

# CERTIFIED COPY OF ORDER

STATE OF MISSOURI

April Session of the April Adjourned

Term. 20 18

County of Boone

} ea.

In the County Commission of said county, on the 19th day of April 20 18

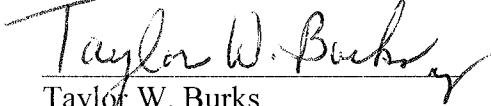
the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the utilization of the Association of Educational Purchasing Agencies Cooperative Contract AEPA 017B for Digital Multi-Functional Devices/Copiers, Printers and Managed Document Services with Kyocera.

The terms of the Cooperative Contract are stipulated in the attached Purchase Agreement. It is further ordered the Presiding Commissioner is hereby authorized to sign said Purchase Agreement.

Done this 19th day of April, 2018

ATTEST:

  
Taylor W. Burks  
Clerk of the County Commission



Daniel K. Atwill  
Presiding Commissioner



Fred J. Rarry  
District I Commissioner



Janet M. Thompson  
District II Commissioner

219-2018

# Boone County Purchasing

Liz Palazzolo, CPPO, C.P.M.  
Senior Buyer



613 E. Ash St, Room 109  
Columbia, MO 65201  
Phone: (573) 886-4392  
Fax: (573) 886-4390

---

## MEMORANDUM

TO: Boone County Commission  
FROM: Liz Palazzolo, Senior Buyer  
DATE: April 5, 2018  
RE: Cooperative Contract AEPA 017-B

Purchasing requests permission to use contract AEPA 017-B established by the Association of Educational Purchasing Agencies (AEPA) with Kyocera as a cooperative contract for Digital Multi-Functional Devices/Copiers, Printers and Managed Document Services.

It is noted for the record that the County is contracting with Kyocera's local representative, Image Technologies of Missouri, pursuant to Kyocera's direction about using the cooperative contract.

The contract runs through February 28, 2019, and it may be renewed for two (2) additional years. This is a term and supply contract for Information Technology. Payments will be made from Department 1170 – Information Technology, Account 91301- Computer Hardware, and 1170 – Information Technology, Account 92301 – Replacement Computer Hardware,

/lp

c: Trudy Fisher  
Contract File

**PURCHASE AGREEMENT  
FOR**

**AEPA 017-B Digital Multi-function Devices/Copiers, Printers and Managed Document Services**

**THIS AGREEMENT** dated the 19<sup>th</sup> day of April 2018 is made between Boone County, Missouri, a political subdivision of the State of Missouri through the Boone County Commission, herein "County" and **Image Technologies of Missouri** herein "Vendor."

**IN CONSIDERATION** of the parties performance of the respective obligations contained herein, the parties agree as follows:

1. **Contract Documents** - This agreement shall consist of this Purchase Agreement for Digital Multi-function Devices/Copiers, Printers and Related Services, in compliance with all bid specifications and any addenda issued for the Association of Educational Purchasing Agencies (AEPA) contract 017-B, and the Standard Terms and Conditions of Boone County, Missouri. All such documents shall constitute the contract documents which are incorporated herein by reference. Service or product data, specification and literature submitted with the bid response may be permanently maintained in the County Purchasing Office bid file for this bid if not attached. In the event of conflict between any of the foregoing documents, this Purchase Agreement, Association of Educational Purchasing Agencies (AEPA) contract 017-B, and the Standard Terms and Conditions of Boone County, Missouri shall prevail and control over the vendor's bid response.
2. **Purchase** - The County agrees to purchase from the Vendor and the Vendor agrees to supply the County with **Digital Multi-function Devices/Copiers, Printers and Related Services**, as specified and priced in the Association of Educational Purchasing Agencies (AEPA) contract 017-B. Prices for equipment and services shall be as stated in the Association of Educational Purchasing Agencies (AEPA) contract 017-B.
3. **Contract Term** - This agreement shall commence on **the date written above and extend through February 28, 2019** subject to the provisions for termination specified below. The contract has two (2) one-year renewal options available.
4. **Billing and Payment** - All billing shall be invoiced to the using department. Billings may only include the prices listed in the vendor's bid response. No additional fees for paper work processing, labor, or taxes shall be included as additional charges in excess of the charges in the Vendor's bid response to the specifications. The County agrees to pay all Monthly Statements within thirty days of receipt. In the event of a billing dispute, the County reserves the right to withhold payment on the disputed amount; in the event the billing dispute is resolved in favor of the Vendor, the County agrees to pay interest at a rate of 9% per annum on disputed amounts withheld commencing from the last date that payment was due.
5. **Binding Effect** - This agreement shall be binding upon the parties hereto and their successors and assigns for so long as this agreement remains in full force and effect.
6. **Termination** - This agreement may be terminated by the County upon thirty days advance written notice for any of the following reasons or under any of the following circumstances:
  - a. The County may terminate this agreement due to material breach of any term or


219-2018

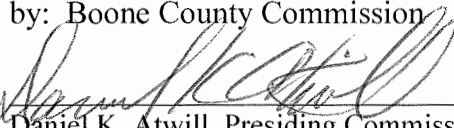
- condition of this agreement; or
- b. the County may terminate this agreement if in the opinion of the Boone County Commission if delivery of products are delayed or products delivered are not in conformity with bidding specifications or variances authorized by County; or
- c. if appropriations are not made available and budgeted for any calendar year.

**IN WITNESS WHEREOF** the parties through their duly authorized representatives have executed this agreement on the day and year first above written.

**IMAGE TECHNOLOGIES OF MISSOURI**

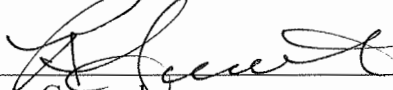
**BOONE COUNTY, MISSOURI**

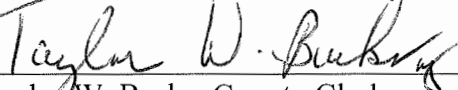
by   
 title Division Manager

by: Boone County Commission  
  
 Daniel K. Atwill, Presiding Commissioner

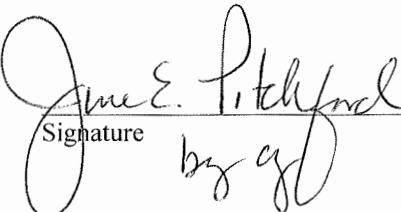
APPROVED AS TO FORM:

ATTEST:

  
 County Counselor

  
 Taylor W. Burks, County Clerk

In accordance with RSMo 50.660, I hereby certify that a sufficient unencumbered appropriation balance exists and is available to satisfy the obligation(s) arising from this contract. (Note: Certification of this contract is not required if the terms of this contract do not create a measurable county obligation at this time.)

  
 Signature by agd

4/13/18  
 Date

Term & Supply  
1170-91361 + 92301  
 Appropriation Account

## STANDARD CONTRACT TERMS AND CONDITIONS - BOONE COUNTY, MISSOURI

1. Contractor shall comply with all applicable federal, state, and local laws and failure to do so, in County's sole discretion, shall give County the right to terminate this Contract.
2. Prices shall include all charges for packing, delivery, installation, etc., (unless otherwise specified) to the Boone County Department.
3. The Boone County Commission has the right to accept or reject any part or parts of all bids, to waive technicalities, and to accept the offer the County Commission considers the most advantageous to the County. Boone County reserves the right to award this bid on an item-by-item basis, or an "all or none" basis, whichever is in the best interest of the County. The Purchasing Director reserves the right, when only one bid has been received by the bid closing date, to delay the opening of bids to another date and time in order to revise specifications and/or establish further competition for the commodity or service required. The one (1) bid received will be retained unopened until the new Closing date, or at request of bidder, returned unopened for re-submittal at the new date and time of bid closing.
4. When products or materials of any particular producer or manufacturer are mentioned in our contracts, such products or materials are intended to be descriptive of type or quality and not restricted to those mentioned.
5. Do not include Federal Excise Tax or Sales and Use Taxes in billing, as law exempts the County from them.
6. The delivery date shall be stated in definite terms.
7. The County Commission reserves the right to cancel all or any part of orders if delivery is not made or work is not started as guaranteed. In case of delay, the Contractor must notify the Purchasing Department.
8. In case of default by the Contractor, the County of Boone will procure the articles or services from other sources and hold the Contractor responsible for any excess cost occasioned thereby.
9. Failure to deliver as guaranteed may disqualify Contractor from future bidding.
10. Prices must be as stated in units of quantity specified, and must be firm.
11. The County of Boone, Missouri expressly denies responsibility for, or ownership of any item purchased until same is delivered to the County and is accepted by the County.
12. The County reserves the right to award to one or multiple respondents. The County also reserves the right to not award any item or group of items if the services can be obtained from a state or other governmental entities contract under more favorable terms. The resulting contract will be considered "Non-Exclusive". The County reserves the right to purchase advertising from other vendors.
13. The County, from time to time, uses federal grant funds for the procurement of goods and services. Accordingly, the provider of goods and/or services shall comply with federal laws, rules and regulations applicable to the funds used by the County for said procurement, and contract clauses required by the federal government in such circumstances are incorporated herein by reference.

These clauses can generally be found in the Federal Transit Administration's Best Practices Procurement Manual – Appendix A. Any questions regarding the applicability of federal clauses to a particular bid should be directed to the Purchasing Department prior to bid opening.

14. In the event of a discrepancy between a unit price and an extended line item price, the unit price shall govern.
15. Should an audit of Contractor's invoices during the term of the Agreement, and any renewals thereof, indicate that the County has remitted payment on invoices that constitute an over-charging to the County above the pricing terms agreed to herein, the Contractor shall issue a refund check to the County for any over-charges within 30-days of being notified of the same.
16. **For all titled vehicles and equipment the dealer must use the actual delivery date to the County** on all transfer documents including the Certificate of Origin (COO,) Manufacturer's Statement of Origin (MSO,) Bill of Sale (BOS,) and Application for Title.
17. **Equipment and serial and model numbers** - The contractor is strongly encouraged to include equipment serial and model numbers for all amounts invoiced to the County. If equipment serial and model numbers are not provided on the face of the invoice, such information may be required by the County before issuing payment.

**Insurance Requirements:** The contractor shall not commence work under this contract until they have obtained all insurance required under this paragraph and the Certificate of Insurance has been approved by the County, nor shall the contractor allow any subcontractor to commence work on their subcontract until all similar insurance required of subcontractor has been so obtained and approved. All policies shall be in amounts, form and companies satisfactory to the County which must carry an A-6 or better rating as listed in the A.M. Best or equivalent rating guide. Insurance limits indicated below may be lowered at the discretion of the County.

**Employers Liability and Workers Compensation Insurance:** The contractor shall take out and maintain during the life of the contract, **Employers Liability and Workers Compensation Insurance** for all of its employees employed at the site of work, and in case any work is sublet, the contractor shall require the subcontractor similarly to provide Workers Compensation Insurance for all of the latter's employees unless such employees are covered by the protection afforded by the Contractor. Workers Compensation coverage shall meet Missouri statutory limits. Employers Liability limits shall be \$500,000.00 each employee, \$500,000.00 each accident, and \$500,000.00 policy limit. In case any class of employees engaged in hazardous work under the contract at the site of the work is not protected under the Workers Compensation Statute, the contractor shall provide and shall cause each subcontractor to provide Employers Liability Insurance for the protection of their employees not otherwise protected.

**Commercial General Liability Insurance:** The contractor shall take out and maintain during the life of this contract, such commercial general liability insurance as shall protect it and any subcontractor performing work covered by this contract, from claims for damages for personal & advertising injury, bodily injury including accidental death, as well as from claims for property damages, which may arise from operations under this contract, whether such operations be by themselves or for any subcontractor or by anyone directly or indirectly employed by them. The amounts of insurance shall be not less than \$1,000,000.00 per occurrence/\$2,000,000 aggregate covering both bodily injury and property damage, including accidental death. If the Contract involves any underground/digging operations, the general liability certificate shall include X, C, and U (Explosion, Collapse, and Underground) coverage. If providing Commercial General Liability Insurance, then the Proof of Coverage of Insurance shall also be included.

The contractor may satisfy the minimum liability limits required for Commercial General Liability or Business Auto Liability under an Umbrella or Excess Liability policy. There is no minimum per occurrence limit of liability under the umbrella or Excess Liability; however, the Annual Aggregate limit shall not be less than the highest "Each Occurrence" limit for either Commercial General Liability or Business Auto Liability. **The contractor agrees to include the County as an Additional Insured on the umbrella or Excess Liability, unless the Certificate of Insurance state the Umbrella or Excess Liability provides coverage on a "Follow-Form" basis.**

**Business Automobile Liability:** The contractor shall maintain during the life of the contract, automobile liability insurance in the amount of not less than \$2,000,000.00 combined single limit for any one occurrence, covering both bodily injury, including accidental death, and property damage, to protect themselves from any and all claims arising from the use of the contractor's own automobiles, teams and trucks; hired automobiles, teams and trucks; non-owned and both on and off the site of work.

**Subcontractors:** The contractor shall cause each subcontractor to purchase and maintain insurance of the types and amounts specified herein. Limits of such coverage may be reduced only upon written agreement of County. The contractor shall provide to the County copies of certificates of insurance evidencing

coverage for each subcontractor. The subcontractor's commercial general liability and business automobile liability insurance shall name the County as Additional Insured and have the Waiver of Subrogation endorsements added.

**Proof of Carriage of Insurance:** The contractor shall furnish the County with Certificate(s) of Insurance which name the County as additional insured in an amount as required in the contract. The Certificate of Insurance shall provide that there will be no cancellation, non-renewal or reduction of coverage without 30 calendar days prior written notice to the County. In addition, such insurance shall be on an occurrence basis and shall remain in effect until such time as the County has made final acceptance of the services provided.

**INDEMNITY AGREEMENT:** To the fullest extent permitted by law, the contractor shall indemnify, hold harmless and defend the County, its directors, officers, agents, and employees from and against all claims, damages, losses and expenses (including but not limited to attorney's fees) arising by reason of any act or failure to act, negligent or otherwise, of the contractor, of any subcontractor (meaning anyone, including but not limited to consultants having a contract with contractor or a subcontract for part of the services), of anyone directly or indirectly employed by contractor or by any subcontractor, or of anyone for whose acts the contractor or its subcontractor may be liable, in connection with providing these services. This provision does not, however, require the contractor to indemnify, hold harmless, or defend the County of Boone from its own negligence.

Nothing in these requirements shall be construed as a waiver of any governmental immunity of the County, its officials nor any of its employees in the course of their official duties.

Failure to maintain the required insurance in force may be cause for contract termination. In the event the Agency/Service fails to maintain and keep in force the required insurance or to obtain coverage from its subcontractors, the County shall have the right to cancel and terminate the contract without notice.

**Certificate Holder address:**

County of Boone, Missouri  
C/O Purchasing Department  
613 E. Ash Street  
Columbia, MO 65201



## INSTRUCTIONS FOR COMPLIANCE WITH HOUSE BILL 1549

House Bill 1549 addresses the Department of Homeland Security's and the Social Security Administration's E-Verify Program (Employment Eligibility Verification Program) that requires the County to verify "lawful presence" of individuals when we contract for work/service; verify that contractor has programs to verify lawful presence of their employees when contracts exceed \$5,000; and a requirement for OSHA safety training for public works projects.

The County is required to obtain certification that the bidder awarded the attached contract participates in a federal work authorization program. To obtain additional information on the Department of Homeland Security's E-Verify program, go to:

<http://www.uscis.gov/portal/site/uscis/menuitem.eb1d4c2a3e5b9ac89243c6a7543f6d1a/?vgnextoid=75bce2e261405110VgnVCM1000004718190aRCRD&vgnnextchannel=75bce2e261405110VgnVCM1000004718190aRCRD>

Please complete and return form *Work Authorization Certification Pursuant to 285.530 RSMo* if your contract amount is in excess of \$5,000. **Attach to this form the first and last page of the *E-Verify Memorandum of Understanding* that you completed when enrolling for proof of enrollment.**

If you are an Individual/Proprietorship, then you must return the attached *Certification of Individual Bidder*. On that form, you may do one of the three options listed. Be sure to attach any required information for those options as detailed on the *Certification of Individual Bidder*. If you choose option number two, then you will also need to complete and return the attached form *Affidavit*.

COUNTY OF BOONE - MISSOURI  
WORK AUTHORIZATION CERTIFICATION  
PURSUANT TO 285.530 RSMo  
(FOR ALL AGREEMENTS IN EXCESS OF \$5,000.00)

County of St. Louis City  
State of MO )ss  
)

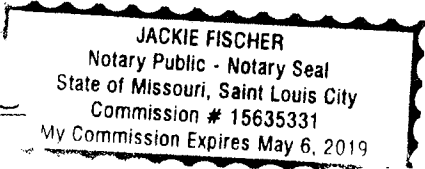
My name is Justine Lemmon I am an authorized agent of Summer One, Inc.  
(Bidder). This business is enrolled and participates in a federal work authorization program for all employees working in connection with services provided to the County. This business does not knowingly employ any person that is an unauthorized alien in connection with the services being provided. **Documentation of participation in a federal work authorization program is attached to this affidavit.**

Furthermore, all subcontractors working on this contract shall affirmatively state in writing in their contracts that they are not in violation of Section 285.530.1, shall not thereafter be in violation and submit a sworn affidavit under penalty of perjury that all employees are lawfully present in the United States.

Justine Lemmon 4/6/18  
Affiant Date  
Justine Lemmon  
Printed Name

Subscribed and sworn to before me this 6 day of April, 2018.

Jackie Fischer  
Notary Public



Attach to this form the first and last page of the *E-Verify Memorandum of Understanding* that you completed when enrolling.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
2/16/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).


<b>PRODUCER</b> J.W. Terrill, a Marsh & McLennan Agency LLC Co. 825 Maryville Centre Drive Suite 200 Chesterfield MO 63017	<b>CONTACT NAME:</b> Shelley Thompson <b>PHONE (A/C No, Ext):</b> 314-594-2632 <b>E-MAIL ADDRESS:</b> shelley.thompson@jwterril.com	<b>FAX (A/C No):</b> 888-307-1561
	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Atlantic Specialty Insurance Company <b>INSURER B:</b> <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	

**COVERAGES**      **CERTIFICATE NUMBER:** 1102307188      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:		7110150550002	3/1/2018	3/1/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/POP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		7110150550002	3/1/2018	3/1/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0		7110150550002	3/1/2018	3/1/2019	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
A	<input checked="" type="checkbox"/> <b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N    N/A		4060426990002	3/1/2018	3/1/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES** (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 SCHEDULE OF NAMED INSURED(S): Sumner Group, Inc.; Sumner One, Inc. dba Copying Concepts Office Systems; Datamax Office Systems; Unisource Document Products; Datamax Office Systems of Kansas City; Western Imaging; Corporate Business Systems  
 Re: Copier Maintenance  
 Boone County is included as Additional Insured(s) for General Liability, Automobile Liability, and Umbrella Liability with respect to work performed by the Named Insured, if required by written contract.  
 A waiver of subrogation is granted for General Liability and Worker's Compensation coverages in favor of Boone County Purchasing, where permitted by law and if required by written contract.

<b>CERTIFICATE HOLDER</b>  Boone County Attn: Melinda Bobbitt Boone County Annex Building 613 E Ash St. Room 109 Columbia MO 65201 USA	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  <b>AUTHORIZED REPRESENTATIVE</b> 
---	---

© 1988-2014 ACORD CORPORATION. All rights reserved.

**EXTENSION OF AGREEMENT  
AEPA BID #017**

Contract EXTENSION AGREEMENT made by and between

**Kyocera Document Solutions America (Vendor)  
Digital MFD/Copiers, Printers and Managed Document Services**

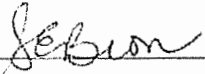
and

**Education Plus, MO (Member)**

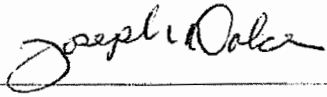
The existing Agreement was initially awarded through February 28, 2018. The Term of Contract and Extension in the AEPA Bid provides the Agreement may be extended for three (3) additional 12-month periods by mutual written agreement through February 28, 2021. **AEPA has approved this extension and now the Member and the Vendor desire to extend the Agreement for an additional term to commence February 28, 2018.** Upon the signatures of an authorized officer of the Member and the Vendor, the Agreement is hereby extended.

This extension shall be subject to the same Terms and Conditions as contained in the original AEPA Bid, and subject to the Bylaws, Policies and Procedures of AEPA in addition to the Member Terms and Conditions.

