\$37				
1203PX2US0	DF-5100	300 Sheet Internal Finisher	\$1,060	40%	\$636	5						\$30	\$20	\$16	\$14				
1203PV2US0	DF-5110	1,000 Sheet Finisher for 508ci/408ci/358ci <2	\$1,670	40%	\$1,002	2						\$47	\$31	\$26	\$22				
1203PW2US0	DF-5120	3,200 Sheet Finisher for 508ci/408ci/358ci <2	\$2,710	40%	\$1,626	6						\$76	\$51	\$42	\$35				
1203R12US0	PH-5100	Punch Unit for DF-5110	\$727	40%	\$436							\$20	\$14	\$11	\$9				
1203R00US0	MT-5100	5 Bin Mailbox	\$1,084	40%	\$650	)						\$30	\$20	\$17	\$14				
1203R50UN0	JS-5100	Job Separator	\$224	40%	\$134							\$6	\$4	\$3	\$3				
1703PY0UN0	AK-5100	Attachment Kit for DF-5110 / DF-5120 / MT-5	\$282	40%	\$169							\$8	\$5	\$4	\$4				
1503R22US1	Fax System 10 (X)	Fax Kit for 508ci/408ci/358ci	\$1,252	40%	\$751							\$35	\$23	\$19	\$16				
1102WD2US0	ECOSYS P3260dn	62 PPM A4 B&W Printer <1>	\$2,848	40%	\$1,709							\$80	\$53	\$44	\$37				
1102TR2US0	ECOSYS P3155dn	57 PPM A4 B&W Printer <2>	\$1,917	40%	\$1,150							\$54	\$36	\$30	\$25				
1102TS2US0	ECOSYS P3150dn	52 PPM A4 B&W Printer <3>	\$1,659	40%	\$995							\$47	\$31	\$26	\$22				
1102TT2US0	ECOSYS P3145dn	47 PPM A4 B&W Printer <4>	\$1,464	40%	\$878							\$41	\$27	\$23	\$19				
1203SA0KL1	PF-3110	500 Sheet Paper Tray - Legal <1>	\$271	30%	\$190							\$9	\$6	\$5	\$4				
1203S30KL0	PF-3100	2,000 Sheet Large Capacity Paper Tray - Lega	\$938	30%	\$657							\$31	\$20	\$17	\$14				
1203N70UN0	PT-320	250 Sheet Face-Up Rear Output Tray <1>	\$72	30%	\$50							\$2	\$2	\$1	\$1				
855D200655	Stand	Copier Cabinet Stand	\$582	30%	\$407							\$19	\$13	\$10	\$9				
1903N10UN0	PB-325	Base Unit for PF-3100	\$386	30%	\$270							\$13	\$8	\$7	\$6				
1903T50UN0	CA-3100	Caster Kit	\$256	30%	\$179	)						\$8	\$6	\$5	\$4				

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/8&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or

additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:

UBEO LLC

•	Lexmark	-"			MAINTANA	NCE AND SUPPLIES INC	UDED (less p	paper)	NO MAINTE	NANCE OR S	SUPPLIES IN	ICLUDED		Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate  Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	, Maintenance (Cost Per Copy)
					*SEE NOTE 1	UBEO LLC SERVICE RAT	TES ARE VOLUI	ME BASED	*SEE NOTE 1					UBE	O LLC SERVICE RAT	ES ARE VOLUME B	ASED	
						SEE MAINTENANCE	SECTION FOR I	DETAILS						SE	EE MAINTENANCE S	SECTION FOR DETA	ILS	
	M1342 Monochrome Single Function Personal Printer	\$1,118	35%	\$727						\$34			\$16					
29S0600	550-Sheet Tray	\$192	13%	\$167						\$8			\$4					<u> </u>
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19						\$1			\$1					<b></b>
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2			\$1					<del> </del>
3073173 35S8502	Swivel Cabinet Adjustable Printer Stand	\$284 \$419	13% 13%	\$246 \$362						\$12 \$17			\$5 \$8					<u> </u>
	M1246 Monochrome Single Function Desktop Printer	\$1,021	35%	\$663						\$31			\$14					<del>                                     </del>
36S2910	250-Sheet Tray	\$1,021	13%	\$157						\$7			\$3					+
36S3110	550-Sheet Tray	\$276	13%	\$241						\$11			\$5					1
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302						\$14								1
57X9801	256MB User Flash Memory	\$83	14%	\$71						\$3			\$2					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57						\$3			\$1					1
40C9200	Forms and Bar Code Card	\$473	13%	\$410						\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621						\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215						\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272						\$13								
57X9812	Simplified Chinese Font Card	\$315	13%	\$272						\$13			\$6					
57X9814	Korean Font Card	\$315	13%	\$272						\$13			\$6					
57X9815	Japanese Font Card	\$315	13%	\$272						\$13			\$6					
SPD0001	Surge Protective Device 110-120V	\$40		\$40						\$2			\$1					<u> </u>
3073173 35S8502	Swivel Cabinet	\$284 \$419	13% 13%	\$246 \$362						\$12 \$17			\$5 \$8					
	Adjustable Printer Stand M3250 Monochrome Single Function Printer	\$1,559	34%	\$1,030						\$17 \$48			\$22					<del>                                     </del>
36S2910	250-Sheet Tray	\$1,339	13%	\$1,030						\$7								-
36S3110	550-Sheet Tray	\$276	13%	\$241						\$11	\$8		\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302						\$14			\$7					1
27X0500	500GB Hard Disk Drive (USB)	\$663	25%	\$494						\$23			\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71						\$3			\$2					İ
40C9200	Forms and Bar Code Card	\$473	13%	\$410						\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621						\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215						\$10			\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272						\$13			\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272						\$13								<b></b>
57X9814	Korean Font Card	\$315	13%	\$272						\$13			\$6					<b></b>
57X9815	Japanese Font Card	\$315	13%	\$272			ļ	1		\$13			\$6		<b> </b>			<del> </del>
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140 \$96						\$7								<u> </u>
27X0901 27X6410	Parallel 1284-B Interface Card  Marknet N8372 (Front Wifi- FSM)	\$111 \$69	13% 16%	\$96 \$57						\$4 \$3			\$2 \$1					-
57X0301	Contactless Authentication Device	\$69 \$234	33%	\$57 \$156			-			\$3 \$7								<del> </del>
SPD0001	Surge Protective Device 110-120V	\$234 \$40	0%	\$150			<b>+</b>	1		\$7 \$2			\$3 \$1		1			<del>                                     </del>
3073173	Swivel Cabinet	\$284	13%	\$246			<del>                                     </del>	<b> </b>		\$12			\$5		<b>†</b>			+
3558502	Adjustable Printer Stand	\$419	13%	\$362						\$17			\$8					
	M5255 - Monochrome Single Function Printer	\$2,286	35%	\$1,486						\$70								
50G0800	250-Sheet Tray	\$276	22%	\$215						\$10			\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84						\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258						\$12			\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307						\$14			\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106						\$5			\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323						\$15			\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538						\$25	\$17	\$14	\$12					<u></u>

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC

Name of Offeror:

L	Lexmark	4			MAINTANA	NCE AND SU	PPLIES INCL	UDED (less p	paper)	NO MAINTE	ENANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				1
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables Supplies Included "Yes or No"	Monthly Labor, Service, Support	, Maintena (Cost P Copy)
50G0850	Staple Finisher	\$414	1 22%	\$323							\$15	\$10	\$8	\$7	7				
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7	7				
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15	5				
50G0851	MS7/MS8 Output Expander	\$207	22%	\$161							\$8	\$5	\$4	\$3	3				
50G0853	MS7/MS8 High Capacity Output Expander	\$691	1 22%	\$542							\$25	\$17	\$14	\$12	2				
27X0500	500GB Hard Disk Drive (SATA)	\$663	3 25%	\$494							\$23	\$15	\$13	\$1	1				
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2	2				
57X0204	Memory Expansion (4GB) DDR3	\$252	2 57%	\$108							\$5	\$3	\$3	\$2	2				
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9	9				
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$10	3				
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10								
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6	6				
57X9812	Simplified Chinese Font Card	\$315		\$272							\$13								
57X9814	Korean Font Card	\$315		\$272							\$13								
57X9815	Japanese Font Card	\$315		\$272							\$13								
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2	2				
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2	2				
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12	2				
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$	1				
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$	1				1
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$	1				
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$	1				
3073173	Swivel Cabinet	\$284		\$246							\$12								1
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16								1
50G0855	Caster Base	\$484	22%	\$376							\$18								1
50G0854	Spacer	\$95	23%	\$74							\$3								1
	M5270 - Monochrome Single Function Printer	\$3,901	35%	\$2,535							\$119								1
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10								1
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4								†
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12								1
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14								+
50G0803	550-Sheet Tray Insert	\$137	7 22%	\$106							\$5								+
50G0822	550-Sheet Lockable Tray	\$414	1 22%	\$323							\$15								+
50G0822 50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25								+
50G0850	Staple Finisher	\$414	1 22%	\$323						1	\$15								+
50G0852	4-Bin Mailbox	\$414	22%	\$323		+				1	\$15					1			+-
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711		+				<del>                                     </del>	\$33					<del> </del>	1		+
50G0851	MS7/MS8 Output Expander	\$207	7 22%	\$161		+				<del>                                     </del>	\$8					<del> </del>	1		+
50G0853	MS7/MS8 Gutput Expander MS7/MS8 High Capacity Output Expander	\$691	1 22%	\$542		+				<b> </b>	\$25					<u> </u>	1		+-
27X0500	500GB Hard Disk Drive (SATA)	\$663	3 25%	\$342 \$494		1				1	\$23					1	1	1	+
57X9801	256MB User Flash Memory	\$83		\$71		+					\$3					1			+
57X0204	Memory Expansion (4GB) DDR3	\$252		\$108		+				<b> </b>	\$5					<u> </u>	1		+
40C9200	Forms and Bar Code Card	\$473	3 13%	\$410		+				<b> </b>	\$19					<u> </u>	1		+
40C9200 40C9201	IPDS Card	\$704		\$621		+				<b> </b>	\$29					<u> </u>	1		+-
40C9201 40C9202	PRESCRIBE Card	\$248		\$215		1				1	\$10					1	1	1	+
57X9810	Traditional Chinese Font Card	\$315		\$272		1				1	\$13					1	1	1	+
57X9810	Simplified Chinese Font Card	\$315		\$272		+				<del>                                     </del>	\$13					<del> </del>	1		+
57X9814	Korean Font Card	\$315		\$272		+				<b> </b>	\$13					<u> </u>	1		+
57X9815	Japanese Font Card	\$315		\$272		1				1	\$13					1	1	1	+
14F0100	RS-232C Serial Interface Card	\$315		\$272 \$86		+					\$13					1			+
14F0100 14F0000	Parallel 1284-B Interface Card	\$98	3 13%	\$86 \$86		+				<del>                                     </del>	\$4					<b> </b>	-		+
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$98	13%	\$86 \$538	<b> </b>	+				<del>                                     </del>	\$4 \$25					1	1		+
		\$621 \$69			<b> </b>	+				<del>                                     </del>	\$25 \$3					1	1		+
27X6510	Marknet N8370 (Rear Wifi)			\$57		+				1						<del> </del>	1	ļ	+
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25		1			1		\$1	\$1	\$1	\$*	1	1	1		1

instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or

additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". UBEO LLC Name of Offeror: Lexmark MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month Monthly Labo Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Overage Rate MSRP MFG # or Vendor Product # % From Rental Rental Supplies (Cost Per Service. Per Page (Note: All MFD's must be able to print, scan, copy and fax) Optional Price Impressions MSRP Agreeme ncluded "Yes Support Copy) Rate Rate Rate Components, Add-ons and Accessories Rate Rate Rate Rate Rate Per Month 1021294 2-meter USB Printer Cable \$21 13% \$19 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 3073173 Swivel Cabinet \$284 13% \$246 \$12 \$8 \$6 40C2300 Adjustable Printer Stand \$419 17% \$347 \$16 \$11 \$9 9.2 50G0855 \$484 \$18 Caster Base 22% \$376 \$12 \$10 \$8 50G0854 \$95 \$74 \$3 Spacer 23% \$2 \$1.375 \$64 36S0860 (M1246 Monochrome Desktop Multi-function Printer \$2,116 35% \$43 \$35 \$30 \$179 \$157 \$7 36S2910 250-Sheet Tray 13% \$5 36S3110 550-Sheet Tray \$276 13% \$241 \$11 \$8 \$6 \$14 550-Sheet Lockable Tray \$346 \$302 \$9 \$7 3653120 12% \$8 27X0400 500GB Hard Disk Drive SATA \$596 17% \$494 \$23 \$15 \$13 \$11 \$3 57X9801 256MB User Flash Memory \$83 14% \$71 \$2 \$2 40C9200 Forms and Barcode Card \$473 13% \$410 \$19 \$13 \$11

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or

additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Offeror:	UBEO LLC	1			=													
•	Lexmark	1			MAINTANA	NCE AND SUPPLIES	NCLUDED (less	paper)	NO MAINTE	NANCE OR	SUPPLIES II	NCLUDED		Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreemen	24 Month 36 Mo Lease Leas Agreement Agreen Rate Rat	Lease ent Agreemen	60 Month Lease t Agreement Rate	Month to Month Rental Agreement	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	Lease	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes	Monthly Labor, Service, Support	Maintena (Cost F Copy
35S8502	Adjustable Printer Stand	\$419	13%	\$362	Rate				Rate	\$17			\$8			or No"		
	XM5365 - Monochrome Multi Function Printer	\$6,297	35%	\$4,093			-			\$191			\$89					
50G0800	250-Sheet Tray	\$0,297	22%	\$ <b>4,033</b> \$215			+			\$191			\$5					
50G0800 50G0801	250-Sheet Tray Insert	\$109	23%	\$84			-	+		\$4			\$2					-
50G0801 50G0820	250-Sheet Lockable Tray	\$332	22%	\$258						\$12			\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307			-	+		\$14			\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106						\$5			\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323						\$15			\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538						\$25			\$12					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494						\$23			\$11					
57X9801	256MB User Flash Memory	\$83		\$71						\$3			\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252		\$108						\$5			\$2		İ	İ		1
40C9200	Forms and Bar Code Card	\$473	13%	\$410						\$19			\$9		İ	İ		
40C9201	IPDS Card	\$704	12%	\$621		<b>i</b>	1		1	\$29			\$13		1	1		1
40C9202	PRESCRIBE Card	\$248	13%	\$215		<b>i</b>	1		1	\$10			\$5		1	1		1
57X9810	Traditional Chinese Font Card	\$315	13%	\$272		<b>i</b>	1		1	\$13			\$6	3	1	1		1
57X9812	Simplified Chinese Font Card	\$315	13%	\$272					1	\$13			\$6		İ	İ	Ì	1
57X9814	Korean Font Card	\$315	13%	\$272						\$13			\$6	3				1
57X9815	Japanese Font Card	\$315		\$272				1		\$13			\$6					<b>†</b>
14F0100	RS-232C Serial Interface Card	\$98		\$86						\$4			\$2	2				1
14F0000	Parallel 1284-B Interface Card	\$98		\$86						\$4			\$2					<b>†</b>
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538						\$25			\$12	2				1
27X6510	Marknet N8370 (Rear Wifi)	\$69		\$57						\$3			\$1					
1021231	10-Foot Parallel Printer Cable	\$29		\$25						\$1			\$1	1				1
1021294	2-meter USB Printer Cable	\$21		\$19						\$1			\$1	1				1
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2	\$	1 \$1	\$1	ı				1
57X0300	Contact Authentication Device	\$69	13%	\$60						\$3	\$2	2 \$2	\$1	1				
3073173	Swivel Cabinet	\$284	13%	\$246						\$12	\$8	3 \$6	\$5	5				
40C2300	Adjustable Printer Stand	\$419	17%	\$347						\$16	\$1	1 \$9	\$8	3				
50G0855	Caster Base	\$484	22%	\$376						\$18	\$12	2 \$10	\$8	3				
25B1215	XM7355b - Monochrome Multi Function Printer	\$4,717	57%	\$2,028						\$95	\$63	3 \$52	\$44	ı				
25B1202	XM7355 - Monochrome Multi Function Printer	\$9,797	57%	\$4,199						\$196	\$13°	1 \$108	\$91	ſ				
25B2910	Caster base	\$449	22%	\$350						\$16	\$11	1 \$9	\$8	3				
25B2900	550-Sheet Tray	\$346	2%	\$338						\$16	\$11	1 \$9	\$7	7				
25B2950	2100-Sheet Tray	\$691	2%	\$677						\$32	\$2	1 \$17	\$15	5				
50G0850	Staple Finisher	\$414	22%	\$323						\$15	\$10	\$8	\$7	7				
25B2999	Offset Stacker	\$207	11%	\$184						\$9			\$4	1				
50G0852	4-Bin Mailbox	\$414	22%	\$323						\$15			\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711						\$33			\$15					
57X7030	Keyboard Kit (English)	\$414	9%	\$377						\$18			\$8					
57X0300	Contact	\$69		\$60				1		\$3			\$1					
57X9801	256MB User Flash Memory	\$83		\$71			_			\$3			\$2					<u> </u>
57X0204	Memory Expansion (4GB) DDR3	\$252		\$108						\$5			\$2		ļ	ļ		
40C9200	Forms and Bar Code Card	\$473	13%	\$410						\$19			\$9		ļ	ļ		
40C9201	IPDS Card	\$704	12%	\$621				1	1	\$29			\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215			_		1	\$10			\$5		ļ	ļ		<u> </u>
57X9810	Traditional Chinese Font Card	\$315	13%	\$272		<b> </b>		1	1	\$13			\$6		1	1	1	<del></del>
57X9812	Simplified Chinese Font Card	\$315	13%	\$272			_		1	\$13			\$6		ļ	ļ		—
57X9814	Korean Font Card	\$315		\$272			_		1	\$13			\$6		ļ	ļ		—
57X9815	Japanese Font Card	\$315	13%	\$272		<b> </b>		1	1	\$13			\$6		1	1	1	₩
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86	-	<u> </u>	-	+	1	\$4			\$2	4	1	1	-	<b>├</b> ──
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86	1	<del>                                     </del>	-	+	1	\$4			\$2	4	1	1	-	<b>├</b> ──
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538			-	-	1	\$25			\$12		1	1		<b>├</b>
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57						\$3	\$2	2 \$1	\$1					L