**Member**

Authorized Signature  Title Dir. of Proc. & Sales  
Typed Name Stephanie Grechart Brown Date 1/5/18

**Vendor**

Authorized Signature  Title Senior Director  
Typed Name Joseph Dolce Date January 8, 2018

The Vendor agrees to provide complete information of any deleted and new products or prices as allowed under headings (Discontinued Products) and (New Technology and Price Reduction) of the AEPA Bid.

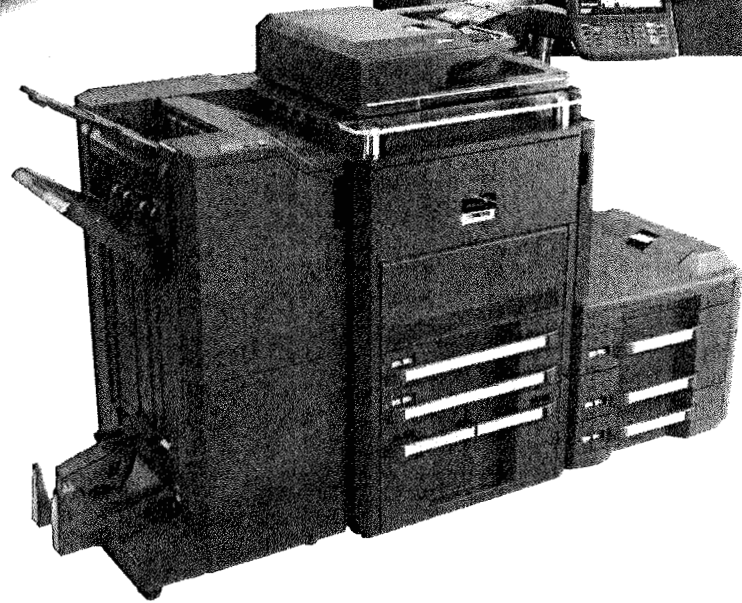
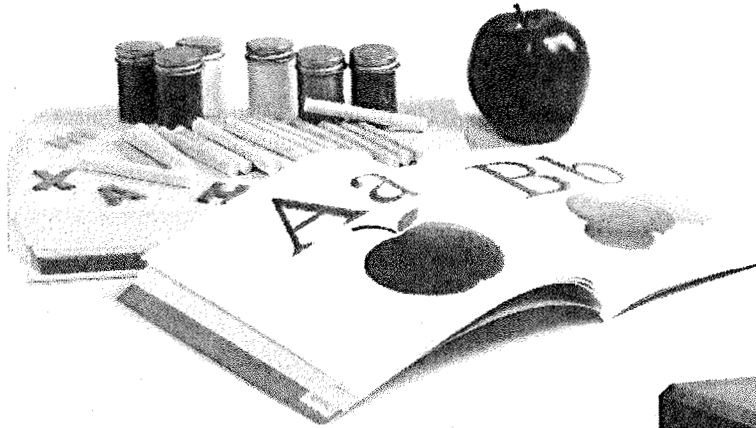
If you as the Vendor do not want to extend contract, please sign below.

**Discontinue: We desire to discontinue the contract, effective February 28.**

Authorized Signature \_\_\_\_\_ Title \_\_\_\_\_  
Typed Name \_\_\_\_\_ Date \_\_\_\_\_

NOTE: This agreement must be received by the Member on or before January 30, 2018.

# AEPA | Copiers and Printing Equipment



Association of Educational  
PURCHASING AGENCIES

**AEPA**

Contract Number AEPA IFB #017-B



KYOCERA Document Solutions America, Inc.  
*National Accounts*



# AEPA | Participation Agencies and States

Association of Educational  
PURCHASING AGENCIES

The Association of Educational Purchasing Agencies' (AEPA) is a nationwide group of nonprofit educational organizations working collaboratively to save school districts time and money.

AEPA has more than \$330 million in annual protected purchases. We are currently 24 members strong, representing schools serving more than 25 million students. Together we have hundreds of years of public sector purchasing experience.

Program Advantages:

- Time savings with lowest national pricing available
- Attract and leverage national vendors
- Detailed and complete bid process through nationally experienced participants
- Volume contracts based on 24 member participation
- Avoid duplication and expense of bid process

Our mission is to cooperatively serve our agency memberships through a continuous effort to explore and solve present and future purchasing needs. Our goals include working on your behalf to secure multi-state volume purchasing contracts that have benefits that are measurable, cost-effective and continuously exceed our membership's expectations.

Our current membership consists of the following states:

California	Massachusetts	Ohio
Colorado	Michigan	Oregon
Connecticut	Minnesota	Pennsylvania
Florida	Missouri	Texas
Iowa	Montana	Virginia
Indiana	North Dakota	Washington
Kansas	Nebraska	West Virginia
Kentucky	New Jersey	Wisconsin
	New Mexico	Wyoming



Association of Educational  
PURCHASING AGENCIES



**Panhandle Area Educational Consortium**  
Florida, Alabama, Georgia



**Cooperating School Districts**  
Missouri, Louisiana, Arkansas, Illinois

COLORADO BOCES ASSOCIATION



**Colorado BOCES Association**  
Colorado



**CREC**  
Capitol Region Education Council

**Capitol Region Education Council**  
Connecticut, Maine, New Hampshire, Rhode Island, Vermont



**Fairfax County Public Schools**  
Virginia



**Northeast Wyoming BOCES**  
Wyoming, South Dakota



**Wilson Education Center**  
Indiana



**The Education Cooperative**  
Massachusetts



**CESA Purchasing Org.**  
Wisconsin



**Cooperative Educational Services**  
New Mexico



**Green River Regional Educational Cooperative**  
Kentucky, Tennessee, Alabama, Georgia,  
Louisiana, North Carolina



**Middlesex Regional Educational Services**  
New Jersey



Where Smart Schools Shop  
[www.calsave.org](http://www.calsave.org)

**Cal Save - Monterey County Office of Education**  
California, Arizona, Nevada



**Iowa Educators Consortium**  
Iowa



**Southeast Kansas Education Service Center**  
Kansas, Oklahoma



**Minnesota Services Cooperatives**  
Minnesota, South Dakota

**MCS**

Montana Cooperative Services LLC

**Montana Cooperative Services LLC**  
Montana, Idaho



**Nebraska Cooperative Purchasing**  
Nebraska



**Keystone Purchasing Network**  
Pennsylvania, Delaware, Maryland, New Hampshire,  
New York, Rhode Island, West Virginia



**Educational Services Commission of New Jersey**  
New Jersey



**North Dakota Educators Service Cooperative**  
North Dakota



**Ohio Council of Educational Purchasing Consortia**  
Ohio



**Inter-Mountain Education Service District**  
Oregon



**TexBuy**  
Texas



**Oakland Schools**  
Michigan



**King County Director's Association**  
Washington, Alaska, Idaho



**Regional Education Service Agencies**  
West Virginia

Kyocera National Accounts In Partnership with  
the Association of Educational Purchasing Agencies  
Contract Number: AEP013.1-A

**GENERAL CONTRACT INFORMATION**

**Ordering Procedure**

Individual State Cooperative terms and conditions related to ordering may vary from state to state. Please refer to the terms and conditions as listed in the bid offering or contact your local National Account Manager for assistance. The bid offering terms and conditions are available at the AEPA website at <http://aepa-coop.org/>.

When a member agency selects product from Kyocera using the AEPA contract, the member agency issues a purchase order on a direct basis to Kyocera to the address below:

**Ordering Address**

KYOCERA Document Solutions America, Inc.  
Attn.: National Accounts  
c/o Local Authorized Dealer (insert name)  
225 Sand Road, PO Box 40008  
Fairfield, NJ 07004-0008  
Telephone: (973) 808-8444  
e-mail: [natorders@da.kyocera.com](mailto:natorders@da.kyocera.com) • Fax: (973) 882-4411  
DUNS #06-446-5503

**Payment Address**

KYOCERA Document Solutions America, Inc.  
As Shown on Invoice

This process is to be followed with the following exceptions:

- Indiana - All Indiana orders are to be placed using the IAESC Web Based ordering system.
- New Mexico - All New Mexico orders are to be placed through the CES the governing Cooperative for New Mexico.

For assistance on ordering in Indiana or New Mexico, please contact the National Account Manager for each of these states or the lead National Account Manager for the AEPA contract Philip Borchardt.

**Payment Terms**

Net 30 days. All prices shown herein are net (discount deducted).

**Federal I.D. No.**  
TIN: 95-2819506

**DUNS#**  
06-446-5503

**Business Size**  
Large

**Limited Warranty**

Kyocera warrants that all equipment delivered under this contract shall conform to the specification of this contract. All equipment will carry a 12-month manufacturers warranty against any defects in material and workmanship for a period of one year from the date of installation by Kyocera or an Authorized Kyocera Dealer except drums which are limited to proper performance at the time of installation. In the event this product is found to be defective within the warranty period, Kyocera obligation and your exclusive remedy shall be replacement of any defective parts. These warranties would be void if the equipment is not operated properly or misused. Drum warranties are limited to electrical functioning of the drum and are void if misused or physically damaged by the operator.

**Service**

The AEPA contract calls for service billing to be done on a "Cost Per Copy" (CPC) basis by the Authorized servicing dealer. A service & supply program will be set up at time of installation. This service will be on-site and will include all parts & labor, all preventative maintenance, and consumables except paper and staples.

**Lease Plans**

Lease Plans are available upon request. Please contact your National Account Manager for more information.

**Delivery**

It is desired that delivery be made within thirty-days (30) of receipt of the purchase order.

**Defective Goods**

Kyocera agrees to pay for return shipment on goods that arrive in a defective or inoperable condition. Kyocera agrees to arrange for return shipment of damaged goods.

For more information please contact  
the Kyocera Account Manager responsible  
for this contract nationwide, Philip Borchardt  
by calling: (612) 670-3889,  
or e-mail [philip.borchardt@da.kyocera.com](mailto:philip.borchardt@da.kyocera.com)



Kyocera is not responsible for typographical errors.  
Designs and specifications subject to change without notice.  
Photos are for illustration only, and may contain optional accessories not included in specific product configurations.  
©2017 KYOCERA Document Solutions America, Inc. All Rights Reserved



**Sample Purchase Order – Outright Purchase**

The following is an example of an Outright Purchase Order.  
Please pay particular attention to the areas marked A-I.  
Incorrect information in these areas will require modification from the issuing office.

1. AEPA CONTRACT NO. AEPA IFB #017B <b>A</b>		2. REQUISITION NO.		3. DATE OF ORDER DD/MM/YY		4. PURCHASE ORDER NUMBER AEPA-XXXXX-XXXXX		5. PRIORITY	
6. ISSUED BY AGENCY NAME ATTN, BUYERS NAME ADDRESS CITY, STATE ZIP				7. ADMINISTERED BY AGENCY NAME ADDRESS CITY, STATE ZIP				8. DELIVERY FOB (X) DESTINATION ( ) OTHER (See Schedule)	
9. CONTRACTOR Vendor Id: CAGE CODE  NAME AND ADDRESS KYOCERA Document Solutions America, Inc. ATTN: National Accounts C/O KYOCERA AUTHORIZED DEALER NAME 225 SAND ROAD, P.O. BOX 40008 FAIRFIELD, NJ 07004-008 <b>B</b>				10. DELIVERY TO FOB POINT BY (date)		11. MARK IF BUSINESS IS ( ) SMALL ( ) SMALL DIS-ADVANTAGED ( ) WOMEN OWNED ( ) OTHER		12. DISCOUNT AND/OR NET PAYMENT TERMS Net 30 Days <b>C</b>	
13. MAIL INVOICES TO:				14. CONSIGNEE AND DESTINATION (SHIP TO) AGENCY NAME ADDRESS ATTN: CITY, STATE ZIP				15. PAYMENT WILL BE MADE BY: AGENCY NAME ADDRESS ATTN: CITY, STATE ZIP	
16. ACCOUNTING AND APPROPRIATION DATA/LOCAL USE See Schedule									
17. ITEM NO.		18. ARTICLES OR SERVICES			19. QTY.	20. UNIT	21. UNIT PRICE	22. EXTENDED AMOUNT	
0001		FS-6530MFP 30 CPM Monochrome MFP <b>D</b>			01 <b>E</b>	Each	\$ x,xxx.xx <b>F</b>	\$ x,xxx.xx <b>G</b>	
If quantity accepted by the Agency is same as quantity ordered, indicated by x. If different, enter actual quantity accepted below quantity ordered and encircle				24. ORDERED BY Signature _____ <b>I</b> Name _____ Title: _____				25. TOTAL <b>H</b> \$ xxxxx.xx	
26. QUANTITY IN COLUMN 20 HAS BEEN ( ) INSPECTED ( ) RECEIVED ( ) ACCEPTED AND CONFORMS TO THE CONTRACT EXCEPT AS NOTED					27. PAYMENT ( ) COMPLETE ( ) PARTIAL ( ) FINAL			28. INITIALS	
DATE SIGNATURE OF AUTHORIZED GOVERNMENT REP					29. AMT VERIFIED FOR CHECK NUMBER			32. BILL OF LADING NO.	
30. I certify this account is correct and proper for payment					31. PAID BY				
DATE SIGNATURE OF AUTHORIZED GOVERNMENT REP					33. REC'D AT			34. REC'D BY	
					35. DATE REC'D				

**A. Contract Number** - Must Have AEPA Contract Number AEPA IFB #017B

**B. Vendor Address** - KYOCERA Document Solutions America, Inc..  
Attn: National Accounts  
c/o Local Authorized Kyocera Dealer (Insert Name)  
225 Sand Road, P.O. Box 40008  
Fairfield, New Jersey 07004-0008  
e-mail: natorders@da.kyocera.com

**C. Payment Terms** - Net 30 Days

**D. Products** - Descriptions of the items ordered by the user

**E. Quantity** - The quantity ordered of the unit

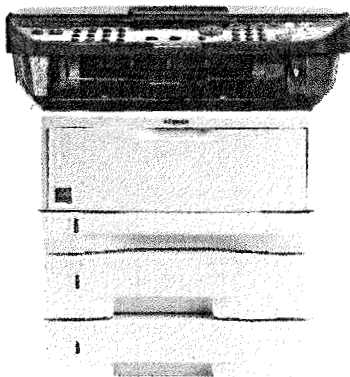
**F. Price** - The price of one unit to be purchased

**G. Total Price Per Item** - The total amount for that item based on the unit price (Quantity Ordered x Unit Price)

**H. Total Price of Purchase Order** - The total dollar amount obligated for the purchase order

**I. Signature** - Be sure to sign the purchase order. Must be signed by an authorized Contracting/Ordering Officer





The ECOSYS M2040dn monochrome multifunctional printer offers **exceptional print quality** and advanced features in a desktop device designed for the budget conscious business. Easy to use, its **exceptional reliability**, low TCO and ECOSYS **long life consumables** will ensure maximum uptime, while On-The-Go printing and scanning capabilities will provide users with anytime, anywhere accessibility. With print speeds up to 42 ppm, advanced security features and convenient walk-up USB accessibility, the ECOSYS M2040dn can affordably take your business processes to the next level.

## ECOSYS M2040dn

### SPECIFICATIONS AT A GLANCE

- Speed : 42 Pages Per Minute
- Functions: Standard Network Print, Scan and Copy
- Max Monthly Duty Cycle: 50,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi, Fine 1200 dpi
- Standard Paper Supply: 250 Sheet Drawer, 50 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: Drawers: 16 lb. Bond, MPT: 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard Stackless
- Network Connectivity: Standard 10/100/1000BaseTX
- PCL: PRESCRIBE, PCL6 (PCL XL/PCL-6e), KPDL3/PDL, PDF Direct Printing, XPS, OpenXPS, TIFF, JPEG



### ■ ECOSYS M2040dn

Model	Description	AEPA Price
ECOSYS M2040dn	42 PPM A4 Monochrome 3 in 1 MFP (Copy, Print, Color Scan)	\$ 611.00
<b>Accessories</b>		
PF-110	250 Sheet Paper Drawer (Maximum 2 units)	80.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
UG-33	Upgrade Kit for Thin Print Support	78.00
Copier Stand	Stand	126.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*






The ECOSYS M2540dw combines **exceptional print quality** with advanced features in a monochrome multifunctional printer designed for the budget conscious business. Easily copy, print, scan and fax from a device that offers **reliability**, low TCO and ECOSYS **long life consumables**. Workgroups can easily drive their business from anywhere, with **wireless functionality** and **On-The-Go printing/scanning** capabilities. Add to this print speeds up to 42 ppm, advanced security features, and convenient walk-up USB accessibility, and you'll see why the ECOSYS 2540dw can affordably take your business processes to the next level.

### ECOSYS M2540dw

#### SPECIFICATIONS AT A GLANCE

- Speed: 42 Pages Per Minute
- Functions: Standard Network Print, Scan, Copy and Fax/Network Fax
- Max Monthly Duty Cycle: 50,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi, Fine 1200 dpi
- Standard Paper Supply: 250 Sheet Drawer, 50 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight Drawers: 15 lb. Bond, MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard Stackless
- Network Connectivity Standard: 10/100/1000BaseTX
- PCL: PRESCRIBE, PCL6 (PCL-XL/PCL-6e), KPCL3, PDF, PDF Direct Printing, XPS, OpenAPS, TIFF, JPEG
- Fax Modem Speed: 33.6Kbps
- Fax Memory: 3.5MB



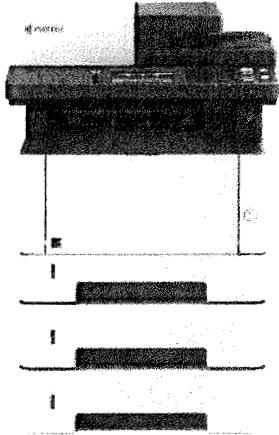
■ **ECOSYS M2540dw**

Model	Description	AEPA Price
ECOSYS M2540dw	42 PPM A4 Monochrome 4 in 1 MFP (Copy, Print, Fax, Color Scan with STD Wireless Capability)	\$ 688.00
<b>Accessories</b>		
PF-110	250 Sheet Paper Drawer (Maximum 2 units)	80.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
UG-33	Upgrade Kit for Thin Print Support	78.00
Copier Stand	Stand	126.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

Copier Maintenance Pricing pages 39-49.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.





The ECOSYS M2640idw packs power and capabilities in a monochrome desktop multifunctional printer, with **advanced features** that make it ideal for the budget conscious business. It combines **exceptional print quality, reliability** and low TCO with ECOSYS **long life consumables**. On-The-Go printing/scanning capabilities and wireless functionality allow workgroups to easily drive their business from anywhere. With print speeds up to 42 ppm, HyPAS capability, **advanced security features**, convenient walk-up USB accessibility and an easy-to-use tablet-like touch screen, the ECOSYS M2640idw can affordably take your business processes to the next level.

## ECOSYS M2640idw

### SPECIFICATIONS AT A GLANCE

- Speed: 42 Pages Per Minute
- Functions: Standard Network Print, Scan, Copy and Fax/Network Fax
- Max Monthly Duty Cycle: 50,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi, Fine 1200 dpi
- Standard Paper Supply: 250 Sheet Drawer, 50 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight Drawers: 16 lb. Bond, MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard Stackless
- Network Connectivity Standard: 10/100/1000BaseTX
- PCL: PCL5, PCL6 (PCL-6L/PCL-6e), KPCL3, PDF, PDF Direct Printing, XPS, OpenPPL, TIFF, JPEG
- Fax Modem Speed: 33.6Kbps
- Fax Memory: 3.5MB



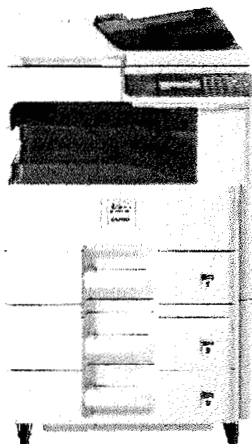
### ■ ECOSYS M2640idw

Model	Description	AEPA Price
ECOSYS M2640idw	42 PPM A4 Monochrome 4 in 1 MFP (Copy, Print, Fax, Color Scan and HyPAS** with STD Wireless Capability)	\$ 786.00
<b>Accessories</b>		
PF-110	250 Sheet Paper Drawer (Maximum 2 units)	80.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
UG-33	Upgrade Kit for Thin Print Support	78.00
Copier Stand	Stand	126.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

Copier Maintenance Pricing pages 39-49.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.





With a fast output speed of 25 ppm, the KYOCERA exceptional image quality at highly efficient print speeds of 25 pages per minute combine with superior scanning, copy, and fax capabilities to boost productivity. **Advanced integrated business applications** enable the device to transcend the boundaries of traditional multifunctional printers, creating powerful solutions that fuel performance while simplifying document workflow. Kyocera's advanced, award-winning ECOSYS technology is well regarded as a **cost-effective and highly reliable solution**. Energy use has been reduced and most replacement parts eliminated or replaced with long life components. As a result, with the ECOSYS FS-6525MFP you are able to enjoy the benefits of document imaging devices that **lower operating costs, minimize downtime, and maximize efficiency.**

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## FS-6525MFP

### SPECIFICATIONS AT A GLANCE

- Speed: 25 Pages Per Minute
- Functions: Standard Network Print, Copy and Color Scan, Optional Fax/Network Fax
- Max Monthly Duty Cycle: 80,000 Pages Per Month
- Resolution: 600 x 600 dpi, Fast 1200 Mode
- Max Paper Size: 11" x 17"
- Max Paper Weight: Drawers 4) 16 Bond, MPT 140 lb. Index
- Original Size: 5.5" x 8.5" – 11" x 17" (Statement – Ledger)
- Duplexing: Standard
- Network Connectivity: Standard 10/100/1000BaseTX, USB
- PCL: PRESCRIBE PCL6, (PCL5e, PCLXL) KPCL3, Line Printer, IBM Proprinter X24E, EPSON LQ850, DIABLO 630, PDF1.5, XPS
- Fax Modem Speed: 33.6kbps
- Fax Memory: 9.5MB std



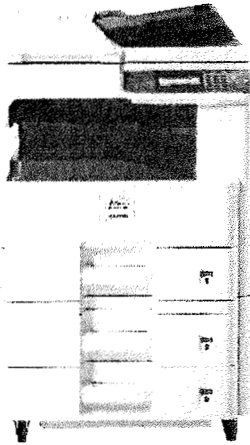
### ■ FS-6525MFP SOLUTIONS

Model	Description	AEPA Price
ECOSYS FS-6525MFP	25 PPM A3 Monochrome MFP	\$ 1,752.00
<b>Accessories</b>		
DF-470	500 Sheets Document Finisher (requires AK-470)	482.00
PF-470	500 Sheets Paper Feeder	338.00
PF-471	500 Sheets x 2 Paper Feeder	501.00
Fax System U	Fax Board	352.00
Card Reader Holder (B)	HID Card Reader Holder for Card Authentication Kit(B)	48.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
AK-470	Bridge unit for installation of DF-470	51.00
Stand Riser	Riser for Mainframe with Paper feeder/Mainframe with Stand	95.00
Copier Stand	Copier Stand	168.00
SD-144-1(A)	1 GB Print Memory Upgrade - 100 Pin DIMM	72.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*



Association of Educational  
PURCHASING AGENCIES




With a fast output speed of 30 ppm, the KYOCERA exceptional image quality at highly efficient print speeds of 30 pages per minute combine with superior scanning, copy, and fax capabilities to boost productivity. **Advanced integrated business applications** enable the device to transcend the boundaries of traditional multifunctional printers, creating powerful solutions that fuel performance while simplifying document workflow. Kyocera's advanced, award-winning ECOSYS technology is well regarded as a **cost-effective** and **highly reliable solution**. Energy use has been reduced and most replacement parts eliminated or replaced with long life components. As a result, with the ECOSYS FS-6530MFP you are able to enjoy the benefits of document imaging devices that **lower operating costs, minimize downtime, and maximize efficiency**.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.

## FS-6530MFP

### SPECIFICATIONS AT A GLANCE

- Speed: 30 Pages Per Minute
- Functions: Standard Network Print, Copy and Color Scan, Optional Fax/Network Fax
- Max Monthly Duty Cycle: 100,000 Pages Per Month
- Resolution: 600 x 600 dpi, Fast 1200 Mode
- Standard Paper Supply: 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Max Paper Size: 11" x 17"
- Max Paper Weight: Drawers 43 lb Bond, MPT 140 lb. Index
- Original Size: 5.5" x 8.5" – 11" x 17" (Statement – Ledger)
- Duplexing: Standard
- Network Connectivity: Standard 10/100/1000BaseTX, USB
- PCL: PRESCRIBE, PCL6, (PCL5e, PCLXL) K/PCL3, Line Printer, IBM Proprinter X24E, EPSON LQ850, Diablo 630, PDF1.5, XPS
- Fax Modem Speed: 33.6Kbps
- Fax Memory: 9.5MB



### ■ **FS-6530MFP SOLUTIONS**

<b>Model</b>	<b>Description</b>	<b>AEPA Price</b>
ECOSYS FS-6530MFP	30 PPM, A3 Monochrome MFP	\$ 1,975.00
<b>Accessories</b>		
DF-470	500 Sheets Document Finisher (requires AK-470)	482.00
PF-470	500 Sheets Paper Feeder	338.00
PF-471	500 Sheets x 2 Paper Feeder	501.00
Fax System U	Fax Board	352.00
Card Reader Holder (B)	HID Card Reader Holder for Card Authentication Kit(B)	48.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
AK-470	Bridge unit for installation of DF-470	51.00
Stand Riser	Riser for Mainframe with Paper feeder/Mainframe with Stand	95.00
Copier Stand	Copier Stand	168.00
SD-144-1(A)	1 GB Print Memory Upgrade - 100 Pin DIMM	72.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





The ECOSYS M3040idn provides small to midsized businesses with powerful document imaging capabilities. It offers the standard features you expect, including 42 ppm crisp black and white printing, copying and color scanning, but its capabilities extend far beyond that. A 7" color touch screen control panel redefines job efficiency by storing your routine tasks. It also streamlines access to business applications that bring added capabilities to your document workflows. Optional wireless and standard mobile printing and scanning capabilities enable access wherever your business takes you. As importantly, ECOSYS long life consumables and an impressive drum yield deliver the economical and ecological solution making this device the smart choice for your business.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## ECOSYS M3040idn

### SPECIFICATIONS AT A GLANCE

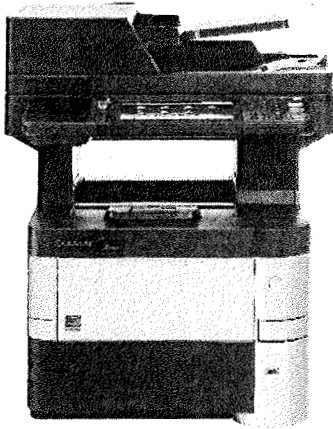
- Speed: 42 Pages Per Minute
- Functions: Standard Network Print, Copy and Color Scan
- Max Monthly Duty Cycle: 150,000 Pages Per Month
- Resolution: 600 x 600 dpi, Fast 1200 Mode
- Standard Paper Supply: 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: Drawers 32 lb. Bond; MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard
- Network Connectivity Standard: 10/100/1000BaseTX, High Speed USB 2.0
- Optional: IEEE 802.11 b/g/n
- PCL: PRESCRIBE, PCL6 (PCL5e/PCLXL), XPDL3, Line Printer, IBM Proprinter X24E, EPSON LQ160

■ **ECOSYS M3040idn SOLUTIONS**

Model	Description	AEPA Price
ECOSYS M3040idn	42 PPM A4 Monochrome MFP 3 in 1 model (Copy, Print, Color Scan)	\$ 1,233.00
<b>Accessories</b>		
PF-320	500 Sheets optional paper feed cassette	153.00
PT-320	Face-up Tray Rear Output Tray for M3550idn / 3560idn	24.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
PCL Barcode Flash 3.0 (Type D)	Barcode Flash	168.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment	33.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
Stand	Copier Stand	158.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





The ECOSYS M3540idn provides small to midsized businesses with powerful document imaging capabilities. It offers the standard features you expect, including 42 ppm crisp black and white printing, copying, fax and color scanning, but its capabilities extend far beyond that. **A 7" color touch screen control panel** redefines job efficiency by **storing your routine tasks**. It also **streamlines access to business applications** that bring added capabilities to your document workflows. Optional wireless and standard mobile printing and scanning capabilities enable access wherever your business takes you. As importantly, ECOSYS **long life consumables** and an impressive drum yield deliver the **economical and ecological solution** making this device the smart choice for your business.

## ECOSYS M3540idn

### SPECIFICATIONS AT A GLANCE

- 42 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan and B&W Fax/Network Fax
- Max Monthly Duty Cycle: 150,000 Pages Per Month
- Resolution: 600 x 600 dpi, Fast 1200 Mode
- Standard Paper Supply: 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight Drawers: 32 lb. Bond, MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard
- Network Connectivity Standard: 10/100/1000BaseTX, High Speed USB 2.0
- Optional: IEEE 802.11 b/g/n
- PCL: PRESCRIBE, PCL6 (PCL5e/PCLXL), KPDL3, Line Printer, IBM Proprinter X24E, EPSON LQ150
- Fax Modem Speed: 33.6Kbps
- Fax Memory: 3.5MB



### ■ ECOSYS M3540idn SOLUTIONS

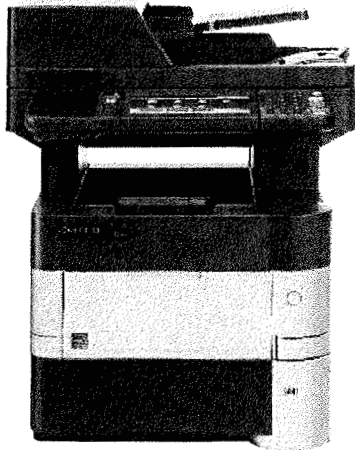
Model	Description	AEPA Price
ECOSYS M3540idn	42 PPM A4 Monochrome MFP 4 in 1 model (Copy, Print, Fax, Color Scan)	\$ 1,403.00
<b>Accessories</b>		
PF-320	500 Sheets optional paper feed cassette	153.00
PT-320	Face-up Tray Rear Output Tray for M3550idn / 3560idn	24.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
PCL Barcode Flash 3.0 (Type D)	Barcode Flash	168.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment	33.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
Stand	Copier Stand	158.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.








The ECOSYS M3550idn is a one-stop solution that **streamlines document workflows** while keeping your bottom line in check. Bringing multifunctional power and mobility to corporate work-groups, it combines crisp 52 ppm black and white output with fax and color scanning. **A 7" customizable and tablet-like color touch screen** redefines job efficiency by enabling **easy storage of routine tasks** as well as quick access to business applications that bring added capabilities to your document workflows. As importantly, ECOSYS **long life consumables** and an **impressive drum yield** deliver the **economical and ecological solution** making this device the smart choice for your business.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## ECOSYS M3550idn

### SPECIFICATIONS AT A GLANCE

- 52 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan and B&W Fax/Network Fax
- Max Monthly Duty Cycle: 250,000 Pages Per Month
- Resolution: 600 x 600 dpi, Fast 1200 Mode
- Standard Paper Supply: 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Max Paper Weight: Drawers 32 lb. Bond, MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard
- Network Connectivity Standard: 10/100/1000BaseTX, High Speed USB 2.0
- Optional: IEEE 802.11 b/g/n
- PCL, PRESCRIBE, PCL6 (PCL5e, PCLXL), XPS, Line Printer, IBM Proprinter X24E, EPSON L3000
- Fax Modem Speed: 33.6Kbps
- Fax Memory: 32MB



### ■ ECOSYS M3550idn SOLUTIONS

Model	Description	AEPA Price
ECOSYS M3550idn	52 PPM A4 Monochrome MFP 4 in 1 model (Copy, Print, Fax, Color Scan)	\$1,469.00
<b>Accessories</b>		
PF-320	500 Sheets optional paper feed cassette	153.00
PT-320	Face-up Tray Rear Output Tray for M3550idn / 3560idn	24.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
PCL Barcode Flash 3.0 (Type D)	Barcode Flash	168.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment	33.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
Stand	Copier Stand	158.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





The ECOSYS M3560idn is a one-stop solution that **streamlines document workflows** while keeping your bottom line in check. Bringing multifunctional power and mobility to corporate workgroups, it combines crisp 62 ppm black and white output with fax and color scanning.

**A 7" customizable and tablet-like color touch screen** redefines job efficiency by enabling **easy storage of routine tasks** as well as quick access to business applications that bring added capabilities to your document workflows. As importantly, **ECOSYS long life consumables** and an **impressive drum yield** deliver the **economical and ecological solution** making this device the smart choice for your business.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.

## ECOSYS M3560idn

### SPECIFICATIONS AT A GLANCE

- 62 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan and B&W Fax/Network Fax
- Max Monthly Duty Cycle: 275,000 Pages Per Month
- Resolution: 600 x 600 dpi, Fast 1200 Mode
- Standard Paper Supply: 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Max Paper Weight: Drawers 32 lb. Bond, MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard
- Network Connectivity Standard: 10/100/1000BaseTX, High Speed USB 2.0
- Optional: IEEE 802.11 b/g/n
- PCL: PRESCRIBE, PCL6 (PCL6e/PCLXL), KPCL3, Line Printer, IBM Proprietary X24E, EPSON LQI50
- Fax Modem Speed: 33.6Kbps
- Fax Memory: 3.5MB

■ **ECOSYS M3560idn SOLUTIONS**

Model	Description	AEPA Price
ECOSYS M3560idn	62 PPM A4 Monochrome MFP 4 in 1 model (Copy, Print, Fax, Color Scan)	\$2,489.00
<b>Accessories</b>		
PF-320	500 Sheets optional paper feed cassette	153.00
PT-320	Face-up Tray Rear Output Tray for M3550idn / 3560idn	24.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
PCL Barcode Flash 3.0 (Type D)	Barcode Flash	168.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment	33.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
Stand	Copier Stand	158.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





The Kyocera TASKalfa 3011i Black and White MFP brings **impressive performance** to power your document needs. Print, Copy and Color Scan capabilities, along with advanced finishing options, deliver fast, professional output. A customizable **9" color touch screen** offers easy access directly from the MFP to a wide array of flexible features and business applications to optimize workflow, while **wireless and remote access capabilities** ensure vital information is easily retrievable no matter where your business takes you.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 3011i

### SPECIFICATIONS AT A GLANCE

- 30 Pages Per Minute
- Functions: Standard Network Print, Copy, Scan and Optional Fax
- Max Monthly Duty Cycle: 125,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9600 x 600 dpi interpolated / 8 bit color depth
- Standard Paper Supply: 1,100 Sheets
- Max Paper Size: 11" x 17" (Trays and MPT)
- Max Paper Weight: 90 lb Index (Trays), 140 lb Index (MPT)
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PRESCRIBE, PCL6 (Se, XL), KPCL3 (PCL3), XPS, Optional: UG-34 IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed: 33.3 kbps
- Fax Memory: Standard 170 MB

## MONOCHROME MFP

### ■ TASKalfa 3011i SOLUTIONS

Model	Description	AEPA Price
TASKalfa 3011i	30 PPM A3 B&W MFP	\$ 1,973.00
<b>Accessories</b>		
DP-7120	Reversed DP (RADF) 50 sheets	526.00
DP-7110	Dual Scan DP (DSDP) 270 sheets	834.00
DP-7100	140 Sheet Reversing Automatic Document Processor	658.00
PF-791	500 Sheets x 2 Paper Feeder	598.00
PF-810	1,500 Sheets x 2 Paper Feeder	640.00
DF-791	3,000 Sheets Finisher (Requires AK-740 for installation)	1,159.00
DF-7120	1,000 Sheets Finisher (Requires AK-740 for installation)	714.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
PH-7A	2/3 Hole Punch Unit for DF-7120/791	311.00
FAX System 12	Network Fax	630.00
Internet Fax (A)	Internet Fax Kit [requires Fax System 12 ]	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Scan extension Kit(A)	Searchable PDF Kit	328.00
Keyboard Holder (10)	Keyboard Tray Kit	62.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Card Reader Holder(E)	Card Reader Tray Kit	35.00
AK-740	Attachment Kit for DF-7120/791	87.00
Stand	Copier Stand	194.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





Powering your business and your workflow, the TASKalfa 3511i is designed with YOUR company in mind, bringing advanced functionality into a multifunctional system that is simple to operate yet mindful of your bottom line. The 35 page per minute copy and print speed, and robust scanning is just the start, your office's productivity will soar with the addition of KYOCERA business applications that handle day-to-day document imaging and workflow requirements with ease.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 3511i

### SPECIFICATIONS AT A GLANCE

- 35 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan and Document Box, Optional Fax/Network Fax, Dual Fax
- Max Monthly Duty Cycle: 150,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9000 x 600 dpi interpolated / 8 bit color depth
- Standard Paper Supply: 1,100 Sheets
- Max Paper Size: 11" x 17" (Trays and MPT)
- Max Paper Weight: 90 lb Index (Trays), 140 lb Index (MPT)
- Original Size: 11" x 17"
- Duplexing: Standard Embedded Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PDL (PRESCRIBE), PCL6 (NL, 5e), KPDCL (PCL3)
- Fax Modem Speed: 33.3 kbps
- Fax Memory: 12 MB Std, 120 MB Max



### ■ TASKalfa 3511i SOLUTIONS

Model	Description	AEPA Price
TASKalfa 3511i	35 PPM A3 B&W MFP	\$ 2,030.00
<b>Accessories</b>		
DP-7120	Reversed DP (RADF) 50 sheets	526.00
DP-7110	Dual Scan DP (DSDP) 270 sheets	834.00
DP-7100	140 Sheet Reversing Automatic Document Processor	658.00
PF-791	500 Sheets x 2 Paper Feeder	598.00
PF-810	1,500 Sheets x 2 Paper Feeder	640.00
DF-791	3,000 Sheets Finisher (Requires AK-740 for installation)	1,159.00
DF-7120	1,000 Sheets Finisher (Requires AK-740 for installation)	714.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
PH-7A	2/3 Hole Punch Unit for DF-7120/791	311.00
FAX System 12	Network Fax	630.00
Internet Fax (A)	Internet Fax Kit [requires Fax System 12 ]	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Scan extension Kit(A)	Searchable PDF Kit	328.00
Keyboard Holder (10)	Keyboard Tray Kit	62.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Card Reader Holder(E)	Card Reader Tray Kit	35.00
AK-740	Attachment Kit for DF-7120/791	87.00
Stand	Copier Stand	194.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*



**Association of Educational Professionals**



The TASKalfa 4002i Black and White MFP is **ideal for workgroups** seeking to automate print, copy, and color scan workflows, while maximizing productivity. Offering **superior performance and intuitive functionality**, the TASKalfa 4002i transforms business processes, with support for a wide range of paper sizes and media types. Designed to make quick work of demanding applications, the scalable TASKalfa 4002i supports optional Finishers to automate cumbersome manual tasks, and expandable paper supply to ensure uninterrupted operation. Add to that Kyocera's **award-winning ultra-reliability** and **unique long-life technology**, and you have a powerful document solution that delivers superior performance and proven productivity.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 4002i MONOCHROME MFP

### SPECIFICATIONS AT A GLANCE

- Speed: 40 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan and Document Box  
Optional Fax/Network Fax, Dual Fax
- Max Monthly Duty Cycle: 175,000 Pages Per Month
- Resolution: 600 x 600 dpi
- Standard Paper Supply: Dual 500 Sheet Trays, 150 Sheet MPT
- Max Paper Size: 12" x 18"
- Max Paper Weight: 160 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Embedded Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL, PRESCRIBE, PCL6 (PCL-AL / PCL-S), KPCL3 (PCL3), XPS, OPEN XPS,  
Optional (L3-D) IBM ProPrinter, Line Printer, L3-800
- Fax Modem Speed (Optional): 33.3 kbps
- Fax Memory (Optional): 170 MB Standard

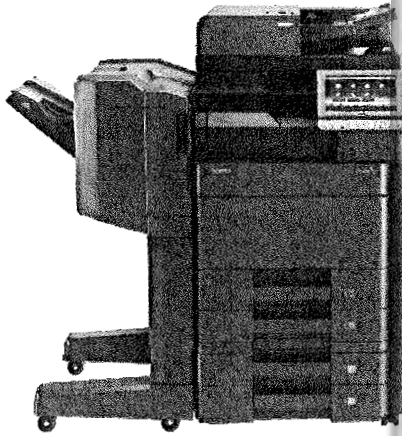
### ■ TASKalfa 4002i SOLUTIONS

Model	Description	AEPA Price
TASKalfa 4002i	40 PPM A3 B&W MFP	\$ 2,515.00
<b>Accessories</b>		
DP-7100	140 Sheet Reversing Automatic Document Processor	658.00
DP-7110	270 Sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Staple Finisher (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Staple Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Trays	598.00
PF-7110	Dual 1,500 Sheet Paper Trays	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7120/7110	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit [requires Fax System (W)B ]	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide(A)	MPT Guide attachment to assist the feeding of banner paper.	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment kit for DF-7120 / DF-7110	87.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
Card Reader Holder 11	Card Reader Holder	35.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
STAND	Copier Cabinet Stand	194.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

Copier Maintenance Pricing pages 39-49.