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: Lexmark MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month Monthly Labo Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Overage Rate MSRP MFG # or Vendor Product # % From Rental Rental Supplies (Cost Per Service. Per Page (Note: All MFD's must be able to print, scan, copy and fax) Optional Price Impressions MSRP Agreeme ncluded "Yes Support Copy) Rate Rate Rate Components, Add-ons and Accessories Rate Rate Rate Rate Rate Per Month 1021231 10-Foot Parallel Printer Cable \$29 12% \$25 \$1 1021294 2-meter USB Printer Cable \$21 13% \$19 \$1 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 \$1 57X0300 Contact Authentication Device \$69 13% \$60 \$3 \$2 \$2 \$1 \$98 3650940 XM3250 Monochrome Small Workgroup Multi-Function Printer \$3,228 \$2.098 \$46 35% \$65 \$54 36S2910 250-Sheet Tray \$179 13% \$157 \$7 \$5 \$241 \$11 36S3110 550-Sheet Trav \$276 13% \$8 \$6 550-Sheet Lockable Tray \$346 \$302 \$14 36S3120 12% \$9 \$15 3658010 Inline staple finisher \$346 7% \$323 \$10 \$8 500GB Hard Disk Drive SATA \$596 17% \$494 \$23 \$15 \$13 \$11 27X0400 57X9801 256MB User Flash Memory \$83 14% \$71 \$3 \$2 \$2 \$19 \$13 40C9200 Forms and Barcode Card \$473 13% \$410 \$11 40C9201 Card for IPDS \$704 12% \$621 \$29 \$19 \$16 \$13 40C9202 Card for Prescribe Emulation \$248 13% \$215 \$10 \$7 \$6 \$13 57X9810 Traditional Chinese Font Card \$315 13% \$272 \$8 \$7 \$315 \$13 57X9812 Simplified Chinese Font Card 13% \$272 \$8 \$7 \$315 \$13 57X9814 13% \$8 \$6 Korean Font Card \$272 \$7 57X9815 Japanese Font Card \$315 13% \$272 \$13 \$8 RS-232C Serial Interface Card \$160 \$140 \$7 27X0900 13% \$4 27X0901 Parallel 1284-B Interface Card \$111 13% \$96 \$4 \$3 \$2 \$40 \$40 \$1 SPD0001 Surge Protective Device 110-120V 0% 13% \$60 \$3 \$2 57X0300 \$69 \$2 \$1 Contact Authentication Device 57X0301 \$234 33% \$156 \$7 \$5 Contactless Authentication Device \$4 27X6410 Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server \$69 16% \$57 \$3 \$2 \$1 3073173 Swivel Cabinet \$284 13% \$246 \$12 \$8 \$6 35\$8502 Adjustable Printer Stand \$419 13% \$362 \$17 \$11 \$9 XM5365 - Monochrome Multi Function Printer \$191 25B1200 \$6,297 35% \$4,093 \$128 \$105 \$89 250-Sheet Tray 50G0800 \$276 22% \$215 \$10 \$5 \$7 \$6 \$109 \$84 \$4 50G0801 250-Sheet Tray Insert 23% \$3 \$2 \$2 50G0820 250-Sheet Lockable Tray \$332 22% \$258 \$12 \$8 50G0802 550-Sheet Tray \$346 11% \$307 \$14 \$5 50G0803 550-Sheet Tray Insert \$137 22% \$106 \$3 \$3 \$2 \$15 550-Sheet Lockable Tray 50G0822 \$414 22% \$323 \$10 \$8 \$25 \$12 50G0804 2100-Sheet Trav \$691 22% \$538 \$17 \$14 \$494 \$23 27X0400 500GB Hard Disk Drive (SATA) \$596 17% \$15 \$13 \$11 57X9801 256MB User Flash Memory \$83 14% \$71 \$3 \$2 57X0204 Memory Expansion (4GB) DDR3 \$252 57% \$108 \$5 \$3 \$3 40C9200 Forms and Bar Code Card \$473 13% \$410 \$19 \$13 \$11 \$0 IPDS Card \$704 12% \$621 \$29 \$13 40C9201 \$19 \$16 40C9202 PRESCRIBE Card \$248 13% \$215 \$10 \$5 \$7 \$6 \$315 \$272 \$13 57X9810 Traditional Chinese Font Card 13% \$8 57X9812 Simplified Chinese Font Card \$315 13% \$272 \$13 \$8 \$13 57X9814 Korean Font Card \$315 13% \$272 \$8 57X9815 Japanese Font Card \$315 13% \$272 \$13 88 \$7 9.2 13% \$86 \$4 \$3 14F0100 RS-232C Serial Interface Card \$98 \$2 \$2 14F0000 Parallel 1284-B Interface Card \$98 13% \$86 \$4 \$3 MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC) 13% \$538 \$25 \$17 \$12 27X0142 \$621 \$14 27X6510 Marknet N8370 (Rear Wifi) \$69 16% \$57 \$3 \$2 \$1 1021231 10-Foot Parallel Printer Cable \$29 12% \$25 \$1 \$1 \$1 \$1 1021294 2-meter USB Printer Cable \$21 13% \$19 \$1 \$1 \$1 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 \$1 57X0300 Contact Authentication Device \$69 13% \$60 \$3 \$2 \$2 \$1 \$246 \$12 3073173 Swivel Cabinet \$284 13% \$8

\$16

\$11

\$419

\$347

40C2300

Adjustable Printer Stand

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additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Lexmark Monthly Fees 36 Month 48 Month 60 Month Month to Manufacturer (MFG) Name of Product

	Manufacturer (MFG) Name of Product		Discount		Month	24 Month 36 Month 48 Month	60 Month	Month	24 Month	36 Month		60 Month Base		Consumables	/ Monthly Labor,	Maintenance
MFG # or Vendor Product #	Multifunction Device (MFD) Item Description	MSRP	% From	PSA Purchase	Rental	Lease Lease Lease	Lease	Rental	Lease	Lease	Lease	Lease Allowan		Supplies	Service,	(Cost Per
	(Note: All MFD's must be able to print, scan, copy and fax) Optional		MSRP	Price	Agreement	Agreement Agreement Agreement	Agreement	Agreement	Agreement	Agreement		greement Impressi Rate Per Mor		Included "Yes		Copy)
	Components, Add-ons and Accessories				Rate	Rate Rate Rate	Rate	Rate	Rate	Rate	Rate	Rate Per Mor	ın	or No"		
50G0855	Caster Base	\$484	22%	\$376					\$18		\$10	\$8				
25B1215	XM7355b - Monochrome Multi Function Printer	\$4,717	57%	\$2,028					\$95			\$44				
25B1202	XM7355 - Monochrome Multi Function Printer	\$9,797	57%	\$4,199					\$196	\$131	\$108	\$91				
25B2910	Caster base	\$449	22%	\$350					\$16	\$11	\$9	\$8				
25B2900	550-Sheet Tray	\$346	2%	\$338					\$16		\$9	\$7				
25B2950	2100-Sheet Tray	\$691	2%	\$677					\$32		\$17	\$15				
50G0850	Staple Finisher	\$414	22%	\$323					\$15	\$10	\$8	\$7				
25B2999	Offset Stacker	\$207	11%	\$184					\$9	\$6	\$5	\$4				
50G0852	4-Bin Mailbox	\$414	22%	\$323					\$15	\$10	\$8	\$7				
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711					\$33	\$22	\$18	\$15				l
57X7030	Keyboard Kit (English)	\$414	9%	\$377					\$18	\$12	\$10	\$8			,	
57X0300	Contact	\$69	13%	\$60					\$3	\$2	\$2	\$1				l
57X9801	256MB User Flash Memory	\$83	14%	\$71					\$3	\$2	\$2	\$2			,	
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108					\$5	\$3	\$3	\$2			1	
40C9200	Forms and Bar Code Card	\$473	13%	\$410					\$19	\$13	\$11	\$9				
40C9201	IPDS Card	\$704	12%	\$621					\$29	\$19	\$16	\$13				
40C9202	PRESCRIBE Card	\$248	13%	\$215					\$10	\$7	\$6	\$5				
57X9810	Traditional Chinese Font Card	\$315	13%	\$272					\$13	\$8	\$7	\$6				
57X9812	Simplified Chinese Font Card	\$315	13%	\$272					\$13	\$8	\$7	\$6				
57X9814	Korean Font Card	\$315	13%	\$272					\$13	\$8	\$7	\$6				
57X9815	Japanese Font Card	\$315	13%	\$272					\$13	\$8	\$7	\$6			1	
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86					\$4	\$3	\$2	\$2			1	
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86					\$4	\$3	\$2	\$2			1	
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538					\$25	\$17	\$14	\$12				
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57					\$3	\$2	\$1	\$1				
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25					\$1	\$1	\$1	\$1				
1021294	2-meter USB Printer Cable	\$21	13%	\$19					\$1	\$1	\$1	\$1				
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40					\$2	\$1	\$1	\$1				
57X0300	Contact Authentication Device	\$69	13%	\$60					\$3	\$2	\$2	\$1				
25B1204	XM7370 - Monochrome Multi Function Printer	\$12,248	57%	\$5,267					\$246	\$164	\$136	\$114				
25B2900	550-Sheet Tray	\$346	2%	\$338					\$16	\$11	\$9	\$7			+	
25B2950	2100-Sheet Tray	\$691	2%	\$677					\$32	\$21	\$17	\$15				
50G0850	Staple Finisher	\$414	22%	\$323					\$15	\$10	\$8	\$7			1	1
25B2999	Offset Stacker	\$207	11%	\$184					\$9	\$6	\$5	\$4			+	
50G0852	4-Bin Mailbox	\$414	22%	\$323					\$15	\$10	\$8	\$7			+	
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711					\$33		\$18	\$15			+	
57X7030	Keyboard Kit (English)	\$414	9%	\$377					\$18		\$10	\$8			†	
57X0300	Contact	\$69	13%	\$60					\$3		\$2	\$1			†	
57X9801	256MB User Flash Memory	\$83	14%	\$71					\$3		\$2	\$2			<del>                                     </del>	
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108		1			\$5		\$3	\$2			+	1
40C9200	Forms and Bar Code Card	\$473	13%	\$410		1			\$19		\$11	\$9			+	1
40C9201	IPDS Card	\$704	12%	\$621					\$29		\$16	\$13			†	
40C9202	PRESCRIBE Card	\$248	13%	\$215					\$10		\$6	\$5			†	
57X9810	Traditional Chinese Font Card	\$315	13%	\$272					\$13			\$6			+	
57X9812	Simplified Chinese Font Card	\$315	13%	\$272					\$13		\$7	\$6			†	<del>                                     </del>
57X9814	Korean Font Card	\$315	13%	\$272					\$13			\$6	İ		1	
57X9815	Japanese Font Card	\$315	13%	\$272					\$13			\$6			†	<del>                                     </del>
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86					\$4		\$2	\$2			+	
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86					\$4			\$2	İ		1	
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538					\$25		\$14	\$12	1		†	
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57					\$3		\$1	\$1	1		<del>                                     </del>	
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25					\$1		\$1	\$1	İ		1	
1021294	2-meter USB Printer Cable	\$21	13%	\$19					\$1		\$1	\$1	İ		1	
SPD0001	Surge Protective Device 110-120V	\$40	0%						\$2			\$1	1		<del>                                     </del>	
		<b>\$</b> 70	5 70	Ų 10		<u> </u>			ΨZ	Ψι	Ψ.	Ŧ ·				