Association of Educational  
PURCHASING AGENCIES



## TASKalfa 5002i

### MONOCHROME MFP

#### SPECIFICATIONS AT A GLANCE

- Speed: 50 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan and Document Box  
Optional Fax/Network Fax, Dual Fax
- Max Monthly Duty Cycle: 250,000 Pages Per Month
- Resolution: 600 x 600 dpi
- Standard Paper Supply: Dual 500 Sheet Trays, 100 Sheet MPT
- Max Paper Size: 12" x 18"
- Max Paper Weight: 165 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Embedded Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL, PSCRIPT, PCL6 (PCL-XL / PCL6), KPDL3 (PS3), XPS, OPEN XPS,  
Optional (UG-34) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed (Optional): 33.3 kbps
- Fax Memory (Optional): 120 MB Standard

With an uncompromising feature set, the versatile TASKalfa 5002i is a powerful Black and White MFP that streamlines business-critical print, copy, and color scan tasks. From intuitive walk-up operation to **flexible desktop control**, the TASKalfa 5002i improves the way you manage information across your enterprise. This powerful platform enables users to quickly and efficiently produce hardcopy documents and digital files with fast throughput and scanning speeds. To further automate workflow, the TASKalfa 5002i can be equipped with added paper capacity and finishing, for **maximum productivity and minimum job turnaround time**. Integrated business applications can further enhance capabilities, and keep information moving at the speed of your business.

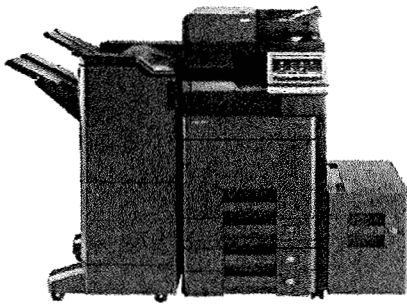
*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

■ **TASKalfa 5002i SOLUTIONS**

<b>Model</b>	<b>Description</b>	<b>AEPA Price</b>
TASKalfa 5002i	50 PPM A3 B&W MFP	\$ 2,896.00
<b>Accessories</b>		
DP-7100	140 Sheet Reversing Automatic Document Processor	658.00
DP-7110	270 Sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Staple Finisher (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Staple Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Trays	598.00
PF-7110	Dual 1,500 Sheet Paper Trays	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7120/7110	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit [requires Fax System (W)B ]	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide(A)	MPT Guide attachment to assist the feeding of banner paper.	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment kit for DF-7120 / DF-7110	87.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
Card Reader Holder 11	Card Reader Holder	35.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
STAND	Copier Cabinet Stand	194.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





The TASKalfa 6002i is a best-in-class Black and White MFP that combines print, copy, and color scan functionality into one **powerful platform**. To ensure that your organization runs at peak efficiency, the TASKalfa 6002i offers an unmatched array of standard features, **professional finishing options**, and host of customizable business applications that further streamline workflow. Add to that Kyocera's **award-winning ultra-reliability** and unique **long-life technology**, and proven leadership in technology innovation, and the TASKalfa 6002i will transform end-to-end document processes... and drive bottomline business growth.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*



**Association of Educational Publishing Agencies**

## TASKalfa 6002i

### MONOCHROME MFP

#### SPECIFICATIONS AT A GLANCE

- Speed: 55 Pages Per Minute
- Functions: Standard Network Print, Copy, Color Scan & Document Box, Optional Fax/Network Fax & Dual Fax
- Max Monthly Duty Cycle: 225,000 Pages Per Month
- Resolution: 600 x 600 dpi
- Standard Paper Supply: Dual 500 Sheet Trays, 150 Sheet MPT
- Max Paper Size: 12" x 18"
- Max Paper Weight: 168 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Embedded Duplex
- Network Connectivity: 10/100/1000BaseTK, High Speed USB 2.0
- PCL, PSCRIPT5E, PCL6 (PCL-6L / PCL6), XPS, OPEN XPS, Optional (UG-34) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed (Optional): 33.3 kbps
- Fax Memory (Optional): 120 MB Standard

### ■ TASKalfa 6002i SOLUTIONS

Model	Description	AEPA Price
TASKalfa 6002i	60 PPM A3 B&W MFP	\$ 4,242.00
<b>Accessories</b>		
DP-7100	140 Sheet Reversing Automatic Document Processor	658.00
DP-7110	270 Sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Staple Finisher (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Staple Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Trays	598.00
PF-7110	Dual 1,500 Sheet Paper Trays	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7120/7110	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit [requires Fax System (W)B ]	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide(A)	MPT Guide attachment to assist the feeding of banner paper.	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment kit for DF-7120 / DF-7110	87.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
Card Reader Holder 11	Card Reader Holder	35.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
STAND	Copier Cabinet Stand	194.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*



The TASKalfa 7002i is an advanced Black-and-White MFP that offers the best of all worlds – **outstanding ease of use**, extraordinary image quality, fast throughput and exceptional durability. This **versatile system** is ideal for busy workgroups that require the flexibility to communicate in hardcopy and digital form. Print at up to 70 pages per minute. Scan at up to 220 images per minute. To further **streamline processes**, the customizable TASKalfa 7002i can be equipped with added paper drawers, professional finisher and integrated **plug-and-play** Kyocera business applications. Combined with **ultra-reliability and long-life technology**, Kyocera takes the end-user experience, and your business, to another level.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.

## TASKalfa 7002i

### SPECIFICATIONS AT A GLANCE

- 70 Pages Per Minute
- Functions: Black and White Multifunctional System – Print/Scan/Copy/Optional Fax
- Max Monthly Duty Cycle: 3400,000 Pages Per Month
- Resolution: 600 x 600 dpi, 1600 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 4,150 Sheets
- Max Paper Size: 12" x 18"
- Max Paper Weight: Trays / MPT: 16 lb Bond – 166 lb Index (60 – 300gsm)
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PSCRIPT5, PCL6 (PCL 6L / PCL6E), KPSL3(PCL3), PDF, OpenPCL, XPS, PPMML, Optional LPS-341 IBM ProPrinter, Line Printer, LQ-850
- Optional Fax Modem Speed: 33.3 kbps
- Optional Fax Memory: Standard 170 MB



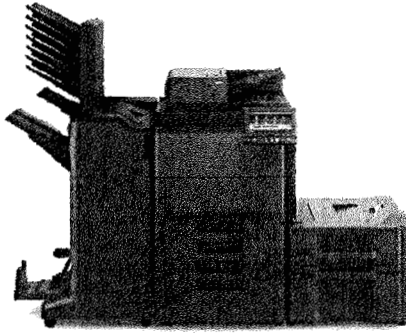
### ■ TASKalfa 7002i SOLUTIONS

Model	Description	AEPA Price
TASKalfa 7002i	70 PPM, A3 Monochrome MFP	\$ 8,053.00
<b>Accessories</b>		
DF-7110	4,000 Sheet Finisher	1,159.00
PF-7130	500 Sheet Side Multi-Media Tray	387.00
PF-730(B) *	Dual 500 Sheet Paper Trays* (*Required PF-7130 for installation.)	598.00
PF-740(B) *	Dual 1,500 Sheet Paper Trays* (*Required PF-7130 for installation.)	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7110	311.00
BF-730	Booklet and Tri Folding Unit for DF-7110	696.00
MT-730(B)	7 Bin Mailbox for DF-7110	464.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet FAX Kit (A)*	Internet Fax kit (Internet Fax kit(A) requires FAX System 12)	164.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide (A)	MPT Guide attachment to assist the feeding of banner paper	167.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Copy Tray (D)	Copy Tray	24.00
DT-730(B)	Original Hard Copy Holder	24.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (20A)	20 Amp Surge Protector	140.00

Copier Maintenance Pricing pages 39-49.








The TASKalfa 8002i is a high-performance Black-and-White MFP that powers through your most demanding print, copy, scan and optional fax tasks with **exceptional speed and accuracy**. Designed for unmatched ease of use, striking image quality, and incredible efficiency, the high-volume TASKalfa 8002i processes print and scan jobs at **up to 80 pages per minute** and 220 images per minute, respectively. Equip the scalable TASKalfa 8002i with added paper drawers, **advanced finishing and plug-and-play** Kyocera business applications. With **ultra-reliability and unique long life technology**, the TASKalfa 8002i enables users to connect and collaborate in today's fast-paced, mobile workplace.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

### TASKalfa 8002i

#### SPECIFICATIONS AT A GLANCE

- Speed: 80 Pages Per Minute
- Functions: Black and White Multifunctional System – Print/Scan/Copy/Optional Fax
- Max Monthly Duty Cycle: 450,000 Pages Per Month
- Resolution: 600 x 600 dpi, 900 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 4,150 Sheets
- Max Paper Size: 12" x 18"
- Max Paper Weight: 16 lb Bond – 165 lb Index (80 – 300gsm)
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000Base-TX, High Speed USB 2.0
- PCL, PSCRIPT, PCL6 (PCL6L / PCL6E), KYOCERA PCL, PDF, OpenPS, XPS, PPM, Optional (UG-34) IBM ProPrinter, Line Printer, LQ-850 • Fax Modem Speed: 33.3 kbps
- Optional Fax Modem Speed: 33.3 kbps
- Optional Fax Memory: Standard 170 MB

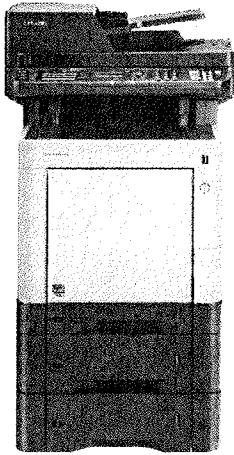


### ■ TASKalfa 8002i SOLUTIONS

Model	Description	AEPA Price
TASKalfa 8002i	80 PPM A3 Monochrome MFP	\$ 8,798.00
<b>Accessories</b>		
DF-7110	4,000 Sheet Finisher	1,159.00
PF-7130	500 Sheet Side Multi-Media Tray	387.00
PF-730(B) *	Dual 500 Sheet Paper Trays* (*Required PF-7130 for installation.)	598.00
PF-740(B) *	Dual 1,500 Sheet Paper Trays* (*Required PF-7130 for installation.)	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7110	311.00
BF-730	Booklet and Tri Folding Unit for DF-7110	696.00
MT-730(B)	7 Bin Mailbox for DF-7110	464.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet FAX Kit (A)*	Internet Fax kit (Internet Fax kit(A) requires FAX System 12)	164.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide (A)	MPT Guide attachment to assist the feeding of banner paper	167.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Copy Tray (D)	Copy Tray	24.00
DT-730(B)	Original Hard Copy Holder	24.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (20A)	20 Amp Surge Protector	140.00

*Copier Maintenance Pricing pages 39-49.*





The ECOSYS M6530cdn brings **power and mobility** to your document imaging. Combining **first-class color** print, copy, scan and black & white fax capabilities with fast 32 ppm output in black or color, it is a smart choice for small businesses and workgroups who need **flexible functionality** in a desktop device. Optional wireless and standard mobile printing and scanning capabilities enable access wherever your business takes you. ECOSYS trusted **reliability and long life consumables** ensure maximum performance in a cost-effective document imaging solution.

## ECOSYS M6530cdn

### SPECIFICATIONS AT A GLANCE

- Speed: 32 Pages Per Minute
- Functions: Standard Network Print, Copy, Scan and Fax
- Max Monthly Duty Cycle: 100,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9,600 x 600 multi bit interpolated resolution
- Memory: Standard 1 GB, Upgradable to 2 GB
- Standard Paper Supply: Single 250 Sheet Drawer, 100 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: Drawer 16 lb Bond-60 lb. Index, MPT 16 lb Bond-120 lb. Index
- Original Size: 5.5" x 8.5" - 8.5" x 14" (Statement - Legal)
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, Hi-Speed USB 2.0, 2 USB Host Interfaces
- PCL: PRESCRIBE PCL6, (PCL5e, PCLXL) KPDL3, Line Printer, IBM Pcoprinter X24E, EPSON LQ150, DIABLO 630, PDF1.5, XPS
- Fax Modem Speed: 33.6kps
- Fax Memory: 3.5MB

## COLOR MFP

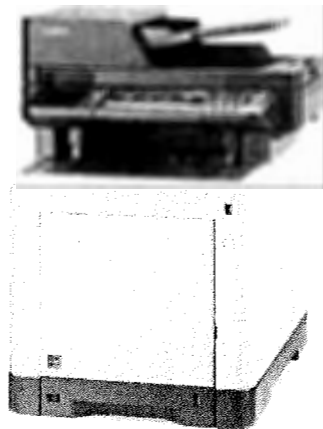
■ **ECOSYS M6530cdn SOLUTIONS**

Model	Description	AEPA Price
ECOSYS M6530cdn	32/32 PPM Color MFP (4 in 1 Hard Key Model)	\$ 1,222.00
<b>Accessories</b>		
PF-5100	500 Sheet Paper Drawer, Multi Purpose Paper Feeder	149.00
MS-5100	Manual Stapler	162.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment (refer to Card Authentication price schedule)	33.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Copier Stand	Stand (Gemini)	175.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*





The ECOSYS M6035cidn color multi-functional network printer elevates desktop **power and flexibility** to the next level. Superior output at speeds up to 37 pages per minute in black and color plus productivity enhancing business applications power document imaging across the workgroup. Print, copy, and scan capabilities from a single device bring added convenience. A **tablet-like color touch screen** adds effortless operation at the device while optional wireless printing and standard Apple AirPrint™ capabilities address the needs of a mobile workforce. The result is a document solution that brings **exceptional efficiency** in a budget conscious, small footprint device.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*



**Association of Educational  
Purchasing Agencies**

## ECOSYS M6035cidn COLOR MFP

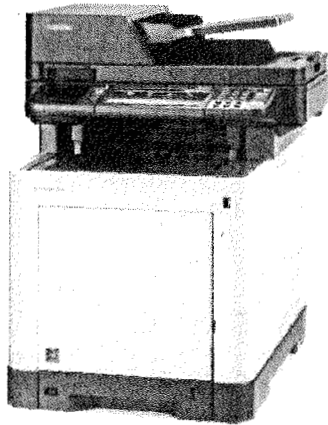
### SPECIFICATIONS AT A GLANCE

- Speed: 37 Pages Per Minute
- Functions: Standard Color Print, Copy, Scan
- Max Monthly Duty Cycle: 100,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9,600 x 600 multi bit interpolated resolution
- Memory: Standard 1 GB, Upgradable to 2 GB
- Standard Paper Supply: Single 250 Sheet Drawer; 100 Sheet Multipurpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: Drawer 16 lb Bond-90 lb Index, MPT 16 lb Bond-120 lb Index
- Original Size: 5.5" x 8.5" – 8.5" x 14" (Statement – Legal)
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, Hi-Speed USB 2.0, 2 USB Host Interfaces
- PDL: PRESCRIBE PCL6, (PCL5e, PCLXL) KPCL3, Line Printer, IBM Proprinter X24E, EPSON LQ1600, Diablo GX, PDF 1.5, XPS

■ **ECOSYS M6035cidn**

Model	Description	AEPA Price
ECOSYS M6035cidn	37 PPM Color MFP (3 in 1 HyPAS Model)	\$ 1,285.00
<b>Accessories</b>		
PF-5100	500 Sheet Paper Drawer, Multi Purpose Paper Feeder	149.00
MS-5100	Manual Stapler	162.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment (refer to Card Reader Holder price schedule)	33.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Copier Stand	Stand (Gemini)	175.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*



The ECOSYS M6535cidn color multi-functional printer series elevates desktop **power and flexibility** to the next level. Superior output at speeds up to 37 pages per minute in black and color, plus productivity enhancing business applications power document imaging across the workgroup. Print, copy, scan and fax capabilities from a single device bring added convenience, streamlining hardware requirements in a **small footprint**. A tablet-like color touch screen adds effortless operation at the device while optional wireless printing and standard Apple AirPrint™ capabilities address the needs of the mobile workforce. The result is a document imaging solution that is **highly efficient** yet still budget conscious.

## ECOSYS M6535cidn COLOR MFP

### SPECIFICATIONS AT A GLANCE

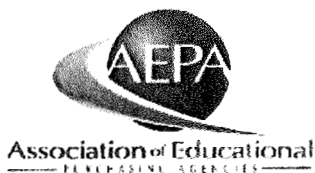
- 37/37 Pages Per Minute
- Standard Network Print, Scan, Copy, Fax
- 600x600dpi, 9,600 x 600 multi bit interpolated resolution
- Duplexing: Standard Stackless Duplex
- Standard Paper Supply: Single 250 Sheet Drawer, 100 Sheet Multipurpose Tray
- Network Connectivity: Standard: 10/100/1000Base TX; High Speed USB 2.0; USB Host (2);  
Optional: 10/100/1000Base TX (for Dual NIC)
- Fax Modem Speed: 33.6 Kbps
- Fax Memory: 3.5 MB

■ **ECOSYS M6535cidn**

Model	Description	AEPA Price
ECOSYS M6535cidn	37 PPM Color MFP (4 in 1 HyPAS Model)	\$ 1,561.00
<b>Accessories</b>		
PF-5100	500 Sheet Paper Drawer, Multi Purpose Paper Feeder	149.00
MS-5100	Manual Stapler	162.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Card Reader Holder 10	Card Reader Attachment (refer to Card Authentication price schedule)	33.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
Copier Stand	Stand (Gemini)	175.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*





For workgroups that require a high level of **functionality and ease-of-use**, the KYOCERA ECOSYS FS-C8520MFP delivers color document imaging that is **budget friendly** and virtually **worry-free**. Our unique ECOSYS technology brings increased operating life and **advanced reliability** in an **environmentally efficient** multifunctional device. Offering one of the lowest total costs per print, it's the smart choice for eco-friendly, cost-conscious offices.

## ECOSYS FS-C8520MFP COLOR MFP

### SPECIFICATIONS AT A GLANCE

- 20/20 Pages Per Minute
- Standard Print, Copy, Scan and optional Fax
- Resolution: 600 x 600 dpi; Scan: 600 x 600 dpi / 8 bit color depth
- Duplexing: Standard Duplex
- Standard Paper Supply: Single 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Network Connectivity: Standard: 10/100/1000Base TX; High Speed USB 2.0; USB Host (2);  
Optional: 10/100/1000Base TX (For Dual NIC)
- Fax Modem Speed: 33.6 kbps
- Fax Memory: 9.5 MB

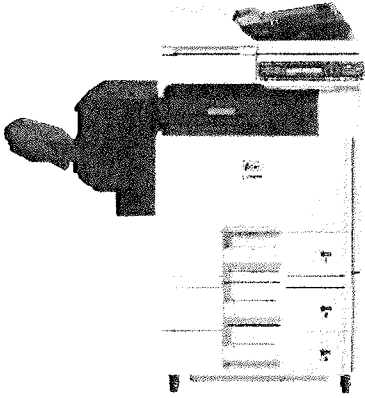
■ **ECOSYS FS-C8520MFP**

Model	Description	AEPA Price
ECOSYS FS-C8520MFP	20/20 PPM A3 Color MFP	\$ 2,672.00
<b>Accessories</b>		
DF-470	500 Sheets Document Finisher (requires AK-470)	482.00
PF-470	500 Sheets Paper Feeder	338.00
PF-471	500 Sheets x 2 Paper Feeder	501.00
Fax System (U)	Fax Board	352.00
CF-4G	4GB Compact Flash Memory to Enable HyPAS Application	29.00
Card Reader Holder (B)	HID Card Reader Holder for Card Authentication Kit(B)	48.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
AK-470	Bridge unit for installation of DF-470	51.00
Copier Stand	Stand for C8520MFP/C8525MFP	168.00
SD-144-1G(A)	1 GB SDRAM Memory	72.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*





The KYOCERA ECOSYS FS-C8525MFP combines **robust functionality** and ease-of-use with color document imaging that is **budget friendly** and virtually **worry-free**. Our unique ECOSYS technology brings increased operating life and advanced reliability to this **environmentally efficient** multifunctional device. It's the ideal choice for today's busy workgroup while also benefiting cost-conscious businesses by offering one of the industry's lowest total costs per print.

**ECOSYS FS-C8525MFP** **COLOR MFP**

**SPECIFICATIONS AT A GLANCE**

- 25/25 Pages Per Minute
- Standard Print, Copy, Scan and optional Fax
- Resolution: 600 x 600 dpi; Scan: 600 x 600 dpi /8 bit color depth
- Duplexing: Standard Duplex
- Standard Paper Supply: Single 500 Sheet Drawer, 100 Sheet Multipurpose Tray
- Network Connectivity: Standard: 10/100/1000Base TX; High Speed USB 2.0, USB Host (2);  
Optional: 10/100/1000Base TX (for Dual NIC)
- Fax Modem Speed: 33.6 kbps
- Fax Memory: 9.5 MB

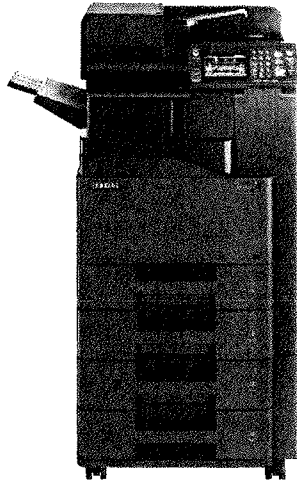
■ **ECOSYS FS-C8525MFP**

<b>Model</b>	<b>Description</b>	<b>AEPA Price</b>
ECOSYS FS-C8525MFP	25/25 PPM A3 Color MFP	\$ 3,087.00
<b>Accessories</b>		
DF-470	500 Sheets Document Finisher (requires AK-470)	482.00
PF-470	500 Sheets Paper Feeder	338.00
PF-471	500 Sheets x 2 Paper Feeder	501.00
Fax System (U)	Fax Board	352.00
CF-4G	4GB Compact Flash Memory to Enable HyPAS Application	29.00
Card Reader Holder (B)	HID Card Reader Holder for Card Authentication Kit(B)	48.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
AK-470	Bridge unit for installation of DF-470	51.00
Copier Stand	Stand for C8520MFP/C8525MFP	168.00
SD-144-1G(A)	1 GB SDRAM Memory	72.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*





The TASKalfa 306ci brings **affordable color** to document imaging, offering scalable features, output speeds up to 32 ppm and print, copy, scan and fax capability, all in a **compact footprint**. An intuitive 4.3" color TSI powers productivity with easy access to features and functionality, while a full suite of optional Business Applications takes productivity to new levels. Combined with proven KYOCERA **long-life technology and reliability**, the TASKalfa 306ci is the smart choice for your evolving business needs.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 306ci COLOR MFP

### SPECIFICATIONS AT A GLANCE

- 32/32 Pages Per Minute
- Standard Network Print, Scan, Copy, Optional Fax
- Max Monthly Duty Cycle: 100,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9600 dpi x 600 dpi
- Duplexing: Standard Stackless Duplex
- Standard Paper Supply: Single 500 Sheet Tray, 100 Sheet Multipurpose Tray
- Network Connectivity: Standard: 10/100/1000Base TX, High Speed USB 2.0, USB Host (2);  
Optional: 10/100/1000Base TX (for Dual NIC)
- Optional Fax Modem Speed: 33.6 kbps
- Optional Fax Memory: 8 MB

■ **TASKalfa 306ci**

Model	Description	AEPA Price
TASKalfa 306ci	32/32 PPM A4 Color MFP (with Standard Document Processor)	\$ 1,599.00
<b>Accessories</b>		
PF-5120	500 Sheet Paper Tray	210.00
PF-5130	500 Sheet Paper Tray x 2 ( requires PF-5120 for Installation)	598.00
PF-5140	2000 Sheet Paper Tray ( requires PF-5120 for Installation)	640.00
Stand	Copier Cabinet Stand	196.00
DF-5100	300 Sheet Internal Finisher	454.00
JS-5100	Job Separator	95.00
MT-5100	5 Bin Mailbox [Requires AK-5100 for Installation]	459.00
AK-5100	Attachment Kit for MT-5100	87.00
Fax System 11	Fax Kit	167.00
Internet Fax (A)	Internet Fax Kit [requires Fax System 11]	164.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
HD-6	SSD Memory Device (32 GB)	230.00
HD-7	SSD Memory Device (128 GB)	328.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
Card Reader Holder 11	Card Reader Holder	35.00
SD-144-1GB(DDR3)	Printer Memory (1GB)	68.00
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00
DT-5100	Original Hard Copy Holder	24.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*



**Association of Educational**  
PURCHASING AGENCIES



The TASKalfa 356ci brings new meaning to efficient business performance in a **compact footprint**. Flexible functionality streamlines document processes while business color gets your message seen, making the TASKalfa 356ci a **powerful solution** that can grow with your business needs.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 356ci

### SPECIFICATIONS AT A GLANCE

- 37/37 Pages Per Minute
- Standard Network Print, Scan, Copy, Optional Fax
- Max Monthly Duty Cycle: 100,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9600 dpi x 600 dpi, 1200 x 1200 dpi (At reduced speed)
- Duplexing: Standard Stackless Duplex
- Standard Paper Supply: Single 500 Sheet Tray, 100 Sheet Multipurpose Tray
- Network Connectivity: Standard: 10/100/1000Base TX; High Speed USB 2.0, USB Host (2); Optional: 10/100/1000Base TX (for Dual NIC)
- Optional Fax Modem Speed: 33.6 kbps
- Optional Fax Memory: 12 MB



■ **TASKalfa 356ci**

<b>Model</b>	<b>Description</b>	<b>AEPA Price</b>
TASKalfa 356ci	37/37 PPM A4 Color MFP	\$ 2,373.00
<b>Accessories</b>		
DP-5100	Reversing Automatic Document Processor	658.00
DP-5110	Dual Scan Document Processor	834.00
PF-5120	500 Sheet Paper Tray	210.00
PF-5130	500 Sheet Paper Tray x 2 ( requires PF-5120 for Installation)	598.00
PF-5140	2000 Sheet Paper Tray ( requires PF-5120 for Installation)	640.00
Stand	Copier Cabinet Stand	196.00
DF-5100	300 Sheet Internal Finisher	454.00
DF-5110	1,000 Sheet Finisher (requires AK-5100)	707.00
DF-5120	3,200 Sheet Finisher (requires AK-5100)	1,148.00
AK-5100	Attachment Kit for MT-5100/DF-5110/5120	87.00
PH-5100	Punch Unit for DF-5110	308.00
MT-5100	5 Bin Mailbox [Requires AK-5100 for Installation]	459.00
JS-5100	Job Separator	95.00
Fax System 10	Fax Kit	630.00
Internet Fax (A)	Internet Fax Kit [requires Fax System 10]	164.00
Data Security (E)	Data Security (Common Criteria/NIAP certified Hard Drive Encryption/Overwrite Kit)	326.00
Data Security (F)	Data Security (FIPS 140-2 Certified Hard Drive Encryption/Overwrite Kit)	326.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
Scan Extension Kit(A)	Serchable PDF Kit	328.00
Card Reader Holder 11	Card Reader HOLDER	35.00
MM-16-128	Additional Fax Memory Board	109.00
DT-5100	Original Hard Copy Holder	24.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*







The TASKalfa 406ci brings new meaning to efficient business performance in a **compact footprint**. Exceptional functionality streamlines document processes while vivid business color gets your message seen, making the TASKalfa 406ci a **powerful solution** that can grow with your business needs.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 406ci

### COLOR MFP

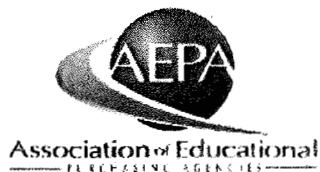
#### SPECIFICATIONS AT A GLANCE

- 42/42 Pages Per Minute
- Standard Network Print, Scan, Copy, Optional Fax
- Max Monthly Duty Cycle: 150,000 Pages Per Month
- Resolution: 600 x 600 dpi; 9000 dpi x 600 dpi; 1200 x 1200 dpi (At reduced speed)
- Duplexing: Standard Stackless Duplex
- Standard Paper Supply: Single 500 Sheet Tray, 100 Sheet Multipurpose Tray
- Network Connectivity: Standard: 10/100/1000Base TX, High Speed USB 2.0, USB Host (2); Optional: 10/100/1000Base TX (for Dual NIC)
- Optional Fax Modem Speed: 33.6 Kbps
- Optional Fax Memory: 12 MB

■ **TASKalfa 406ci**

Model	Description	AEPA Price
TASKalfa 406ci	42/42 PPM A4 Color MFP	\$ 2,636.00
<b>Accessories</b>		
DP-5100	Reversing Automatic Document Processor	658.00
DP-5110	Dual Scan Document Processor	834.00
PF-5120	500 Sheet Paper Tray	210.00
PF-5130	500 Sheet Paper Tray x 2 ( requires PF-5120 for Installation)	598.00
PF-5140	2000 Sheet Paper Tray ( requires PF-5120 for Installation)	640.00
Stand	Copier Cabinet Stand	196.00
DF-5100	300 Sheet Internal Finisher	454.00
DF-5110	1,000 Sheet Finisher (requires AK-5100)	707.00
DF-5120	3,200 Sheet Finisher (requires AK-5100)	1,148.00
AK-5100	Attachment Kit for MT-5100/DF-5110/5120	87.00
PH-5100	Punch Unit for DF-5110	308.00
MT-5100	5 Bin Mailbox [Requires AK-5100 for Installation]	459.00
JS-5100	Job Separator	95.00
Fax System 10	Fax Kit	630.00
Internet Fax (A)	Internet Fax Kit [requires Fax System 10]	164.00
Data Security (E)	Data Security (Common Criteria/NIAP certified Hard Drive Encryption/Overwrite Kit)	326.00
Data Security (F)	Data Security (FIPS 140-2 Certified Hard Drive Encryption/Overwrite Kit)	326.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
Card Reader Holder 11	Card Reader HOLDER	35.00
MM-16-128	Additional Fax Memory Board	109.00
DT-5100	Original Hard Copy Holder	24.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*





## TASKalfa 2552ci

### COLOR MFP

**SPECIFICATIONS AT A GLANCE**

- 25/25 Pages Per Minute
- Functions: Print, Copy, Color Scan and Optional Fax
- Max Monthly Duty Cycle: 100,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9000 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 1,150 Sheets
- Max Paper Size: 12" x 18" (Trays), 12" x 48" Banner (MFP)
- Max Paper Weight: 155 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Stackless
- PCL: PRESCRIBE, PCL6 (PCL-AL / PCL5), KPCL3 (PCL3), XPS, OPEN XPS, Optional (UG-34) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed (Optional): 33.6Kbps
- Fax Memory (Optional): Standard 170 MB

Designed to impress, the TASKalfa 2552ci is the ultimate Color MFP for small business and distributed workgroups. As a **flexible document processing hub**, the TASKalfa 2552ci provides all the tools needed to easily and efficiently print, scan, and copy. Indeed, document processing is a breeze with a **large tablet-like color touch screen**, and intuitive feature selections that speed job turn-around. Whether running routine copies or scanning to a network folder, the TASKalfa 2552ci is the ideal solution for your growing business.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.

### ■ TASKalfa 2552ci

Model	Description	AEPA Price
TASKalfa 2552ci	25/25 PPM A3 Color MFP	\$ 2,546.00
<b>Accessories</b>		
DP-7120	50 Sheet Reversing Automatic Document Processor(for the TA3252ci)	526.00
DP-7100	140 sheet Reversing Automatic Document Processor	658.00
DP-7110	270 sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Finisher- (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Tray	598.00
PF-7110	Dual 1,500 Sheet Paper Tray	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Hole Punch Unit for DF-7110/7120	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit (requires Fax System 12)	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	167.00
Scan Extension Kit(A)	Serchable PDF Kit	328.00
AK-7100	Attachment Kit for DF-7120 /DF-7110	87.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-12B	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Stand	Copier Cabinet Stand	194.00
Surge Protector-MX (15A) 15 Amp Surge Protector		122.00

Copier Maintenance Pricing pages 39-49.



Association of Educational  
Purchasing Agencies



The TASKalfa 3252ci puts Color and B&W imaging at your fingertips... taking your business to the next level. From a single device, effortlessly print, scan, and copy via the system's **intuitive, tablet-like color touch screen**. As a flexible document processing hub, the versatile TASKalfa 3252ci incorporates a vast array of cutting-edge functionality to streamline document workflow and maximize office efficiency. Combined with Kyocera's award winning ultra-reliability, **unique long-life technology** and business application integration, the TASKalfa 3252ci is the ideal solution for growing businesses.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*



Association of Educational  
FLORIDA AGENCIES

## TASKalfa 3252ci

COLOR MFP

### SPECIFICATIONS AT A GLANCE

- 32/32 Pages Per Minute
- Functions: Print, Copy, Color Scan and Optional Fax
- Max Monthly Duty Cycle: 125,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9600 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 1,150 Sheets
- Max Paper Size: 12" x 18" (Front), 12" x 48" Banner (MPT)
- Max Paper Weight: 156 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- PCL: PRESCRIBE, PCL5 (PCL 4E / PCL5), KPCL3 (PCL3), XPS, OPEN XPS;  
Optional (UG-34) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed (Optional): 33.6Kbps
- Fax Memory (Optional): Standard 170 MB



### ■ TASKalfa 3252Ci SOLUTIONS

Model	Description	AEPA Price
TASKalfa 3252ci	32/32 PPM A3 Color MFP	\$ 3,325.00
<b>Accessories</b>		
DP-7120	50 Sheet Reversing Automatic Document Processor(for the TA3252ci)	526.00
DP-7100	140 sheet Reversing Automatic Document Processor	658.00
DP-7110	270 sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	39.00
DF-7110	4,000 Sheet Finisher- (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Tray	598.00
PF-7110	Dual 1,500 Sheet Paper Tray	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Hole Punch Unit for DF-7110/7120	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit (requires Fax System 12)	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment Kit for DF-7120 /DF-7110	87.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Stand	Copier Cabinet Stand	194.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

Copier Maintenance Pricing pages 39-49.

EFI FERY Controller information may be found on page 38



Vibrant Color and Black and White imaging, advanced technology integration and **outstanding ergonomics** set the TASKalfa 3552ci apart. Ready to tackle the most demanding print, scan, and copy jobs, this **expertly-engineered MFP** boasts impressive throughput speeds, flexible document handling and scalable configurations. Built on an **award-winning platform**, the powerful TASKalfa 3552ci enables workgroups to maximize efficiency, minimize costly outsourcing, and improve company-wide productivity and profitability.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 3552ci

COLOR MFP

### SPECIFICATIONS AT A GLANCE

- 35/35 Pages Per Minute
- Functions: Print, Copy, Color Scan and Optional Fax
- Max Monthly Duty Cycle: 175,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9000 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 1,150 Sheets
- Max Paper Size: 12" x 18" (Tray), 12" x 48" Banner (MPT)
- Max Paper Weight: 165 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Stackless
- PCL: PSCRIPT, PCL6 (PCL-AL / PCL5), KPCL5 (PCL3), XPS, OPEN XPS, Optional (UG-34) IBM ProPrinter, Line Printer, LQ 850
- Fax Modem Speed (Optional): 33.6Kbps
- Fax Memory (Optional): Standard 170 MB

■ **TASKalfa 3552ci SOLUTIONS**

Model	Description	AEPA Price
TASKalfa 3552ci	35/35 PPM A3 Color MFP	\$ 4,355.00
<b>Accessories</b>		
DP-7100	140 sheet Reversing Automatic Document Processor	658.00
DP-7110	270 sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Finisher- (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Tray	598.00
PF-7110	Dual 1,500 Sheet Paper Tray	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Hole Punch Unit for DF-7110/7120	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit (requires Fax System 12)	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment Kit for DF-7120 /DF-7110	87.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Stand	Copier Cabinet Stand	194.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

EFI FERY Controller information may be found on page 38





The TASKalfa 4052ci offers a unique combination of **innovative color imaging** and connectivity technologies that power collaborative workgroups. Whether making color copies, printing proposals or scanning invoices, the TASKalfa 4052ci supports an impressive array of powerful features that boost **end-to-end productivity**. Built on a scalable platform, the TASKalfa 4052ci is a **powerful office solution** that delivers versatile performance.

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 4052ci

## COLOR MFP

**SPECIFICATIONS AT A GLANCE**

- Speed: 40/40 Pages Per Minute
- Functions: Standard Network Print, Scan, Copy and Optional Fax
- Max Monthly Duty Cycle: 200,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9000 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 1,150 Sheets
- Max Paper Size: 12" x 18" (Trays and MPT), 12" x 48" Banner (MPT)
- Max Paper Weight: Trays / MPT: 14 lb Bond - 166 lb Index (52 -300gsm)
- Original Size: 11" x 17"
- Duplexing: Standard Stacks Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL, PSCRIPT, PCL6 (PCL-6), PCL5c, PCL5e, PCL5eL (PCL5e), XPS, OPEN XPS, Optional (30-34) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed: 33.3 Kbps
- Fax Memory: Standard 170 MB

■ **TASKalfa 4052ci**

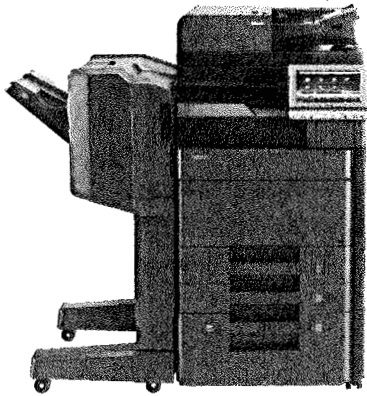
**SIN 51-100**

<b>Model</b>	<b>Description</b>	<b>AEPA Price</b>
TASKalfa 4052ci	40/40 PPM A3 Color MFP	\$ 5,027.00
<b>Accessories</b>		
DP-7100	140 sheet Reversing Automatic Document Processor	658.00
DP-7110	270 sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Finisher- (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Tray	598.00
PF-7110	Dual 1,500 Sheet Paper Tray	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Hole Punch Unit for DF-7110/7120	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit (requires Fax System 12)	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment Kit for DF-7120 /DF-7110	87.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Stand	Copier Cabinet Stand	194.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

EFI FERY Controller information may be found on page 38





The advanced TASKalfa 5052ci is a versatile, Color MFP that is **ideal for workgroups** that require intuitive Color and Black and White print, scan, and copy capabilities. As a **flexible digital imaging hub**, the TASKalfa 5052ci streamlines business processes, for greater enterprise-wide productivity. From the wide array of **innovative features** to professional finishing options and leadingedge business applications, the TASKalfa 5052ci delivers **powerful performance, exceptional usability and proven durability.**

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 5052ci

### SPECIFICATIONS AT A GLANCE

- Speed: 50/50 Pages Per Minute
- Functions: Standard Network Print, Scan, Copy and Optional Fax
- Max Monthly Duty Cycle: 225,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9600 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 1,150 Sheets
- Max Paper Size: 12" x 18" (Trays and MPT); 12" x 48" Banner (MPT)
- Max Paper Weight: Trays / MPT: 14 lb Bond - 166 lb Index (52 - 300gsm)
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PSCRIPT5, PCL6 (PCL-6) / PCL5c, NPCL3 (PCL3), XPS, OPEN XPS, Optional (UG-34) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed: 33.3 kbps
- Fax Memory: Standard 170 MB

## COLOR MFP

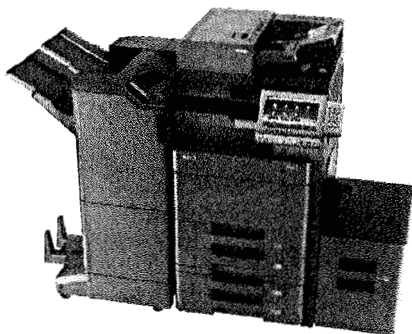
### ■ TASKalfa 5052Ci SOLUTIONS

Model	Description	AEPA Price
TASKalfa 5052ci	50/50 PPM A3 Color MFP	\$ 5,700.00
<b>Accessories</b>		
DP-7100	140 sheet Reversing Automatic Document Processor	658.00
DP-7110	270 sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Finisher- (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Tray	598.00
PF-7110	Dual 1,500 Sheet Paper Tray	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Hole Punch Unit for DF-7110/7120	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit (requires Fax System 12)	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment Kit for DF-7120 /DF-7110	87.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Stand	Copier Cabinet Stand	194.00
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00

*Copier Maintenance Pricing pages 39-49.*

EFI FERY Controller information may be found on page 38





The TASKalfa 6052ci delivers **vibrant high-impact color**, along with the **exceptional workflow efficiency** your office environment needs to keep information moving. With an unrivaled feature-set, and professional finishing options, the TASKalfa 6052ci handles the most demanding print, scan, and copy jobs with ease. Add to that Kyocera's **award-winning ultra-reliability** and unique **longlife technology**, and you have a powerful document solution that achieves superior performance and proven productivity across your enterprise.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.