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: Monthly Fees MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Lexmark

	Lexillark			"	IAIN I ANANCE AN	D GOI I EIEG IN	DEODED (1633)	рирсту		NANCE OK	OUT I EIEO IIV	DEODED		Monthly rees				
	Manufacturer (MFG) Name of Product		Discount		Month to Month 24 M	onth 36 Month	48 Month	60 Month	Month to Month	24 Month	36 Month	48 Month	60 Month	Base		Monthly	Monthly Labor,	Maintenance
MFG # or Vendor Product #	Multifunction Device (MFD) Item Description	MSRP	% From	PSA Purchase	Rental Lea		Lease	Lease	Rental	Lease	Lease	Lease	Lease	Allowance	Overage Rate	Consumables / Supplies	Service,	(Cost Per
in 3 # or Vendor Froduct #	(Note: All MFD's must be able to print, scan, copy and fax) Optional	Mort	MSRP	Price	Agree			Agreement	Agreement	Agreement	Agreement	Agreement	Agreement	Impressions	Per Page	Included "Yes		Copy)
	Components, Add-ons and Accessories			Í	Rate	te Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Per Month		or No"	оприст	оору/
57X0300	Contact Authentication Device	\$69	13%	\$60						\$3	\$2	\$2	\$1					
42C0008	C2240 - Color Single Function Printer	\$2,097	57%	\$901						\$42	\$28	\$23	\$20					
42C7550	550-Sheet Tray (must add 42C7650 first – this is optional 3rd or 4th tray)	\$276	17%	\$228						\$11	\$7	\$6	\$5					
42C7650	650-Sheet Duo Tray (2nd tray option)	\$276	17%	\$228						\$11	\$7	\$6	\$5					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2	\$1	\$1	\$1					
27X0805	500GB Hard Disk Drive (USB)	\$596	13%	\$519						\$24	\$16	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71						\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410						\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621						\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215						\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272						\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272						\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272						\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272						\$13	\$8	\$7	\$6					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60						\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156		Ì				\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57		Ì				\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246		Ì				\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347						\$16	\$11	\$9	\$8					
40N9340	C2326 - Color Single Function Printer	\$1,364	57%	\$586						\$27	\$18	\$15	\$13					
40N4250	250-sheet tray	\$179	13%	\$156						\$7	\$5	\$4	\$3					
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19						\$1	\$1	\$1	\$1					
40C2300	Adjustable Printer Stand	\$419	17%	\$347						\$16	\$11	\$9	\$8					
40C9054	C4150 Color Single Function Workgroup Printer	\$3,147	50%	\$1,573						\$74	\$49	\$41	\$34					
40C2100	550-Sheet Tray	\$424	17%	\$351						\$16	\$11	\$9	\$8					
40C2300	Adjustable Stand	\$419	17%	\$347						\$16	\$11	\$9	\$8					
27X0823	MarkNet N8370	\$69	13%	\$60						\$3	\$2	\$2	\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106						\$5	\$3	\$3	\$2					
27X0400	500GB+ Hard Disk Drive (SATA)	\$596	17%	\$494						\$23	\$15	\$13	\$11					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2	\$1	\$1	\$1					
21K0300	C6160 Color Single Function Workgroup Printer	\$4,529	57%	\$1,947						\$91	\$61	\$50	\$42					
21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044						\$49	\$33	\$27	\$23					
21K0567	550-Sheet Tray	\$424	17%	\$351						\$16	\$11	\$9	\$8					
21K0787	Envelope Tray	\$424	13%	\$367						\$17	\$11	\$9	\$8					
42K2000	Inline Stapler	\$489	13%	\$425						\$20	\$13	\$11	\$9					
27X0400	500GB+ Hard Disk Drive (SATA)	\$596	17%	\$494						\$23	\$15	\$13	\$11					
21K2501	Caster Base	\$489	22%	\$381						\$18	\$12	\$10						
57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115	İ					\$5	\$4	\$3						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2	\$1	\$1	\$1					
42C7306	XC2235 - Color Multi Function Printer	\$4,197	57%	\$1,804	İ					\$84	\$56	\$46	\$39		1			
42C7550	550-Sheet Tray (must add 42C7650 first – this is optional 3rd or 4th tray)	\$276	17%	\$228		Ì				\$11	\$7	\$6	\$5					
42C7650	650-Sheet Duo Tray (2nd tray option)	\$276	17%	\$228	İ					\$11	\$7	\$6	\$5					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108						\$5	\$3	\$3	\$2					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494	İ					\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71						\$3	\$2	\$2						
40C9200	Forms and Barcode Card	\$473	13%	\$410						\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621	İ					\$29	\$19	\$16			1			
40C9202	Card for Prescribe Emulation	\$248	13%	\$215						\$10	\$7	\$6			1			
57X9810	Traditional Chinese Font Card	\$315	13%	\$272	T I					\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272			İ			\$13	\$8	\$7			İ			
57X9814	Korean Font Card	\$315	13%	\$272						\$13	\$8	\$7						
57X9815	Japanese Font Card	\$315	13%	\$272	T I					\$13	\$8	\$7	\$6					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96			İ			\$4	\$3	\$2			İ			
502	. J. Z. Z. Z. Z. Z. Z. Z. Z. Z. Z. Z. Z. Z.	¥1111	.570	<del>+</del> 500		I		1	1	Ψ-	ΨΟ	Ψ	ΨŽ		1			