Association of Educational  
Purchasing Agencies

## TASKalfa 6052ci

**COLOR MFP**

### SPECIFICATIONS AT A GLANCE

- Speed: 60/55 Pages Per Minute
- Functions: Standard Network Print, Scan, Copy and Optional Fax
- Max Monthly Duty Cycle: 250,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9000 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 1,150 Sheets
- Max Paper Size: 12" x 18" (Trays and MPT), 12" x 48" Banner (MPT)
- Max Paper Weight: Trays / MPT 14 lb Bond – 100 lb Index (52 – 300gsm)
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PHEICORRE, PCL6 (PCL6L / PCL6c), KPCOL3 (PCL3), XPS, OPEN XPS;  
Optional (LQ-850) IBM ProPrinter, Line Printer, LQ-850
- Fax Modem Speed: 33.3 Kbps
- Fax Memory: Standard 120 MB

### ■ TASKalfa 6052Ci SOLUTIONS

Model	Description	AEPA Price
TASKalfa 6052ci	60/55 PPM A3 Color MFP	\$ 7,677.00
<b>Accessories</b>		
DP-7100	140 sheet Reversing Automatic Document Processor	658.00
DP-7110	270 sheet Dual Scan Document Processor	834.00
DF-7100	500 Sheet Internal Finisher	647.00
DF-7110	4,000 Sheet Finisher- (Requires AK-7100)	1,159.00
DF-7120	1,000 Sheet Finisher (Requires AK-7100)	714.00
PF-7100	Dual 500 Sheet Paper Tray	598.00
PF-7110	Dual 1,500 Sheet Paper Tray	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Hole Punch Unit for DF-7110/7120	311.00
PH-7100	Hole Punch Unit for DF-7100	311.00
BF-730	Booklet and Tri Folding Unit for DF-790(C)	696.00
MT-730(B)	7 Bin Mailbox for 4,000 Sheet Finisher	464.00
JS-7100	Job Separator	88.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet Fax (A)	Internet Fax Kit (requires Fax System 12)	164.00
Data Security (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide 10	MPT Guide attachment to assist the feeding of banner paper	167.00
Scan Extension Kit(A)	Searchable PDF Kit	328.00
AK-7100	Attachment Kit for DF-7120 /DF-7110	87.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
MM-16-128	Additional Fax Memory Board	109.00
DT-730(B)	Original Hard Copy Holder	24.00
Platen Cover Type E	Platen Cover	63.00
Stand	Copier Cabinet Stand	194.00
Surge Protector-MX (15A) 15 Amp Surge Protector		122.00

Copier Maintenance Pricing pages 39-49.

EFI FERY Controller information may be found on page 38



## TASKalfa 7052ci

**COLOR MFP**

### SPECIFICATIONS AT A GLANCE

- Speed: 70/65 Pages Per Minute
- Functions: Color Multifunctional System – Print/Scan/Copy/Optional Fax
- Max Monthly Duty Cycle: 400,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9000 dpi x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: 4,150 Sheets
- Max Paper Size: 12" x 18"
- Max Paper Weight: 16 lb Bond – 100 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PCL6, PCL6e (PCL 6L / PCL6c), KPSL3(PCL3), PDF, OpenPCL, XPS, PPM, Optional (30-34) IBM ProPrinter, Line Printer, LQ-850
- Optional Fax Modem Speed: 33.3 kbps
- Optional Fax Memory: Standard 170 MB



The TASKalfa 7052ci is a versatile Color MFP that combines intuitive walk-up copy, scan and optional fax functions with **flexible desktop and mobile printing tools**.

The high speed, single-pass scanner quickly routes documents to virtually any destination—email, network folder, USB drive, etc. Equally impressive engine speeds deliver output at up to 65 pages per minute in color and 70 pages per minute in black-and-white. Customize the TASKalfa 7052ci with optional paper drawers, **advanced finishing**, popular EFI® Fiery Controller and Kyocera's **plug-and-play** business applications. Fully scalable and ultra-reliable, the TASKalfa 7052ci turns cumbersome processes into seamless efficiency.

Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.

### ■ TASKalfa 7052ci SOLUTIONS

Model	Description	AEPA Price
TASKalfa 7052ci	70/65 PPM A3 Color MFP	\$ 10,104.00
<b>Accessories</b>		
DF-7110	4,000 Sheet Finisher	1,159.00
PF-7130	500 Sheet Side Multi-Media Tray	387.00
PF-730(B) *	Dual 500 Sheet Paper Trays (*Required PF-7130 for installation.)	598.00
PF-740(B) *	Dual 1,500 Sheet Paper Trays (*Required PF-7130 for installation.)	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7110	311.00
BF-730	Booklet and Tri Folding Unit for DF-7110	696.00
MT-730(B)	7 Bin Mailbox for DF-7110	464.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet FAX Kit (A) *	Internet Fax kit (Internet Fax kit(A) requires FAX System 12)	164.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide (A)	MPT Guide attachment to assist the feeding of banner paper	167.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
DT-730(B)	Original Hard Copy Holder	24.00
Copy Tray (D)	Copy Tray	24.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (20A)	20 Amp Surge Protector	140.00

Copier Maintenance Pricing pages 39-49.

EFI FERY Controller information may be found on page 38







The TASKalfa 8052ci is a powerful Color MFP that tackles the most demanding print, copy, scan and optional fax tasks with ease. Designed as a **high-volume document processing hub**, the TASKalfa 8052ci delivers vibrant, crisp output at up to 70 pages per minute in color and 80 pages per minute in black-and-white. Fully customizable, the TASKalfa 8052ci supports added paper drawers, **professional in-line finishing**, advanced EFI® Fiery Controller and Kyocera's robust suite of integrated business applications. The TASKalfa 8052ci covers all the bases... **user-friendly operation, exceptional scalability, ultra-reliability** and unique **long-life Kyocera technology.**

*Includes Delivery and Installation. Lease Plans are available. Please contact your National Account Manager for details.*

## TASKalfa 8052ci

COLOR MFP

### SPECIFICATIONS AT A GLANCE

- Speed: 80/70 Pages Per Minute
- Functions: Color Multifunctional System – Print/Scan/Copy/Optional Fax
- Max Monthly Duty Cycle: 400,000 Pages Per Month
- Resolution: 600 x 600 dpi; 9600 dpi x 600 dpi; 1200 x 1200 dpi
- Standard Paper Supply: 4,150 Sheets
- Max Paper Size: 12" x 18"
- Max Paper Weight: 16 lb Bond – 165 lb Index
- Original Size: 11" x 17"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX, High Speed USB 2.0
- PCL: PRESCRIBE, PCL5 (PCL-AL / PCL5c), KPCL3(PC3), PDL OpenPCL, XPS, PPMML; Optional (40-34) IBM ProPrinter, Line Printer, LQ-850
- Optional Fax Modem Speed: 33.3 kbps
- Optional Fax Memory: Standard 170 MB



### ■ TASKalfa 8052ci SOLUTIONS

Model	Description	AEPA Price
TASKalfa 8052ci (B/W)	80/70 PPM A3 Color MFP	\$ 11,680.00
<b>Accessories</b>		
DF-7110	4,000 Sheet Finisher	1,159.00
PF-7130	500 Sheet Side Multi-Media Tray	387.00
PF-730(B) *	Dual 500 Sheet Paper Trays (*Required PF-7130 for installation.)	598.00
PF-740(B) *	Dual 1,500 Sheet Paper Trays (*Required PF-7130 for installation.)	640.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00
PH-7A	Punch Unit for DF-7110	311.00
BF-730	Booklet and Tri Folding Unit for DF-7110	696.00
MT-730(B)	7 Bin Mailbox for DF-7110	464.00
Fax System 12	Fax Board	630.00
Keyboard Holder 10	Keyboard Tray Kit	62.00
Internet FAX Kit (A) *	Internet Fax kit (Internet Fax kit(A) requires FAX System 12)	164.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00
Banner Guide (A)	MPT Guide attachment to assist the feeding of banner paper	167.00
UG-33	Upgrade Kit for Thin Print Support	78.00
UG-34	Optional Printer Emulation for IBM Proprinter, Epson LQ-850, Diabro 630	305.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00
IB-51	Wireless LAN NIC	262.00
DT-730(B)	Original Hard Copy Holder	24.00
Copy Tray (D)	Copy Tray	24.00
NK-7110	Numeric Keypad	65.00
Surge Protector-MX (20A)	20 Amp Surge Protector	140.00

Copier Maintenance Pricing pages 39-49.

EFI FERY Controller information may be found on page 38



**TASKalfa 6052ci/5052ci/4052ci/3552ci/3252ci/2552ci**

<b>EFI FIERY Controller* Optional Software for Printer System(15)</b>		
<b>MODEL</b>	<b>DESCRIPTION</b>	<b>AEPA PRICE</b>
Printing System 15****	EFI fiery Controller	2,488.00
Printing System Interface Kit 15	Interface Kit for Printing System (15), Includes mounting Kit and circuit board	410.00
EFI FIERY Controller*	Optional Software for Printer System(15)	
EFI Color Profiler Suite V4 (incl'd ES-2000)	EFI Color Profiller Kit, Include ES-2000 (For printing System (15) )	2,705.00
EFI Color Profiler Suite V4 (incl'd ES-2000) with 3Year Support	EFI Color Profiller Kit, Include ES-2000 (For printing System (15) ) with 3Year Support	3,467.00
EFI Color Profiler Suite V4 (incl'd ES-2000) with 5Year Support	EFI Color Profiller Kit, Include ES-2000 (For printing System (15) ) with 5Year Support	4,229.00
CPS Support and Maintenance Contract	1 Year EFI Color Profiller Kit Support	506.00
EFI Color Profiler Suite V4 (Software Only)	EFI Color Profiler Suite V4 (Software Only)	1,899.00
EFI Color Profiler Suite V4 (Software Only) with 3Year Support	EFI Color Profiler Suite V4 (Software Only) with 3Year Support	2,661.00
EFI Color Profiler Suite V4 (Software Only) with 5Year Support	EFI Color Profiler Suite V4 (Software Only) with 5Year Support	3,423.00
EFI Hot Folder & Virtual Printer	EFI Hot Folder & Virtual Printer. (For printing System (15) )	705.00
EFI Seequence Impose	EFI Seequence Impose (For printing System (15) )	1,808.00
EFI Prproductivity package	Automate job processes to achieve maximum productivity & the right color	3,835.00
EFI Seequence Compose	EFI Seequence Compose (For printing System (15) )	895.00
EFI Seequence Suite [Impose+Compose]	EFI Seequence Suite [Impose+Compose] (For printing System (15) )	2,225.00

**Note:** All Solution Software for Printing System(15) require Printing System(15)

**TASKalfa 7052ci/TASKalfa 8052ci**

<b>EFI FIERY Controller* Optional Software for Printer System(16)</b>		
<b>MODEL</b>	<b>DESCRIPTION</b>	<b>AEPA PRICE</b>
Printing System 16***	EFI fiery Controller for TASKalfa 8052ci / 7052ci (*** Printing System 16 requires Printing System Interface Kit 15)	3,956.00
Printing System Interface Kit 15	Interface Kit for Printing System (16), Includes mounting Kit and circuit board	410.00
EFI Color Profiler Suite V4 (incl'd ES-2000)	EFI Color Profiller Kit, Include ES-2000 (For printing System (15) )	2,705.00
EFI Color Profiler Suite V4 (incl'd ES-2000) with 3Year Support	EFI Color Profiller Kit, Include ES-2000 (For printing System (15) ) with 3Year Support	3,467.00
EFI Color Profiler Suite V4 (incl'd ES-2000) with 5Year Support	EFI Color Profiller Kit, Include ES-2000 (For printing System (15) ) with 5Year Support	4,229.00
CPS Support and Maintenance Contract	1 Year EFI Color Profiller Kit Support	506.00
EFI Color Profiler Suite V4 (Software Only)	EFI Color Profiler Suite V4 (Software Only)	1,899.00
EFI Color Profiler Suite V4 (Software Only) with 3Year Support	EFI Color Profiler Suite V4 (Software Only) with 3Year Support	2,661.00
EFI Color Profiler Suite V4 (Software Only) with 5Year Support	EFI Color Profiler Suite V4 (Software Only) with 5Year Support	3,423.00
EFI Hot Folder & Virtual Printer	EFI Hot Folder & Virtual Printer. (For printing System (15) )	705.00
EFI Seequence Impose	EFI Seequence Impose (For printing System (15) )	1,808.00
EFI Prproductivity package	Automate job processes to achieve maximum productivity & the right color	3,835.00
EFI Seequence Compose	EFI Seequence Compose (For printing System (15) )	895.00
EFI Seequence Suite [Impose+Compose]	EFI Seequence Suite [Impose+Compose] (For printing System (15) )	2,225.00

\* \*Solution Software for Printing System 16 / EFI FIERY Controller\* requires Printing System 16

## MAINTENANCE PRICING

■ **ECOSYS M2040cdn/M2540dw/2640idw  
COPY CHARGE FOR SERVICE & SUPPLIES**

<b>ECOSYS M2040dn/ M2540dw/M2640idw FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0160	\$ 0.0160	\$ 0.0170	\$ 0.0180
<b>Tier 2:</b> 1,000 Impressions/Mo. Min.	\$ 0.0155	\$ 0.0155	\$ 0.0165	\$ 0.0175
<b>Tier 3:</b> 2,500 Impressions/Mo. Min.	\$ 0.0153	\$ 0.0153	\$ 0.0163	\$ 0.0173

■ **ECOSYS M3540idn COPY CHARGE FOR SERVICE AND SUPPLIES**

<b>ECOSYS M3540idn FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.00790	\$ 0.00790	\$ 0.0084	\$ 0.0089
<b>Tier 2:</b> 1,000 Impressions/Mo. Min.	\$ 0.00760	\$ 0.00760	\$ 0.0081	\$ 0.0086
<b>Tier 3:</b> 2,500 Impressions/Mo. Min.	\$ 0.00730	\$ 0.00730	\$ 0.0077	\$ 0.0081

■ **ECOSYS M3040idn COPY CHARGE FOR SERVICE AND SUPPLIES**

<b>ECOSYS M3040idn FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.00660	\$ 0.00660	\$ 0.0071	\$ 0.0076
<b>Tier 2:</b> 1,000 Impressions/Mo. Min.	\$ 0.00630	\$ 0.00630	\$ 0.0068	\$ 0.0073
<b>Tier 3:</b> 2,500 Impressions/Mo. Min.	\$ 0.00580	\$ 0.00580	\$ 0.0062	\$ 0.0066

## MAINTENANCE PRICING

### ■ FS-6525MFP COPY CHARGE FOR SERVICE AND SUPPLIES

<b>FS-6525MFP FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0073	\$ 0.0073	\$ 0.0123	\$ 0.0133
<b>Tier 2:</b> 2,500 Impressions/Mo. Min.	\$ 0.0071	\$ 0.0071	\$ 0.0081	\$ 0.0091
<b>Tier 3:</b> 5,000 Impressions/Mo. Min.	\$ 0.0068	\$ 0.0068	\$ 0.0079	\$ 0.0089

### ■ FS-6530MFP COPY CHARGE FOR SERVICE AND SUPPLIES

<b>FS-6530MFP FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0066	\$ 0.0066	\$ 0.0110	\$ 0.0120
<b>Tier 2:</b> 5,000 Impressions/Mo. Min.	\$ 0.0064	\$ 0.0064	\$ 0.0074	\$ 0.0084
<b>Tier 3:</b> 10,000 Impressions/Mo. Min.	\$ 0.0061	\$ 0.0061	\$ 0.0072	\$ 0.0082

### ■ TASKalfa 3011i COPY CHARGE FOR SERVICE AND SUPPLIES

<b>TASKalfa 3011i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0079	\$ 0.0079	\$ 0.0084	\$ 0.0089
<b>Tier 2:</b> 5,000 Impressions/Mo. Min.	\$ 0.0076	\$ 0.0076	\$ 0.0081	\$ 0.0086
<b>Tier 3:</b> 10,000 Impressions/Mo. Min.	\$ 0.0073	\$ 0.0073	\$ 0.0077	\$ 0.0081

## MAINTENANCE PRICING

### TASKalfa 3511i COPY CHARGE FOR SERVICE AND SUPPLIES

<b>TASKalfa 3511i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0085	\$ 0.0085	\$ 0.0090	\$ 0.0095
<b>Tier 2:</b> 5,000 Impressions/Mo. Min.	\$ 0.0082	\$ 0.0082	\$ 0.0087	\$ 0.0092
<b>Tier 3:</b> 10,000 Impressions/Mo. Min.	\$ 0.0079	\$ 0.0079	\$ 0.0083	\$ 0.0087

### TASKalfa 4002i COPY CHARGE FOR SERVICE AND SUPPLIES

<b>TASKalfa 4002i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0085	\$ 0.0085	\$ 0.0090	\$ 0.0095
<b>Tier 2:</b> 5,000 Impressions/Mo. Min.	\$ 0.0082	\$ 0.0082	\$ 0.0087	\$ 0.0092
<b>Tier 3:</b> 10,000 Impressions/Mo. Min.	\$ 0.0079	\$ 0.0079	\$ 0.0083	\$ 0.0087

### TASKalfa 5002i COPY CHARGE FOR SERVICE AND SUPPLIES

<b>TASKalfa 5002i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0070	\$ 0.0070	\$ 0.0075	\$ 0.0080
<b>Tier 2:</b> 8,000 Impressions/Mo. Min.	\$ 0.0066	\$ 0.0066	\$ 0.0070	\$ 0.0074
<b>Tier 3:</b> 15,000 Impressions/Mo. Min.	\$ 0.0062	\$ 0.0062	\$ 0.0065	\$ 0.0068

### TASKalfa 6002i COPY CHARGE FOR SERVICE AND SUPPLIES

<b>TASKalfa 6002i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0059	\$ 0.0059	\$ 0.0064	\$ 0.0069
<b>Tier 2:</b> 10,000 Impressions/Mo. Min.	\$ 0.0054	\$ 0.0054	\$ 0.0058	\$ 0.0062
<b>Tier 3:</b> 25,000 Impressions/Mo. Min.	\$ 0.0049	\$ 0.0049	\$ 0.0052	\$ 0.0055

## MAINTENANCE PRICING

### ■ TASKalfa 7002i COPY CHARGE FOR SERVICE AND SUPPLIES-BAND 6

<b>TASKalfa 7002i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0051	\$ 0.0051	\$ 0.0055	\$ 0.0059
<b>Tier 2:</b> 25,000 Impressions/Mo. Min.	\$ 0.0046	\$ 0.0046	\$ 0.0049	\$ 0.0052
<b>Tier 3:</b> 40,000 Impressions/Mo. Min.	\$ 0.0044	\$ 0.0044	\$ 0.0046	\$ 0.0048

### ■ TASKalfa 8002i COPY CHARGE FOR SERVICE AND SUPPLIES-BAND 7

<b>TASKalfa 8002i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0048	\$ 0.0048	\$ 0.0051	\$ 0.0054
<b>Tier 2:</b> 50,000 Impressions/Mo. Min.	\$ 0.0043	\$ 0.0043	\$ 0.0045	\$ 0.0046
<b>Tier 3:</b> 100,000 Impressions/Mo. Min.	\$ 0.0040	\$ 0.0040	\$ 0.0041	\$ 0.0042

### ■ TASKalfa 8002i COPY CHARGE FOR SERVICE AND SUPPLIES-BAND-8

<b>TASKalfa 8002i FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Tier 1:</b> No Minimum	\$ 0.0048	\$ 0.0048	\$ 0.0050	\$ 0.0052
<b>Tier 2:</b> 100,000 Impressions/Mo. Min.	\$ 0.0042	\$ 0.0042	\$ 0.0043	\$ 0.0044
<b>Tier 3:</b> 250,000 Impressions/Mo. Min.	\$ 0.0039	\$ 0.0039	\$ 0.0040	\$ 0.0041

## MAINTENANCE PRICING

### ■ FS-C8520MFP COPY CHARGE FOR SERVICE & SUPPLIES BAND 1

<b>FS-C8520MFP FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0077	\$ 0.0077	\$ 0.0082	\$ 0.0087
<b>Color Tier 1: No Min.</b>	\$ 0.1050	\$ 0.1050	\$ 0.1100	\$ 0.1150
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0550	\$ 0.0550	\$ 0.0600	\$ 0.0650
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0550	\$ 0.0550	\$ 0.0600	\$ 0.0650

### ■ FS-C8525MFP COPY CHARGE FOR SERVICE & SUPPLIES BAND 2

<b>FS-C8525MFP FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>Color Tier 1: No Min.</b>	\$ 0.0073	\$ 0.0073	\$ 0.0078	\$ 0.0083
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0550	\$ 0.0550	\$ 0.0600	\$ 0.0650
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0550	\$ 0.0550	\$ 0.0600	\$ 0.0650

### ■ ECOSYS M6530cdn COPY CHARGE FOR SERVICE & SUPPLIES BAND 3

<b>ECOSYS M6530cdn FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0133	\$ 0.0133	\$ 0.0138	\$ 0.0143
<b>Color Tier 1: No Min.</b>	\$ 0.0632	\$ 0.0632	\$ 0.0682	\$ 0.0732
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0582	\$ 0.0582	\$ 0.0632	\$ 0.0682
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0582	\$ 0.0582	\$ 0.0632	\$ 0.0682

## MAINTENANCE PRICING

### ■ ECOSYS M6035cidn/M6535cidn COPY CHARGE FOR SERVICE & SUPPLIES

<b>ECOSYS M6035cidn ECOSYS M6535cidn FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0133	\$ 0.0133	\$ 0.0138	\$ 0.0143
<b>Color Tier 1: No Min.</b>	\$ 0.0632	\$ 0.0632	\$ 0.0682	\$ 0.0732
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0582	\$ 0.0582	\$ 0.0632	\$ 0.0682
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0582	\$ 0.0582	\$ 0.0632	\$ 0.0682

### ■ TASKalfa M2552ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 5

<b>TASKalfa M2552ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0075	\$ 0.0075	\$ 0.0080	\$ 0.0085
<b>Color Tier 1: No Min.</b>	\$ 0.0500	\$ 0.0500	\$ 0.0550	\$ 0.0650
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0450	\$ 0.0450	\$ 0.0500	\$ 0.0600
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0450	\$ 0.0450	\$ 0.0500	\$ 0.0600

### ■ TASKalfa M2552ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 6

<b>TASKalfa M2552ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0075	\$ 0.0075	\$ 0.0080	\$ 0.0085
<b>Color Tier 1: No Min.</b>	\$ 0.0500	\$ 0.0500	\$ 0.0550	\$ 0.0650
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0450	\$ 0.0450	\$ 0.0500	\$ 0.0600
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0450	\$ 0.0450	\$ 0.0500	\$ 0.0600



## MAINTENANCE PRICING

### ■ TASKalfa M3252ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 5

<b>TASKalfa M3252ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0075	\$ 0.0075	\$ 0.0080	\$ 0.0085
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

### ■ TASKalfa M3252ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 6

<b>TASKalfa M3252ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	-	-	-	-
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

### ■ TASKalfa M3552ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 5

<b>TASKalfa M3552ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0070	\$ 0.0070	\$ 0.0075	\$ 0.0080
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

## MAINTENANCE PRICING

### ■ TASKalfa M3552ci COPY CHARGE FOR SERVICE & SUPPLIES BANDS 6

<b>TASKalfa M3552ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	-	-	-	-
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

### ■ TASKalfa M4052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 5

<b>TASKalfa M4052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	-	-	-	-
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

### ■ TASKalfa M4052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 6

<b>TASKalfa M4052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	-	-	-	-
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

## MAINTENANCE PRICING

### ■ TASKalfa M5052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 5

<b>TASKalfa M5052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0082	\$ 0.0082	\$ 0.0087	\$ 0.0092
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 5,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

### ■ TASKalfa M5052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 6

<b>TASKalfa M5052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	-	-	-	-
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

### ■ TASKalfa M6052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 6

<b>TASKalfa M6052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0077	\$ 0.0077	\$ 0.0082	\$ 0.0087
<b>Color Tier 1: No Min.</b>	\$ 0.0455	\$ 0.0455	\$ 0.0505	\$ 0.0605
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0405	\$ 0.0405	\$ 0.0455	\$ 0.0555

## MAINTENANCE PRICING

### ■ TASKalfa M7052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 6

<b>TASKalfa M7052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0065	\$ 0.0065	\$ 0.0070	\$ 0.0075
<b>Color Tier 1: No Min.</b>	\$ 0.0425	\$ 0.0425	\$ 0.0475	\$ 0.0575
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0375	\$ 0.0375	\$ 0.0425	\$ 0.0525
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0375	\$ 0.0375	\$ 0.0425	\$ 0.0525

### ■ TASKalfa M8052ci COPY CHARGE FOR SERVICE & SUPPLIES BAND 7

<b>TASKalfa M8052ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0071	\$ 0.0071	\$ 0.0076	\$ 0.0081
<b>Color Tier 1: No Min.</b>	\$ 0.0425	\$ 0.0425	\$ 0.0475	\$ 0.0575
<b>Color Tier 2: 15,000 Impressions/Mo. Min.</b>	\$ 0.0375	\$ 0.0375	\$ 0.0425	\$ 0.0525
<b>Color Tier 3: 20,000 Impressions/Mo. Min.</b>	\$ 0.0375	\$ 0.0375	\$ 0.0425	\$ 0.0525

## MAINTENANCE PRICING

### ■ TASKalfa M306ci COPY CHARGE FOR SERVICE & SUPPLIES

<b>TASKalfa M306ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0090	\$ 0.0090	\$ 0.0095	\$ 0.0100
<b>Color Tier 1: No Min.</b>	\$ 0.0788	\$ 0.0788	\$ 0.0089	\$ 0.0099
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0738	\$ 0.0738	\$ 0.0079	\$ 0.0089
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0738	\$ 0.0738	\$ 0.0079	\$ 0.0089

### ■ TASKalfa M356ci COPY CHARGE FOR SERVICE & SUPPLIES

<b>TASKalfa M356ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0085	\$ 0.0085	\$ 0.0090	\$ 0.0095
<b>Color Tier 1: No Min.</b>	\$ 0.0580	\$ 0.0580	\$ 0.0680	\$ 0.0780
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0530	\$ 0.0530	\$ 0.0580	\$ 0.0680
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0530	\$ 0.0530	\$ 0.0580	\$ 0.0680

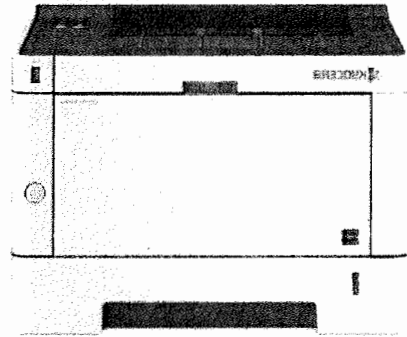
### ■ TASKalfa M406ci COPY CHARGE FOR SERVICE & SUPPLIES

<b>TASKalfa M406ci FULL SERVICE MAINTENANCE &amp; SUPPLY, COST PER IMPRESSION</b>	<b>ZONE 1 LOCAL FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 2 25 - 50 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 3 50 - 75 MILES FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>	<b>ZONE 4 GREATER THAN 75 MI. FULL SERVICE MAINT. &amp; SUPPLY COST PER IMPRESSION (CPI)</b>
<b>B&amp;W All Tiers/Bands</b>	\$ 0.0070	\$ 0.0070	\$ 0.0070	\$ 0.0070
<b>Color Tier 1: No Min.</b>	\$ 0.0525	\$ 0.0525	\$ 0.0625	\$ 0.0725
<b>Color Tier 2: 10,000 Impressions/Mo. Min.</b>	\$ 0.0475	\$ 0.0475	\$ 0.0525	\$ 0.0625
<b>Color Tier 3: 15,000 Impressions/Mo. Min.</b>	\$ 0.0475	\$ 0.0475	\$ 0.0525	\$ 0.0625

## ECOSYS P2235dw

### SPECIFICATIONS AT A GLANCE

- Speed: 37 Pages Per Minute
- Functions: Monochrome Printer
- Max Monthly Duty Cycle: 50,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi, Fine 1200 dpi
- Standard Paper Supply: 250 Sheet Drawer, 50 Sheet MPT
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: Drawers 16 lb. Bond; MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard Stackless Duplex
- PDLs/Emulations: PRESCRIBE, PCL6(PCL-XL/PCL-5e), KPDL3, PDF, XPS, PDF Direct Print, OpenXPS, TIFF, JPEG



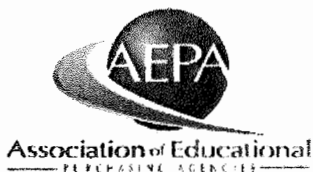
With **outstanding print quality** and **advanced features**, the ECOSYS P2235dw monochrome desktop printer offers **powerful capabilities** for the budget conscious business. Large paper capacity, standard duplex, and print speeds up to 37 ppm drive productivity in workgroups of all sizes. Additional flexibility is provided by **On-The-Go printing** and walk-up USB accessibility. Meeting the needs of users both in and out of the office, the ECOSYS P2235dw is the **affordable printing solution** your business can depend on.

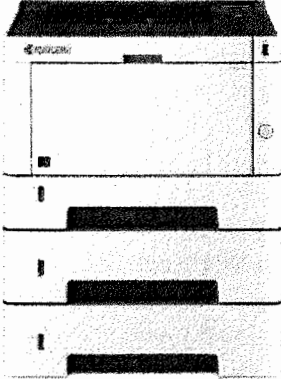
### ■ ECOSYS P2235dw

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P2235dw	37 ppm A4 Monochrome Printer with STD Wireless capability	\$ 201.00	\$ 129.00
<b>Accessories</b>			
PF-1100	250 Sheet Paper Drawer (Max 2 units)	80.00	50.00
UG-33	Upgrade Kit for Thin Print Support	78.00	-
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00	-
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00	-
Stand	Stand	126.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-1152	Toner (Black)	\$ 58.28	3,000	20 Cartridges	\$ 1,166.00	72,000
MK-1152	Maint. Kit	-	-	1 Kit	141.00	100,000





The ECOSYS P2040dw monochrome desktop printer combines **exceptional print quality** with advanced features for the budget conscious business. It provides large paper capacity, standard duplex, and print speeds up to 42 ppm in a highly reliable device with low TCO and ECOSYS **long life consumables**. On-the-Go printing capability and **walk-up USB accessibility** offer the flexibility busy professionals require. Driving productivity in workgroups of all sizes, the ECOSYS P2040dw is a smart, economical choice your business can count on.

## ECOSYS P2040dw

### SPECIFICATIONS AT A GLANCE

- Speed: 42 Pages Per Minute
- Functions: Monochrome Network Printer
- Max Monthly Duty Cycle: 80,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi, Fine 1200 dpi
- Standard Paper Supply: 250 Sheet Drawer, 100 Sheet MPT
- Max Paper Size: 8.5" x 14"
- Max Paper Weight Drawers: 16 lb. Bond; MPT 120 lb. Index
- Original Size: 8.5" x 14"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: 10/100/1000BaseTX
- PDLs/Emulations: PRESCRIBE, PCL6 (PCL-XL/PCL-5e), KPDL3, PDF, XPS, PDF Direct Print, OpenXPS, TIFF, JPEG

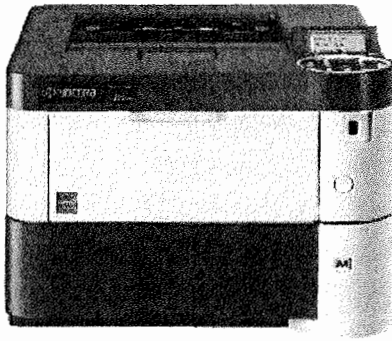


### ■ ECOSYS P2040dw

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P2040dw *	42 ppm A4 Monochrome Printer with STD Wireless capability	226.00	129.00
<b>Accessories</b>			
PF-1100	250 Sheet Paper Drawer (Max 2 units)	80.00	50.00
UG-33	Upgrade Kit for Thin Print Support	78.00	-
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00	-
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00	-
Stand	Stand	126.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

SUPPLY COST						
ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-1162	Toner (Black)	\$ 78.20	7,200	20 Cartridges	\$ 1,564.00	144,000
MK-1152	Maint. Kit	-	-	1 Kit	141.00	100,000





The ECOSYS P3045dn is a proven monochrome printer for businesses that demand **exceptional performance, reliability and versatility** at the desktop. Speeds up to 47 ppm, super crisp output, standard duplex and large paper capacity help keep your information moving as fast and efficiently as you do. Add **flexible options** including on-the-go mobile printing capability, walk-up USB accessibility, upgradable memory and secure printing, and you're now equipped to take your document imaging to the next level. It's desktop printing, redefined.

## ECODYD P3045dn

### SPECIFICATIONS AT A GLANCE

- Speed: 47 Pages Per Minute
- Function: Monochrome Printer
- Max Monthly Duty Cycle: 200,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi; Fast 1200 (1800 x 600 dpi) and Fine 1200 (1200 x 1200 dpi) Interpolated Resolution
- Standard Paper Supply: 500 Sheets x 4 (PF-320 Paper Feeder)  
2,000 sheets (PF-3100 Large Capacity Cassette)
- Max Paper Size: 8.5" x 14"
- Paper Weight: 16 lb Bond - 67 lb Index
- Duplexing: Standard Stackless Duplex
- Network Connectivity Standard: 10/100BaseTX/1000BaseT,  
Hi-Speed USB 2.0, 2 USB Host
- PDLs/Emulations: PRESCRIBE, PCL6 (PCL-XL/PCL-5e), KPDL3, PDF, XPS,  
PDF Direct Print, OpenXPS, TIFF, JPEG



### ■ ECOSYS P3045dn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P3045dn	47 ppm A4 Monochrome Printer	\$ 407.00	129.00
<b>Accessories</b>			
PF-320	500 Sheets Paper Drawer (Max 4 units)	153.00	50.00
PT-320	Face up rear output tray (250 sheets)	24.00	-
PF-3100	2,000 Sheet Large Capacity Paper Drawer	535.00	50.00
PB-325	Base unit with PF-3100	159.00	-
HD-6	SSD Memory Storage Device	230.00	25.00
SD-144-1GB(DDR3)	Printer DIMM Memory (1GB)	68.00	-
PCL Barcode Flash 3.0 (Type D/E)	Barcode Flash	168.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

#### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-3162	Toner (Black)	\$ 70.00	12,500	15 Cartridges	\$ 1,055.00	187,500
MK-3162	Maint. Kit	-	-	1 Kit	217.00	300,000







The ECOSYS P3050dn was created to meet the demands of your growing business for **exceptional performance and reliability** in its document imaging solutions. A monochrome desktop printer that defies expectations, it packs standard features and productivity-enhancing options into a **small footprint**. Print speeds up to 52 ppm, scalable paper capacity and standard duplex combine with on-the-go mobile printing capability, walk-up USB accessibility and upgradable memory to help maximize your business potential. **Durable and versatile**, the ECOSYS P3050dn keeps your information moving and your workgroup productive.

## ECOSYS P3050dn

### SPECIFICATIONS AT A GLANCE

- Speed: 52 Pages Per Minute
- Function: Monochrome Printer
- Max Monthly Duty Cycle: 250,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi; Fast 1200 (1800 x 600 dpi) and Fine 1200 (1200 x 1200 dpi) Interpolated Resolution
- Standard Paper Supply: 500 Sheets x 4 (PF-320 Paper Feeder)  
2,000 sheets (PF-3100 Large Capacity Cassette)
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: 16 lb. bond - 120 lb Index
- Duplexing: Standard Stackless Duplex
- Network Connectivity Standard: 10/100BaseTX/1000BaseT,  
Hi-Speed USB 2.0, 2 USB Host
- PDLs/Emulations: PRESCRIBE, PCL6 (PCL-XL/PCL-5e), KPDL3, PDF, XPS,  
PDF Direct Print, OpenXPS, TIFF, JPEG



### ■ ECOSYS P3050dn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P3050dn	52 ppm A4 Monochrome Printer	\$ 551.00	129.00
<b>Accessories</b>			
PF-320	500 Sheets Paper Drawer (Max 4 units)	153.00	50.00
PT-320	Face up rear output tray (250 sheets)	24.00	-
PF-3100	2,000 Sheet Large Capacity Paper Drawer	535.00	50.00
PB-325	Base unit with PF-3100	159.00	-
HD-6	SSD Memory Storage Device	230.00	25.00
SD-144-1GB(DDR3)	Printer DIMM Memory (1GB)	68.00	-
PCL Barcode Flash 3.0 (Type D/E)	Barcode Flash	168.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-3172	Toner (Black)	\$ 71.00	15,500	15 Cartridges	\$ 1,071.00	232,500
MK-3172	Maint. Kit	-	-	1 Kit	236.00	500,000



Association of Educational  
Purchasing Agencies



The ECOSYS P3055dn redefines the monochrome desktop printer. Fast output speeds of 57 ppm, up to Fine 1200 dpi resolution, **standard duplex** and scalable paper capacity options power your daily document imaging needs. On-the-go mobile printing capability, walk-up USB accessibility and secure printing take your productivity to the next level. **Durable and reliable**, it has been created for businesses that demand exceptional performance. Big on features yet small in size, the ECOSYS P3055dn is just what you need to keep your business moving forward.

## ECOSYS P3055dn

### SPECIFICATIONS AT A GLANCE

- Speed: 57 Pages Per Minute
- Function: Monochrome Printer
- Max Monthly Duty Cycle: 275,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi; Fast 1200 (1800 x 600 dpi) and Fine 1200 (1200 x 1200 dpi) Interpolated Resolution
- Standard Paper Supply: 500 Sheets x 4 (PF-320 Paper Feeder)  
2,000 sheets (PF-3100 Large Capacity Cassette)
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: 16 lb. bond - 120 lb Index
- Duplexing: Standard Stackless Duplex
- Network Connectivity Standard: 10/100BaseTX/1000BaseT,  
Hi-Speed USB 2.0, 2 USB Host
- PDLs/Emulations: PRESCRIBE, PCL6 (PCL-XL/PCL-5e), KPDL3, PDF, XPS, PDF Direct Print, OpenXPS, TIFF, JPEG



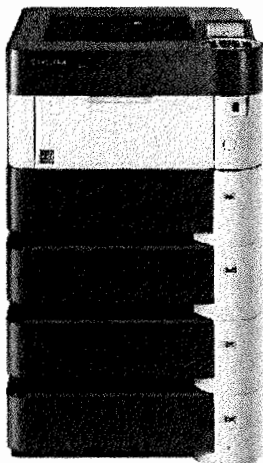
### ■ ECOSYS P3055dn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P3055dn	57 ppm A4 Monochrome Printer	\$ 651.00	159.00
<b>Accessories</b>			
PF-320	500 Sheets Paper Drawer (Max 4 units)	153.00	50.00
PT-320	Face up rear output tray (250 sheets)	24.00	-
PF-3100	2,000 Sheet Large Capacity Paper Drawer	535.00	50.00
PB-325	Base unit with PF-3100	159.00	-
HD-6	SSD Memory Storage Device	230.00	25.00
SD-144-1GB(DDR3)	Printer DIMM Memory (1GB)	68.00	-
PCL Barcode Flash 3.0 (Type D/E)	Barcode Flash	168.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

#### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-3182	Toner (Black)	\$ 75.00	21,000	15 Cartridges	\$ 1,128.00	315,000
MK-3172	Maint. Kit	-	-	1 Kit	236.00	500,000





The ECOSYS P3060dn delivers desktop power and productivity at lightning speeds! Businesses that demand **exceptional performance**, reliability and versatility in a monochrome printer need look no further than this compact yet powerful workhorse. With print speeds up to 62 ppm, it can keep up with the demands of even the most fast-paced workgroup. Combined with **standard duplex**, exceptionally high paper capacity and a host of optional features including mobile printing, advanced security and expandable storage, the ECOSYS P3060dn will help shift your document imaging into overdrive.