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/8&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Offeror:	UBEO LLC	]																_
	Lexmark	=			MAINTANA	NCE AND SUPPLIES	NCLUDED (less	paper)	NO MAINTE	ENANCE OR	SUPPLIES II	NCLUDED		Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement	24 Month 36 Mo Lease Leas Agreement Agreen Rate Rate	Lease ent Agreemen	Lease	Month to Month Rental Agreement	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease t Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes	Monthly Labor, Service, Support	Mainter (Cost Cop
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40	Rate				Rate	\$2	2 \$	1 \$1	\$1			or No"		
57X0301	Contactless Authentication Device	\$234	33%	\$156						\$7			\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69		\$57				1		\$3			\$1				İ	
3073173	Swivel Cabinet	\$284	13%	\$246				1		\$12			\$5				İ	
40C2300	Adjustable Printer Stand	\$419	17%	\$347				1		\$16			\$8				İ	
40N9390	XC2326 - Color Multi Function Printer	\$1,998	57%	\$859						\$40	\$27		\$19					
40N4250	250-sheet tray	\$179	13%	\$156						\$7	7 \$5	5 \$4	\$3	3				
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19						\$1	\$	1 \$1	\$1					
40C2300	Adjustable Printer Stand	\$419	17%	\$347						\$16	\$1.	1 \$9	\$8	3				
40C9640	XC4143 Color Workgroup Multi-Function Printer	\$5,246	50%	\$2,624						\$123	\$82	2 \$68	\$57	,				
40C2100	550-Sheet Tray	\$424	17%	\$351						\$16			\$8					1
40C2300	Adjustable Stand	\$419	17%	\$347	1					\$16	\$1.	1 \$9	\$8	В				
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494						\$23	\$15	5 \$13	\$11					
27X0823	MarkNet N8370	\$69		\$60					1	\$3			\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106					1	\$5			\$2	2				
57X7025	Voice Guidance Kit	\$821	13%	\$714						\$33			\$15					1
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40						\$2	\$	1 \$1	\$1					
40C9650	XC4153 Color Workgroup Multi-Function Printer	\$8,747	44%	\$4,879						\$228	\$152	2 \$126	\$106	3				
40C2100	550-Sheet Tray	\$424	17%	\$351						\$16			\$8	3				
40C2300	Adjustable Stand	\$419	17%	\$347						\$16	\$1.	1 \$9	\$8	3				
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494						\$23	\$15	5 \$13	\$11					
27X0823	MarkNet N8370	\$69	13%	\$60						\$3	\$ \$2	2 \$2	\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106						\$5	\$	3 \$3	\$2					
57X7025	Voice Guidance Kit	\$821	13%	\$714						\$33			\$15	5				
SPD0001	Surge Protective Device 110-120V	\$40		\$40						\$2			\$1					
42C7808	XC4240 - Color Multi Function Printer	\$5,247	51%	\$2,558						\$120	\$80	\$66	\$55	5				
42C7550	550-Sheet Tray	\$276	17%	\$228						\$11	\$7	7 \$6	\$5	5				
42C7650	650-Sheet Duo Tray	\$276	17%	\$228						\$11	\$7	7 \$6	\$5	5				
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108						\$5	\$	3 \$3	\$2	2				
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494						\$23	\$15	5 \$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71						\$3	\$	2 \$2	\$2	2				
40C9200	Forms and Barcode Card	\$473	13%	\$410						\$19	\$10	3 \$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621						\$29	\$19	9 \$16	\$13	3				
40C9202	Card for Prescribe Emulation	\$248	13%	\$215						\$10	\$	7 \$6	\$5	5				
57X9810	Traditional Chinese Font Card	\$315	13%	\$272						\$13	\$	8 \$7	\$6	3				
57X9812	Simplified Chinese Font Card	\$315	13%	\$272						\$13	\$ \$8	8 \$7	\$6	6				
57X9814	Korean Font Card	\$315	13%	\$272						\$13	\$	8 \$7	\$6	3				
57X9815	Japanese Font Card	\$315	13%	\$272						\$13	\$	8 \$7	\$6	6				
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96						\$4		3 \$2	\$2	2				
57X7040	Keyboard Kit (English)	\$341	13%	\$297						\$14			\$6	6				
SPD0001	Surge Protective Device 110-120V	\$40		\$40						\$2			\$1					
57X0300	Contact Authentication Device	\$69		\$60						\$3			\$1					
57X0301	Contactless Authentication Device	\$234		\$156						\$7			\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69		\$57						\$3			\$1					
3073173	Swivel Cabinet	\$284	13%	\$246						\$12			\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347						\$16			\$8					
42K1310	XC6153de Color Large Workgroup Multi-Function Printer	\$10,496		\$5,248	1				1	\$246			\$114		1		ļ	<u> </u>
42K1313	XC6153 Color Large Workgroup Multi-Function Printer	\$15,397	50%	\$7,698				1		\$360			\$167					
21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044						\$49			\$23					
21K0567	550-Sheet Tray	\$424	17%	\$351						\$16			\$8	•				
21K0787	Envelope Tray	\$424	13%	\$367					ļ	\$17			\$8	1				
42K2000	Inline Stapler	\$489	13%	\$425	i					\$20			\$9					
21K2501	Caster Base	\$489		\$381						\$18			\$8					
57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115	i <u> </u>				<u> </u>	\$5	5 \$4	4 \$3	\$2	2				

Name of O	feror:	UBEO LLC																		
	•	Lexmark			Ī	MAINTANAN	ICE AND SU	PPLIES INCL	UDED (less p	paper)	NO MAINTE	NANCE OR S	SUPPLIES IN	CLUDED		Monthly Fees				i
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	Lease	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate		Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	57X7020	XC6152, XC8160 English Keyboard Kit	\$419	11%	\$374							\$17	\$12	\$10	\$8					
	27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					ı
	SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					1
	42K1370	XC8163 Color Large Workgroup Multi-Function Printer	\$20,647	34%	\$13,648							\$638	\$426	\$352	\$296					1
	21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044							\$49	\$33	\$27	\$23					1
	21K0567	550-Sheet Tray	\$424	17%	\$351							\$16	\$11	\$9	\$8					1
	21K0787	Envelope Tray	\$424	13%	\$367							\$17	\$11	\$9	\$8					í
	42K1267	Multi-position Staple Punch Finisher - Short - See BSD configuration guide f	\$1,960	39%	\$1,186							\$55	\$37	\$31	\$26					i
	42K1597	Multi-position Staple Punch Finisher - Tall - See BSD configuration guide for	\$2,570	39%	\$1,555							\$73	\$48	\$40	\$34					í
	42K2300	Staple Finisher	\$489	17%	\$405							\$19	\$13	\$10	\$9					i
	57X7000	English Keyboard Kit	\$372	13%	\$323							\$15	\$10	\$8	\$7					i
	57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115							\$5	\$4	\$3	\$2					
	57X7020	XC6152, XC8160 English Keyboard Kit	\$419	11%	\$374							\$17	\$12	\$10	\$8					
	27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
	SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					ı

1					*SEE NOTE 1	UBEO LLC SERVICE RAT	TES ARE VOLUME	BASED	*SEE NOTE 1				UBEO LLC SERVICE RATES	ARE VOLUME BASED	ı
					522.1012.2	SEE MAINTENANCE S			322.110.12.1				SEE MAINTENANCE SEC		
	Please choose between engines MFP or Printer	i i													
	MFP														
3238C032AA	imagePRESS C910 Series Main Engine Set	\$38,720	50%	\$19,360					\$906	\$604	\$499	\$420			
	Or														
	Printer														
3238C002AB	imagePRESS C910 Series Main Engine Set	\$33,000	50%	\$16,500					\$772	\$514	\$425	\$358			
0097C002AA	Printer Cover-H2	\$220	20%	\$176					\$8	\$5	\$5	\$4			
	Please choose One speed License														
3244C001AA	imagePRESS C910 Speed License	\$51,700	40%	\$31,020					\$1,451	\$967	\$799	\$673			
3245C001AA	imagePRESS C810 Speed License	\$26,400	40%	\$15,840					\$741	\$494	\$408	\$344			
3246C001AA	imagePRESS C710 Speed License	\$2,200	20%	\$1,760					\$82	\$55	\$45	\$38			
	Please choose Between RIPs														
	External Fiery														
3656C017AA	iPR Server H350 V2.0 Set Item	\$32,450	10%	\$29,205					\$1,366	\$911	\$752	\$634			
	Embedded Fiery														
3655C014AA	iPR Server G250 V2.0 & Control Panel Set	\$14,300	10%	\$12,870					\$602	\$401	\$332	\$279			
8002A017AA	X-Rite i1Pro 3 Spectrophotometer	\$1,430	5%	\$1,359			ļļ.		\$64	\$42	\$35	\$29			
7752A050AA	Adobe PDF Print Engine Kit (APPE)	\$4,730	20%	\$3,784	ļ		ļļ.		\$177	\$118	\$97	\$82			
							ļļ.								
	Canon Print Board for C710		100/				<b> </b>			4					
1135C002AB	UPRIGHT CT.PNL-G1 UL for iPR C710	\$4,950	10%	\$4,455	L		L		\$208	\$139	\$115	\$97			
	Canon Print Board for C810 & C910														
3272C008AA	IPR PRINTER KIT-F1 & Control Panel Set	\$11,418	10%	\$10,276					\$481	\$320	\$265	\$223			
		1													
4252522544	Additional Paper Sources Please choose One of the Following Sets		400/	010.017	1				0.170	2010	****	****			
4369C005AA	Multi Drawer Paper Deck-D1 Set	\$11,352	10%	\$10,217	+		<del>                                     </del>		\$478	\$319	\$263	\$222			-
2242000444	Or Charle Division Cd	6000	400/	\$297			<b>-</b>		\$14	00	60	00			
3242C001AA	Stack Bypass-C1 POD Deck Lite-C1	\$330	10%		-		<b></b>		\$14	\$9 \$142	\$8	\$6 \$99			
0163C006AA	Or	\$5,060	10%	\$4,554	-		<b></b>		\$213	\$142	\$117	\$99			
3242C001AA	Stack Bypass-C1	\$330	10%	\$297	+		+		\$14	\$9	\$8	\$6			-
2575C013AA	POD Deck Lite XL	\$10,450	10%	\$9,405	<del> </del>		<del>†                                      </del>		\$440	\$293	\$242	\$204			
23/3C013AA	FOD DELK LILE AL	\$10,430	1070	ψ9,400	+		+ + +		<del>0440</del>	Ψ293	Ψ242	Ψ204			-
	Output Please Choose One of the following						<b>-</b>								
-	For Production Finishing	+			+		<del>                                     </del>								
0118C002AB	Booklet Finisher-W1 PRO	\$18.040	20%	\$14,432	<del>                                     </del>		<del>                                     </del>		\$675	\$450	\$372	\$313	+	+	
	Or	Ţ.0,0.0		ψ, .oz	<del>                                     </del>		†		\$676	ψ.50	ψ0. Z	Ţ-10			
0117C002AB	Staple Finisher-W1 PRO	\$14,300	20%	\$11,440	†		† †		\$535	\$357	\$295	\$248			
-	•				i i		t t		1						
	Accessory for Production Finishing (2/3hole Punch)				1										
5738B002AA	Puncher Unit-BS1(2/3H)	\$1,040	10%	\$936					\$44	\$29	\$24	\$20			
1															
	For Light Finishing														
3236C002AA	Booklet Finisher-AC1 Set	\$6,452	10%	\$5,807					\$272	\$181	\$150	\$126			
	Or														
3235C002AA	Staple Finisher-AC1 Set	\$3,795	10%	\$3,416					\$160	\$106	\$88	\$74			
	Output Please Choose One of the following	1					ļļ.		ļ						
3237C001AA	Jogger Kit-A1	\$660	10%	\$594			ļļ.		\$28	\$19	\$15	\$13			
0126C001AA	2/3 Hole Puncher Unit-A1	\$983	10%	\$885			ļļ.		\$41	\$28	\$23	\$19			
	<u> </u>	1			<b> </b>		ļļ.								
	For Basic Output						<b> </b>								
0164C002AA	Copy Tray-R2	\$231	10%	\$208					\$10	\$6	\$5	\$5			
	W. I. S	1			<b> </b>		<b>-</b>		+						
0554800444	Highly Recommend you add	04:5	100/		<b> </b>		<b>.</b>					00			
8661B001AA	USB DEVICE PORT-A3	\$116	10%	\$104			1		\$5	\$3	\$3	\$2		1	1

#### RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions

-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror Canon MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month 60 Month Base Multifunction Device (MFD) Item Description Discount Month Consumables onthly Labor Maintenance **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease **Allowance Overage Rate** MFG # or Vendor Product # (Note: All MFD's must be able to print, scan, **MSRP** % From Service. (Cost Per Rental Rental Supplies Agreemen **Impressions** Price areemer Aareemen<sup>a</sup> Agreemen Agreemei Agreeme Aareemei areemer Per Page copy and fax) Optional Components, Add-ons **MSRP** Agreemer Agreement ncluded "Yes Support Copy) Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** and Accessories \*SEE NOTE UBEO LLC SERVICE RATES ARE VOLUME BASED \*SEE NOTE 1 **UBEO LLC SERVICE RATES ARE VOLUME BASED** SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS 3893C009AA Canon imageRUNNER ADVANCE DX 527iFZ \$5,606 30% \$3.924 \$184 \$122 \$101 \$85 Canon imageRUNNER ADVANCE DX C478iF 4836C001AA \$7.095 30% \$4.967 \$232 \$155 \$128 \$108 4837C001AA Canon imageRUNNER ADVANCE DX C568iF 30% \$5,629 \$263 \$176 \$145 \$122 \$8,041 4055C002AA Canon imageRUNNER ADVANCE DX 4735i \$11,825 55% \$5,321 \$249 \$166 \$137 \$115 4054C003AA Canon imageRUNNER ADVANCE DX 4745i \$15,964 55% \$7,184 \$336 \$224 \$185 \$156 Canon imageRUNNER ADVANCE DX 4751i 55% \$7.982 \$373 \$206 \$173 4053C002AA \$17.738 \$249 55% 0604C038AA Canon imageRUNNER ADVANCE C5540i \$18,700 \$8,415 \$394 \$262 \$217 \$183 3893C008AA Canon imageRUNNER ADVANCE DX 527iF \$4,187 30% \$2,931 \$137 \$64 \$91 \$76 3894C005BA Canon imageRUNNER ADVANCE DX 617iF \$5,440 30% \$3,808 \$178 \$119 \$98 \$83 4963C002AA Canon imageRUNNER ADVANCE DX 6860i \$19.512 40% \$11.707 \$548 \$365 \$302 \$254 4962C002AA Canon imageRUNNER ADVANCE DX 6870i \$26,607 40% \$15.964 \$747 \$498 \$411 \$346 3895C002BA Canon imageRUNNER ADVANCE DX 717iF \$6,859 30% \$4,801 \$225 \$150 \$124 \$104 3882C002BA Canon imageRUNNER ADVANCE DX C257iF \$4.612 30% \$3,228 \$151 \$101 \$83 \$70 3881C003AA Canon imageRUNNER ADVANCE DX C357iF \$5,558 30% \$3,891 \$182 \$121 \$100 \$84 4914C002AA Canon imageRUNNER ADVANCE DX C3826i \$9.224 40% \$5.534 \$259 \$173 \$143 \$120 40% \$365 4913C002AA Canon imageRUNNER ADVANCE DX C3830i \$13,008 \$7,805 \$243 \$201 \$169 4912C002AA Canon imageRUNNER ADVANCE DX C3835i \$16.555 50% \$8.278 \$387 \$258 \$213 \$180 3827C002AA Canon imageRUNNER ADVANCE DX C5840i \$20,103 50% \$10,052 \$470 \$313 \$259 \$218 3826C002AA Canon imageRUNNER ADVANCE DX C5850i \$23,650 45% \$13.008 \$608 \$406 \$335 \$282 Canon imageRUNNER ADVANCE DX C5860i 45% \$700 \$466 \$385 \$325 3825C002AA \$27,198 \$14.959 Canon imageRUNNER ADVANCE DX C5870i 45% \$18,211 \$852 \$568 \$469 \$395 3824C002AA \$33,110 4056C002AA Canon imageRUNNER ADVANCE DX 4725i \$9,460 55% \$4,257 \$199 \$133 \$110 \$92 30% \$225 3894C006BA Canon imageRUNNER ADVANCE DX 617iFZ \$6.859 \$4.801 \$150 \$124 \$104 3895C001BA Canon imageRUNNER ADVANCE DX 717iFZ \$8,278 30% \$5,795 \$271 \$181 \$149 \$126 20% Convenience Stapler-A1 \$426 \$16 1348V957 \$341 \$11 \$9 \$7 3806V864 Convenience Stapler-C1 \$426 30% \$298 \$14 \$9 \$8 \$6 4002B004AA Canon Data Erase Kit-C1e \$405 30% \$284 \$13 \$9 \$7 \$6 5738B003AA Canon Puncher Unit-BT1 \$1.118 30% \$783 \$37 \$24 \$20 \$17 3681B003AA \$994 30% \$696 \$33 \$22 \$18 \$15 Canon Voice Guidance Kit-F2 4002B002AA Canon Data Erase Kit-C1 \$376 30% \$263 \$12 \$8 \$7 \$6 0500A002AC \$193 30% \$135 \$6 \$3 \$3 Canon Basic Card Set for Control Card III(Eng) \$4 7518A003AA Braille Label Kit-E1 \$39 10% \$35 \$2 \$1 \$1 \$1 0499A004AB Canon Copy Card Set 1(1-30) for Control Card III \$178 30% \$125 \$6 \$4 \$3 \$3 30% \$1,455 \$68 \$45 \$37 \$32 0518B002AA INSERT UNIT-C1 W/A1SET \$2,079 30% 4001B004AA Canon Remote Operators Software Kit-B1e \$36 \$25 \$1 \$1 \$1 \$1 30% \$485 \$23 1091B001AA Canon Stacker Dolly-A1 \$693 \$15 \$12 \$11 4036C002AA Canon Numeric Keypad-A2 \$213 30% \$149 \$7 \$5 \$4 \$3 30% \$4.855 \$227 \$151 \$105 3236C002AA Booklet Finisher-AC1 Set \$6.936 \$125 3741B002AA Canon REMOVABLE HDD KIT-AB2 \$1,242 30% \$869 \$41 \$27 \$22 \$19 3235C002AA Staple Finisher-AC1 Set \$4.080 30% \$2.856 \$134 \$89 \$74 \$62 5858A010AC 30% \$248 \$12 \$6 \$5 \$354 88 Cabinet Type-S 30% \$45 5145B001AA Copy Control Interface Kit-C1 \$64 \$2 \$1 \$1 \$1 3836C007AA Canon imagePRESS Server M10 V2.0 \$8,278 30% \$5,795 \$271 \$181 \$149 \$126 \$20 5727B043AA Canon SW upgrade kit for L30 \$1.301 30% \$911 \$43 \$28 \$23 Canon Copy Card Reader Attachment-E1 9659B001AA \$70 30% \$49 \$2 \$2 \$1 \$1

#### RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions

-Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

UBEO LLC Name of Offeror: MAINTANANCE AND SUPPLIES INCLUDED (less paper) Canon NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product Monthly 60 Month Base Maintenance Multifunction Device (MFD) Item Description Discount Month Consumables onthly Labor **PSA Purchase** Allowance Lease Lease Lease Lease Lease Lease Lease Lease **Overage Rate** MSRP MFG # or Vendor Product # (Note: All MFD's must be able to print, scan, % From Service, (Cost Per Rental Rental Supplies Price Agreement Agreemer Agreement greement Agreemen **Impressions** Agreemer Agreemer Agreement Per Page copy and fax) Optional Components, Add-ons MSRP Agreemer Agreement ncluded "Yes Support Copy) Rate Rate Rate Rate Rate Rate Rate Rate **Per Month** and Accessories or No" CABINET TYPE-K \$149 30% 0989C001AB \$104 \$5 \$3 \$3 \$2 9508B001AA Canon Cassette Module-AC1 \$423 30% \$296 \$14 \$9 \$8 \$6 9510B003AA Canon PCL Printer Kit-BA1 \$450 30% \$315 \$15 \$10 \$8 \$7 9511B003AA Canon PS Printer Kit-BA1 \$745 30% \$522 \$24 \$16 \$13 \$11 8034B005AA Silex Wireless Bridge SX-BR-4600WAN2-US \$308 30% \$216 \$10 \$7 \$6 \$5 9585B003AA Canon USB Direct Print Kit (for PDF)-K1 \$178 30% \$125 \$6 \$4 \$3 \$3 \$6 \$3 \$3 3791C001AA Cabinet Type-U \$190 30% \$133 \$4 30% \$497 \$348 \$16 \$9 \$8 2917C001AA Canon Cassette Module-AG1 \$11 2916C001AA Canon Cassette Feeding Unit-AR1 \$663 30% \$464 \$22 \$14 \$12 \$10 \$348 \$16 2918C001AA Canon Envelope Cassette Module-A1 \$497 30% \$11 \$9 \$8 2915C001AA Canon High Capacity Cassette Feeding Unit-D1 \$1,419 30% \$993 \$46 \$31 \$26 \$22 30% \$74 \$34 1420C002CA Canon High Capacity Cassette Feeding Unit-B1 \$2,247 \$1,573 \$49 \$41 4378C005BA Canon Super G3 FAX Board-BF1 \$1,000 30% \$700 \$33 \$22 \$18 \$15 30% \$83 \$4 \$2 \$2 3821V582 Gen III Panel Protective Film(incl. Keypad) (10 p \$118 \$3 \$737 \$34 \$16 3821V583 Gen III Panel Protective Film(incl. Keypad) (100) \$1.053 30% \$23 \$19 5358C001AA Cabinet Type-V \$355 30% \$249 \$12 \$8 \$6 \$5 30% \$8 \$4 \$4 4064C002AA Canon Printer Cover-M2 \$249 \$174 \$5 4922C001AA Canon Booklet Finisher-AE1 \$4,967 30% \$3,477 \$163 \$108 \$90 \$75 4917C002AA Canon Cassette Feeding Unit-AW1 \$1.802 30% \$1,261 \$59 \$39 \$32 \$27 5634C001AA 30% \$6 Cabinet Type-W \$180 \$126 \$4 \$3 \$3 \$56 30% \$39 \$2 4918C001AA Canon Copy Tray-T1 \$1 \$1 \$1 4920C002AA Canon Super G3 2nd Line Fax Board-BH1 \$622 30% \$435 \$20 \$14 \$11 \$9 4921C001AA Canon Staple Finisher-AE1 \$3,353 30% \$2.347 \$110 \$73 \$60 \$51 4919C001AA \$994 30% \$696 \$33 \$22 \$18 \$15 Canon Super G3 FAX Board-BH1 \$49 \$23 30% \$33 \$27 1410C001AA Canon Staple Finisher-Z1 \$1,490 \$1,043 3318C001AA Canon Cassette Module-AJ1 \$497 30% \$348 \$16 \$11 \$9 \$8 \$125 30% \$88 \$4 \$2 \$2 1422C001AA Canon Inner 2Way Tray-L1 \$3 Canon High Capacity Cassette Feeding Unit-C1 \$1.573 4031C002BA \$2,247 30% \$74 \$49 \$41 \$34 4001C002BA Canon Booklet Finisher-AB1 \$4.636 30% \$3,245 \$152 \$101 \$84 \$70 4003C002AA Canon Buffer Pass Unit-P1 \$332 30% \$232 \$11 \$7 \$6 \$5 4030C002BA Canon Cassette Feeding Unit-AQ1 \$1.802 30% \$1,261 \$59 \$39 \$32 \$27

#### RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions

nstructions: Offeror shall provide detailed cost proposal sheets for any other related products, services and solutions they wish t liscounts, and all other important information of their proposed additional products, services and solutions.	to be considered. Offeror may	modify the structure of this wo	rksneet so that is it easy	to use and best formatted to include	descriptions, brea	kaown of pricing,	rees, rates and ap	piicable
scounts, and an other important information of their proposed additional products, services and solutions.								
	ADDITIONAL	LEASE OPTIONS						
,	ditional lease options offered a	and the terms, rates or prices for	those options.					
Additional Lease Options Description	Term	Lease Rate			Comments			
Additional lease options are available upon request, such as co-terminous acquisitions, non-standard terms.								
nsert additional rows/columns or revise text within fields as necessary.								
· · · · · · · · · · · · · · · · · · ·	ADDITIONAL MA	INTENANCE OPTIONS						
List any additional mainten	ance options offered and all ap	plicable components with pricin	g breakdown for those op	itions.				
Additional Maintenance Options Description (open filled format to offer alternative maintenance plans)	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month P
Copier maintenance schedule is attached for standard and non-standard products								
nsert additional rows/columns or revise text within fields as necessary.	APPUTION	AL 00571114717						
		AL SOFTWARE						
,		able components with pricing br		Annual Maintenance (if mus)	24 Marrish Bress	2C Marrials Break	40 Marreth Dunk	CO Marrick D
Software Description (product/module name, product code, other details, etc.) Additional software options are included under a separate tab with corresponding PSA discounts off MSRP	License Fee	PSA Price	Discount %  Various	Annual Maintenance (if any)	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month P
additional software options are moduced under a separate tab with corresponding 1.3A discounts on work			Various					
nsert additional rows/columns or revise text within fields as necessary.								
	OTHER REL	ATED PRODUCTS						
List any other related produc	ts offered by your company an	d include all applicable compone	nts with pricing for each p	product.				
Other Related Products Description (manufacturer name, product number, other details, etc.)	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month P
JBEO LLC Special Order Group offers most offline finishing products, such as collators, binding equipment, shredders, etc.			10%					
nsert additional rows/columns or revise text within fields as necessary.								
isert additional rows/columns of revise text within netus as necessary.	OTHER RELATER SE	RVICES AND SOLUTIONS						
List any other related services and solution			onents and pricing for eac	h service or solution				
·						26.04	40.44	60.04
Related Services and Solutions Description (service name/title, brief detail, product code, etc.)	MSRP	PSA Price (or hourly rate)	Discount %	Annual Maintenance (if any)	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month P
								<del>                                     </del>
nsert additional rows/columns or revise text within fields as necessary.					ļ		1	+

RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions

	ASSESSMENT A	ND ANALYSIS COSTS	
List any costs for assessments/analysis performed, if any. Costs should be	either event (one time) based	or hourly rate with a stateme	ent of work for each component. If there are no costs associated, please note.
Assessment Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Business Technology Assessment	No Charge		
1			
Insert additional rows/columns and change or revise text within fields as necessary.	INCTALL	ATION COSTS	
List any costs for installation of aguin			d or hourly rate with a statement of work.
Installation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Installation is included with all original equipment orders and deliveries	No Charge	Hourly Nate with 30W	Connents
installation is included with all original equipment orders and deliveres	No charge		
Insert additional rows/columns and change or revise text within fields as necessary.			
	IMPLEMEN	TATION COSTS	
List any costs for implementatio	n, if any. Costs should be eith	er event (one time) based or h	hourly rate with a statement of work.
Implementation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Implementation costs are detailed within all hardware and software Statements of Work (SOW)			
Insert additional rows/columns and change or revise text within fields as necessary.			
insert additional rows/coldnins and change or revise text within neids as necessary.	TDAIN	ING COSTS	
List any costs for initial and/or an agin			odology for pricing training, please provide.
Training Component(s) Description	Flat Fee (if applicable)	Hourly Rate	Comments
Operational training for all copier/printer transactions is provided free of charge for the term of the agreement	No Charge	noully hate	Comments
Special and the second printer demonstrates by provided the or charge for the term of the agreement	no charge		
User training is offered and specified as part of the Statement of Work for all software solutions			
Insert additional rows/columns and change or revise text within fields as necessary.			
	FLEET MANA	AGEMENT COSTS	
List all cost op	tions for on-site full-time, par	t-time, first service responder	r, consumables, etc.
Fleet Management Component(s) Description	Monthly Fee	Hourly Rate	Comments
See Managed Services Tab			

#### RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions

	201 Martinanterion Bevi	•	
	-Othe	Related Costs-	
Insert additional rows/columns and change or revise text within fields as necessary.			
	RELOCATION (	COSTS AND TERMS	
List any costs and terms for relocation of	equipment, if any. Costs shou	ld be either event (one time) l	based or hourly rate with a statement of work.
Relocation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Moves and Relocations Based upon distance - Field Service Manager will quote exact costs - Minimum \$150 per move	\$150 minimum		
Relocations within the same building during term of contract	No Charge		
insert additional rows/columns and change or revise text within fields as necessary.			
	REMOVAL CO	OSTS AND TERMS	
List any costs and terms for removal of e	quipment, if any. Costs should	d be either event (one time) b	ased or hourly rate with a statement of work.
Removal Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
No charge for removals at the end of rental term.			
Insert additional rows/columns and change or revise text within fields as necessary.			

# RFP No. 13-101 Multifunction Devices, Related Products, Services and Solutions -Additional Products/Services/Solutions-

#### **Additional Hardware and Software Solutions** PSA DISCOUNT FROM **ADDITIONAL SOFTWARE PRODUCTS MSRP** Open Text (Right Fax/Xmedius) 5% 5% OmTool **Bates Stamping 7**% **Hyland OnBase** 12% DocuWare On Premise and Cloud Based 12% OmniPage OCR 5% RSA 5% 5% 5% EquiTrac Notable Solutions (Nuance) AutoStore **7**% 5% Nuance Solutions - other Laserfiche 12% AnyDocs 5% KOFAX 5% 5% **Paradatec** 10% **PaperVision** 10% RSI (Ricoh Smart Integration) PaperCut 10% Uniflow 10% Other Sourced Software Products 5% **Additional Hardware Troy MICR Printers** 5% **KODAK Scanners** Minimum 5% Wide Format Printers Other than Canon (i.e., KIP, HP) 5% **Contex Wide Format Scanners** 5% **Hewlett Packard Printers** Minimum 5% Zebra Printers & other Devices Minimum 5% Temperature Kiosks Minimum 5%

### **Solution Services**



Value Ald Contract	Price Per		
Value Add Services	Install		
Assessment			
Business Technology Assessment	Included		
Basic Connectivity			
Printers	\$25.00	Included - V	/alue Δdd
Fax with Network Connectivity	\$25.00	Included - V	
Black and White	Ψ25.00	iliciaaea - v	alue Auu
Segment 1 (00 - 20 ppm)	\$50.00	Included - V	/alue Δdd
Segment 2 (21 - 30 ppm)	\$50.00	Included - V	
Segment 3 (31 - 40 ppm)	\$50.00	Included - V	
Segment 4 (45 - 69 ppm)	\$75.00	Included - V	
Segment 5 (70 - 90 ppm)	\$75.00	Included - V	
Segment 6 (91 ppm and over)	\$100.00	Included - V	
Wide Format	\$150.00	Included - V	
Digital Duplicators	\$75.00	Included - V	/alue Add
Color			
Color, Business	Use B/W Seg	Included - V	/alue Add
Color, Creative	\$75.00	Included - V	/alue Add
Color, Production 35ppm plus	\$150.00	Included - V	alue Add
	Price Per	Effective	Monthly
Integration Services	Install	Hourly Rate	Service
PDF Forms Design	IS Quote	\$165.00	
Additional Enablers			
EDM Solutions	IS Quote	\$200.00	
Daily Rate	\$1,600.00	\$200.00	
EDM Annual Support Contact	Per Vendor		
Other Enabler Installations - Integration Analyst	12% of MSRP	\$165.00	
Post Sales Support			
Other Post Sale @ \$165 / hour (Integration Analyst)		\$165.00	N.A
Annual Analyst support contract (up to 4 hours per month)	\$3,600.00	NA	\$300.00



### PSA B/W Service Pricing

Prints	49 ppm a	nd under	Prints	50 ppm	and over
Copies			Copies		
Included	Base	Overage	Included	Base	Overage
1000	\$34	\$0.0411			
1500	\$48	\$0.0382			
2000	\$54	\$0.0323			
2500	\$61	\$0.0294			
3000	\$66	\$0.0264			
3500	\$69	\$0.0235			
4000	\$75	\$0.0223			
4500	\$77	\$0.0206			
5000	\$82	\$0.0197			
6000	\$96	\$0.0191			
7000	\$110	\$0.0188			
8000	\$124	\$0.0186			
9000	\$135	\$0.0180			
10000	\$147	\$0.0176	10000	\$120	\$0.0145
12500	\$176	\$0.0168	12500	\$143	\$0.0139
15000	\$203	\$0.0162	15000	\$166	\$0.0134
17500	\$229	\$0.0156	17500	\$186	\$0.0129
20000	\$251	\$0.0150	20000	\$205	\$0.0124
25000	\$307	\$0.0147	25000	\$250	\$0.0121
30000	\$360	\$0.0143	30000	\$293	\$0.0118
35000	\$409	\$0.0140	35000	\$333	\$0.0115
40000	\$456	\$0.0136	40000	\$371	\$0.0112
45000	\$499	\$0.0133	45000	\$407	\$0.0109
50000	\$540	\$0.0129	50000	\$440	\$0.0107
			100000	\$720	\$0.0086
			150000	\$1,068	\$0.0085
			200000	\$1,320	\$0.0079
			250000	\$1,375	\$0.0066

#### B/W Printers - FSMA including supplies: \$0.022 per impression

\$25 Base includes 1,000 prints. All overages billed at \$.022 per print.

#### B-to-C & PROFESSIONAL COLOR - Includes all supplies except paper

Black Prints = Use B-W Segment base and cpc.

Color Prints = \$0.09 per page - No Additional Base charge or \$0.08 per page with 5,000 color base

#### SMALL COLOR PRINTERS - Includes all supplies except paper

	Black/Wi	nite Pages	Color I	Pages
Billing Frequency	Monthly	Quarterly	Monthly	Quarterly
Base Charge	45	135	none	none
Pages Included	1500	4500	none	none
Overage Cost	\$0.03	\$0.03	\$0.20	\$0.20

#### FAX MACHINES Service Contract not including supplies

	FMA -A	All on-site s	ervice calls a	nd parts in	cluded.							
M.S.R.P	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay		
Under 1500	\$299	\$279	\$249	\$498	\$748	\$164	\$154	\$147	\$274	\$411		
1500-2499	\$349	\$326	\$291	\$582	\$873	\$192	\$179	\$171	\$320	\$480		
2500-2999	\$429	\$401	\$358	\$715	\$1,073	\$236	\$221	\$211	\$393	\$590		
3000-3999	\$440	\$411	\$367	\$733	\$1,100	\$242	\$226	\$216	\$403	\$605		
4000-4999	\$460	\$430	\$384	\$767	\$1,150	\$253	\$236	\$226	\$422	\$633		
5000-5999	\$480	\$449	\$401	\$800	\$1,200	\$264	\$247	\$236	\$440	\$660		
6000-6999	\$500	\$467	\$417	\$833	\$1,250	\$275	\$257	\$246	\$458	\$688		
7000-7999	\$560	\$523	\$467	\$933	\$1,400	\$308	\$288	\$275	\$513	\$770		
8000-8999	\$640	\$598	\$534	\$1,067	\$1,600	\$352	\$329	\$314	\$587	\$880		
9000-9999	\$720	\$673	\$601	\$1,200	\$1,800	\$396	\$370	\$354	\$660	\$990		
10000-12000	\$800	\$748	\$668	\$1,333	\$2,000	\$440	\$411	\$393	\$733	\$1,100		
12000+		Quote F	Required from	Service		Quote Required from Service						
	\$800			\$2,000	\$440							

#### **DIGITAL DUPLICATOR RATES (Excludes Supplies)**

Monthly Rates		Quarterly Rates			Semi-Annual 0.97			Annual Rates 0.955			
Quantity	Base	Overage	Quantity	Base	Overage	Quantity	Base	Overage	Quantity	Base	Overage
						15,000	\$57.30	\$0.0029	15,000	\$112.88	\$0.0028
						21,000	\$76.40	\$0.0029	21,000	\$150.51	\$0.0028
			15,000	\$51.71	\$0.0030	30,000	\$101.87	\$0.0029	30,000	\$200.68	\$0.0028
			22,500	\$77.57	\$0.0030	45,000	\$152.81	\$0.0029	45,000	\$301.04	\$0.0028
			30,000	\$100.47	\$0.0029	60,000	\$197.93	\$0.0028	60,000	\$389.91	\$0.0027
			37,500	\$103.43	\$0.0029	75,000	\$203.76	\$0.0028	75,000	\$401.40	\$0.0027
			45,000	\$124.11	\$0.0028	90,000	\$244.50	\$0.0027	90,000	\$481.66	\$0.0026
20,000	\$54.00	0.0027	60,000	\$159.57	\$0.0027	120,000	\$314.35	\$0.0027	240,000	\$619.28	\$0.0027
25,000	\$65.00	0.0026	75,000	\$192.08	\$0.0026	150,000	\$378.39	\$0.0026	300,000	\$745.42	\$0.0026
35,000	\$87.50	0.0025	105,000	\$258.56	\$0.0025	210,000	\$509.37	\$0.0025	420,000	\$1,003.46	\$0.0025
50,000	\$110.00	0.0022	150,000	\$325.05	\$0.0022	300,000	\$640.35	\$0.0022	600,000	\$1,261.49	\$0.0022
75,000	\$150.00	0.0021	225,000	\$443.25	\$0.0021	450,000	\$873.20	\$0.0021	900,000	\$1,720.21	\$0.0021
100,000	\$190.00	0.002	300,000	\$561.45	\$0.0020		\$1,106.06	\$0.0020			\$0.0020
125,000	\$221.88	0.002	375,000	\$655.66	\$0.0020	750,000	\$1,291.64	\$0.0020	1,500,000	\$2,544.53	\$0.0020
150,000	\$262.50	0.002	450,000	\$775.69	\$0.0020		\$1,528.10		1,800,000		\$0.0020
200,000	\$340.00	0.0019	600,000	\$1,004.70	\$0.0019	1,200,000	\$1,979.26	\$0.0019	2,400,000	\$3,899.14	\$0.0019

#### Ricoh Wide Format Service (including supplies except paper) Not including CW2200

	Linear Feet Included in Base	Base Charge	Cost per Linear Foot in excess of base
Plan I	278	\$50.00	\$0.18 Per Linear Foot
Plan II	375	\$63.75	\$0.17 Per Linear Foot
Plan III	500	\$80.00	\$0.16 Per Linear Foot
Plan IV	1000	\$150.00	\$0.15 Per Linear Foot
Plan V	2000	\$280.00	\$0.14 Per Linear Foot
Plan VI	3000	\$390.00	\$0.13 Per Linear Foot
Plan VII	4000	\$480.00	\$0.12 Per Linear Foot
Plan VIII	5000	\$550.00	\$0.11 Per Linear Foot