## ECOSYS P3060dn

### SPECIFICATIONS AT A GLANCE

- Speed: 62 Pages Per Minute
- Function: Monochrome Printer
- Max Monthly Duty Cycle: 300,000 Pages Per Month
- Resolution: 600 x 600 dpi, 300 x 300 dpi; Fast 1200 (1800 x 600 dpi) and Fine 1200 (1200 x 1200 dpi) Interpolated Resolution
- Standard Paper Supply: 500 Sheets x 4 (PF-320 Paper Feeder)  
2,000 sheets (PF-3100 Large Capacity Cassette)
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: 16 lb. bond - 120 lb Index
- Duplexing: Standard Stackless Duplex
- Network Connectivity Standard: 10/100BaseTX/1000BaseT,  
Hi-Speed USB 2.0, 2 USB Host
- PDLs/Emulations: PRESCRIBE, PCL6 (PCL-XL/PCL-5e), KPDL3, PDF, XPS, PDF Direct Print, OpenXPS, TIFF, JPEG



### ■ ECOSYS P3060dn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P3060dn	62 ppm A4 Monochrome Printer	\$ 977.00	189.00
<b>Accessories</b>			
PF-320	500 Sheets Paper Drawer (Max 4 units)	153.00	50.00
PT-320	Face up rear output tray (250 sheets)	24.00	-
PF-3100	2,000 Sheet Large Capacity Paper Drawer	535.00	50.00
PB-325	Base unit with PF-3100	159.00	-
HD-6	SSD Memory Storage Device	230.00	25.00
SD-144-1GB(DDR3)	Printer DIMM Memory (1GB)	68.00	-
PCL Barcode Flash 3.0 (Type D/E)	Barcode Flash	168.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-3192	Toner (Black)	\$ 81.00	25,000	15 Cartridges	\$ 1,217.00	375,000
MK-3172	Maint. Kit	-	-	1 Kit	236.00	500,000

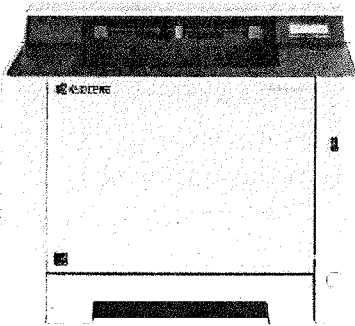


Association of Educational  
PURCHASING AGENCIES

## ECOSYS P5026cdw

### SPECIFICATIONS AT A GLANCE

- Speed: 27/27 Pages Per Minute A4 Color Printer
- Functions: Standard Network Print, Copy and Scan
- Max Monthly Duty Cycle: 65,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9600 x 600 dpi, 1200 x 1200 dpi
- Standard Paper Supply: Single 250 Sheet Drawer, 50 Sheet Multi-purpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: Drawers 16 lb Bond - 90 lb Index; MPT 16 lb Bond - 120 lb. Index
- Original Size: 5.5" x 8.5" – 8.5" x 14" (Statement – Legal)
- Duplexing: Standard Stackless Duplex
- Network Connectivity: Standard 10/100/1000BaseTX, USB 2.0
- PDL: PRESCRIBE, PCL6 (PCL5c/PCL-XL), KPDL3 Supporting AES, PDF Direct Print, XPS/OpenXPS Direct Print



The ECOSYS P5026cdw is a versatile **Color Network Printer** designed for small workgroups and individual users that seek maximum productivity, reliability and affordability. Built to deliver, the compact ECOSYS P5026cdw offers the ultimate in performance/price value. From **professional color quality** and standard wireless capabilities to flexible media support and expandable paper supply, the ECOSYS P5026cdw tackles your day-to-day printing tasks with **unmatched precision and economy.**

### ■ ECOSYS P5026cdw

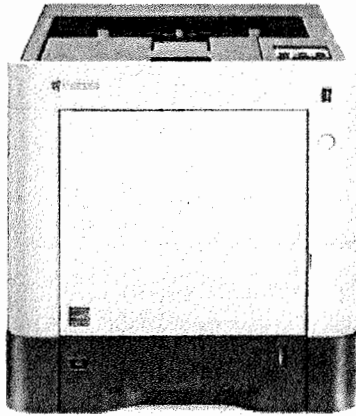
Model	Description	AEPA Price	Annual Maintenance
ECOSYS P5026cdw	27/27 P.P.M. A4 Color Printer with STD Wireless capability	\$ 525.00	\$ 400.00
<b>Accessories</b>			
PF-5110	250 Sheet Paper Drawer (Max 1 unit)	97.00	50.00
UG-33	Upgrade Kit for Thin Print Support	78.00	-
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00	-
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-5242K	Toner (Black)	67.00	4,000	36 containers	2,399.00	144,000
TK-5242C	Toner (Cyan)	82.00	3,000	36 containers	2,967.00	108,000
TK-5242M	Toner (Magenta)	82.00	3,000	36 containers	2,967.00	108,000
TK-5242Y	Toner (Yellow)	82.00	3,000	36 containers	2,967.00	108,000



Association of Educational  
PURCHASING AGENCIES



*"The ECOSYS P6130cdn desktop network color printer meets daily output needs while respecting your bottom line. Offering a high degree of functionality, it enables you to print attention-grabbing reports, proposals and more with a burst of business color, at 28 pages per minute. Its print from USB allows on-the-go printing, while wireless printing capabilities help keep you productive without tying you to the device. Combining exceptional quality with high reliability and long life consumables, the ECOSYS P6130cdn is a smart solution that makes good business sense."*

## ECOSYS P6130cdn

### SPECIFICATIONS AT A GLANCE

- Speed: 28/28 Pages Per Minute Color Printer
- Function: Network Print
- Max Monthly Duty Cycle: 65,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9,600 x 600 multi bit Interpolated Resolution
- Standard Paper Supply: 500 Sheet Drawer, 50 Sheet Multipurpose Tray (MPT)
- Max Paper Size: 8.5" x 14"
- Max Paper Weight Drawers: 90 lb Index
- MPT: 120 lb Index
- Original Size: 8.5" x 14"
- Duplexing: Standard
- Network Connectivity: Standard 10/100/1000BaseTX
- PDL: PCL6 (PCL5c, PCLXL), KPDL3 (PS3), PRESCRIBE



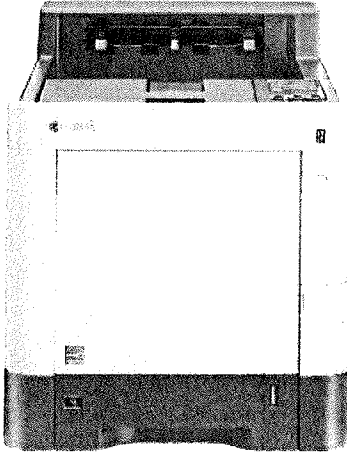
### ■ ECOSYS P6130cdn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P6130cdn	28/28 P.P.M. Color Printer	\$ 855.00	\$ 400.00
<b>Accessories</b>			
PF-5100	500 Sheet Multipurpose Feeder	149.00	50.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00	-
IB-51	Wireless LAN NIC	262.00	-
HD-6	SSD Memory Device (32 GB)	230.00	25.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00	-
SD-144-1GB(DDR3)	Printer Memory [1GB]	68.00	-
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00	-
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00	-
UG-33	Upgrade Kit for Thin Print Support	78.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

#### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-5142K	Toner (Black)	75.00	7,000	15 containers	1,119.00	105,000
TK-5142C	Toner (Cyan)	76.00	5,000	15 containers	1,139.00	90,000
TK-5142M	Toner (Magenta)	76.00	5,000	15 containers	1,139.00	90,000
TK-5142Y	Toner (Yellow)	76.00	5,000	15 containers	1,139.00	90,000
MK-5142	Maint. Kit*	-	-	1 Kit	527.00	200,000





The ECOSYS P6035cdn brings powerful document imaging capabilities to the desktop in a **small footprint**. Exceptional functionality, including 37 ppm output in black or color and a large paper capacity, helps workgroups of all sizes to keep jobs moving. With its **optional wireless printing**, standard USB host interface and Apple AirPrint™ capabilities, your workforce will stay productive without being tied to the device. As importantly, KYOCERA ECOSYS **long life consumables** and an impressive drum yield make it **an economical and ecological solution**, as well as the smart choice for your business.

## ECOSYS P6035cdn

### SPECIFICATIONS AT A GLANCE

- Speed: 37/37 Pages Per Minute Color Printer
- Function: Network Print
- Max Monthly Duty Cycle: 140,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9,600 x 600 multi bit Interpolated Resolution
- Standard Paper Supply: 500 Sheet Drawer, 150 Sheet Multipurpose Tray (MPT)
- Max Paper Size: 8.5" x 14"
- Max Paper Weight Drawers: 16 - 90 lb Index (60-163gsm)
- MPT: 16 lb Bond - 120 lb Index (60-220gsm)
- Original Size: 8.5" x 14"
- Duplexing: Standard Stackless Duplex
- Network Connectivity: Standard 10/100/1000BaseTX, Hi-Speed USB 2.0, 2 USB Host Interfaces, 1 Expansions Slot;
- PDL: PRESCRIBE, PCL6 (PCLXL/PCL5c), KPDL3 (PS3 compatible), XPS



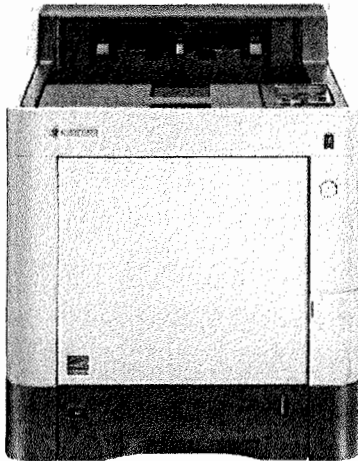
### ■ ECOSYS P6035cdn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P6035cdn	37/37 P.P.M. Color Printer	\$ 1,131.00	\$ 400.00
<b>Accessories</b>			
PF-5100	500 Sheet Multipurpose Feeder	149.00	50.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00	-
IB-51	Wireless LAN NIC	262.00	-
HD-6	SSD Memory Device (32 GB)	230.00	25.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00	-
SD-144-1GB(DDR3)	Printer Memory [1GB]	68.00	-
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00	-
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00	-
UG-33	Upgrade Kit for Thin Print Support	78.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

#### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-5152K	Toner (Black)	\$ 91.00	12,000	15 containers	\$ 1,369.00	180,000
TK-5152C	Toner (Cyan)	131.00	10,000	15 containers	1,962.00	150,000
TK-5152M	Toner (Magenta)	131.00	10,000	15 containers	1,962.00	150,000
TK-5152Y	Toner (Yellow)	131.00	10,000	15 containers	1,962.00	150,000
MK-5152	Maint. Kit	-	-	1 Kit	776.00	200,000





The ECOSYS P7040cdn packs **powerful desktop document imaging capabilities** in a small footprint. Workgroups of all sizes will benefit from its **exceptional functionality**, as well as its 42 ppm output in black or color, and large paper capacity to keep jobs moving. **Optional wireless printing**, standard USB host interface and Apple® AirPrint® capabilities help your workforce stay productive without tying them to the device. As importantly, **ECOSYS long life consumables** and an impressive drum yield deliver an economical and ecological solution, making it the smart choice for your business.

## ECOSYS P7040cdn

### SPECIFICATIONS AT A GLANCE

- Speed: 42 Pages Per Minute Color Printer
- Functions: Color Network Printer
- Max Monthly Duty Cycle: 150,000 Pages Per Month
- Resolution: 600 x 600 dpi, 9,600 x 600 multi bit interpolated resolution
- Standard Paper Supply: Single 500 Sheet Drawer, 100 Sheet Multi-purpose Tray
- Max Paper Size: 8.5" x 14"
- Max Paper Weight: 16 lb Bond - 120 lb. Index
- Original Size: 5.5" x 8.5" – 8.5" x 14" (Statement – Legal)
- Duplexing: Standard Stackless Duplex
- Network Connectivity: Standard 10/100/1000BaseTX, USB 2.0
- PDL: PRESCRIBE, PCL6 (PCLXL/PCL5c), KPDL3 (PS3 compatible), XPS



### ■ ECOSYS P7040cdn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P7040cdn	42/42 P.P.M. Color Printer	\$ 1,443.00	\$ 400.00
<b>Accessories</b>			
PF-5100	500 Sheet Multipurpose Feeder	149.00	50.00
IB-50	Gigabit EtherNet Board for Dual NIC	194.00	-
IB-51	Wireless LAN NIC	262.00	-
HD-6	SSD Memory Device (32 GB)	230.00	25.00
Data Security Kit (E)	Hard Drive Encryption/Overwrite Kit	326.00	-
SD-144-1GB(DDR3)	Printer Memory [1GB]	68.00	-
SDHC Card-16G	SD Card Memory for Storage, 16Gb	19.00	-
SDHC Card-32G	SD Card Memory for Storage, 32Gb	48.00	-
UG-33	Upgrade Kit for Thin Print Support	78.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

#### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-5162K	Toner (Black)	\$ 109.00	16,000	15 containers	\$ 1,637.00	240,000
TK-5162C	Toner (Cyan)	143.00	12,000	15 containers	2,149.00	180,000
TK-5162M	Toner (Magenta)	143.00	12,000	15 containers	2,149.00	180,000
TK-5162Y	Toner (Yellow)	143.00	12,000	15 containers	2,149.00	180,000
MK-5162	Maint. Kit	-	-	1 Kit	1,014.00	300,000



Association of Educational  
PURCHASING AGENCIES



The ECOSYS P8060cdn brings power and performance to high-quality color printing. With output speeds up to 60 pages per minute, advanced finishing, vivid 1200 x 1200 dpi color and flexible configurations, the ECOSYS P8060cdn easily tackles both complex printing and day-to-day business requirements with ease. Kyocera's **customizable Business Applications** maximize efficiency, empowering your workforce to leverage printed information how, when and where they need it. Add to that Kyocera's **award-winning, ultra-reliability** and unique **long-life technology**, and you have a powerful document solution that delivers exceptional results.

## ECOSYS P8060cdn

### SPECIFICATIONS AT A GLANCE

- Speed: 60/55 Pages Per Minute A3 Color Printer
- Function: Print
- Max Monthly Duty Cycle : 250,000 Pages Per Month
- Standard Paper Supply: 1,150 sheets
- Resolution: 600 x 600 dpi; 9600 dpi x 600 dpi; 1200 x 1200 dpi
- Original Size: 11" x 17"
- Maximum Paper Size: 12" x 18"
- Duplexing: Standard Stackless
- Network Connectivity: 10/100/1000BaseTX; High Speed USB 2.0
- PDL: PRESCRIBE, PCL6 (PCL-XL/PCL-5c),KPDLL3 (Compatible with PostScript3), PDF, XPS/OpenXPS, TIFF, JPEG, IBM Proprinter, LinePrinter, LQ-850



### ■ ECOSYS P8060cdn

Model	Description	AEPA Price	Annual Maintenance
ECOSYS P8060cdn	60/55 PPM A3 Color Printer with STD Wireless capability	\$2,980.00	\$800.00
<b>Accessories</b>			
PF-7100	Dual 500 Sheet Paper Trays	598.00	50.00
PF-7120	3,000 Sheet Side Large Capacity Tray - Letter	658.00	50.00
PF-7110	Dual 1,500 Sheet Paper Trays	640.00	50.00
DF-7110	4,000 Sheet Staple Finisher	1,159.00	100.00
DF-7120	1,000 Sheets Finisher (Requires AK-740 for installation)	714.00	50.00
BF-730	Booklet and Tri Folding Unit for DF-7110	696.00	-
MT-730(B)	7 Bin Mailbox for DF-7110	464.00	-
PH-7A	Punch Unit for DF-7120/7110	311.00	-
Data Security (E)	Data Security (Common Criteria/NIAP certified Hard Drive Encryption/Overwrite Kit)	326.00	-
AK-7100	Attachment kit for DF-7120 / DF-7110	87.00	-
Stand	Copier Cabinet Stand	194.00	-
UG-34	Optional Printer Emulation	305.00	-
UG-33	Upgrade Kit for Thin Print Support	78.00	-
IB-50	Gigabit Ethernet Board for Dual NIC	194.00	-
IB-51	Wireless LAN NIC	262.00	-
NK-7110	Numeric Keypad	65.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector	122.00	-

### SUPPLY COST

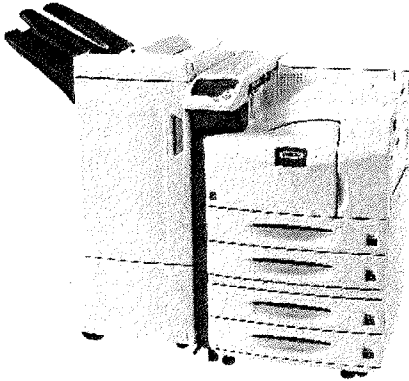
ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-8802K	Toner (Black)	\$ 114.00	30,000	12 Cartridges	\$ 1,365.00	360,000
TK-8802Y	Toner (Yellow)	220.00	20,000	20 Cartridges	4,406.00	400,000
TK-8802M	Toner (Magenta)	220.00	20,000	20 Cartridges	4,406.00	400,000
TK-8802C	Toner (Cyan)	220.00	20,000	20 Cartridges	4,406.00	400,000
MK-8515A	Maint. Kit	-	-	1 Kit	1,344.00	600,000
MK-8515B	Maint. Kit	-	-	1 Kit	1,294.00	600,000
MK-8505C	Maint. Kit	-	-	1 Kit	474.00	300,000
WT-8500		-	-	9 Cartridges	137.00	40,000



Association of Educational  
PURCHASING AGENCIES



## FS-9530DN



*Enterprise Network Monochrome Printer with standard Duplex, 500 x 2 Sheet Universal Paper Drawers and a 200 Sheet Multipurpose Tray. Standard Network Interface. Standard 128MB RAM, upgradeable to 640MB, optional 40GB HDD. Optional Paper Handling and Finishing.*

### SPECIFICATIONS AT A GLANCE

- Speed: 51 Pages Per Minute
- Function: Print
- Max Monthly Duty Cycle: 300,000 Pages Per Month
- Resolution: Fast 1200 Mode (1800 x 600 dpi), 600 x 600 DPI, 300 x 300 DPI (ECO)
- Standard Paper Supply: 500 x 2, 200 Sheet MPT
- Max Paper Size: 11" x 17"
- Max Paper Weight: Up to 110 lb. Index
- Original Size: 11" x 17"
- Duplexing: Standard
- Network Connectivity Standard: 10/100BaseTX, Parallel, Hi-Speed USB 2.0; Standard USB Host (Full Speed); Optional Serial
- PDL: PRESCRIBE, PCL 6 (XL, 5e), KPDL3 (PS3), KCGL (HPGL/2), Diablo 630, IBM ProPrinter X24, Epson LQ850, Line Printer



### ■ FS-9530DN

Model	Description	AEPA Price	Annual Maintenance
FS-9530DN	51 P.P.M. Modular Laser Printer	\$ 2,010.00	\$ 419.00
<b>Accessories</b>			
PF-700	Dual 500 Sheet Drawer	710.00	50.00
PF-750	3,000 Large Capacity Drawer	748.00	50.00
DF-710(B)	3,000 Sheet Finisher (requires AK-705)	1,495.00	100.00
DF-730	1,000 Sheet Finisher (requires AK-705)	843.00	100.00
BF-710	Booklet Folder for DF-710	844.00	-
MT-710	Multi Tray for DF-710	545.00	-
PH-5A	Punch Unit (2/3 Hole) for DF-710	423.00	-
Data Security Kit C	HDD Erase Kit for Print	381.00	-
AK-705	DF-710/730 Attachment for FS-9130DN/9530DN	34.00	-
Stand	Stand for FS-9130DN/9530DN	148.00	-
IB-23	Secure Network Interface	167.00	-
SD-100-512B	512 MB Print Memory Upgrade - 100 Pin DIMM	187.00	-
PCL Barcode Flash Module	CF Card PCL Barcode Flash Module 3.00 (Type A)	168.00	-
Surge Protector-MX (15A)	15 Amp Surge Protector (protects from surges/provides noise filtering)	122.00	-

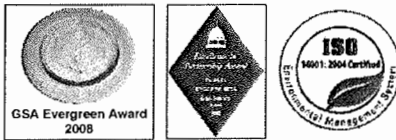
### SUPPLY COST

ITEM	DESCRIPTION	CARTRIDGE COST	CARTRIDGE YIELD	CASE QUANTITY	CASE COST	CASE YIELD
TK-712	Toner (Black)	\$ 115.00	40,000	4 Bottles	\$ 458.00	160,000
MK-710	Maint. Kit	-	-	1 Kit	532.00	500,000
SH-10	Staples for DF-710	-	5,000	3 Cartridges	37.00	15,000
Staples	for DF-730	-	3,000	3 Cartridges	47.00	9,000









Association of Educational  
PURCHASING AGENCIES

**AEPA**

Contract Number AEPA IFB #017B

KYOCERA Document Solutions America, Inc.  
*National Accounts*



**KYOCERA Document Solutions America, Inc.**

225 SAND ROAD  
PO BOX 40008  
FAIRFIELD, NJ 07004-0008  
Tel: (973) 808-8444  
Fax: (973) 882-4411

## AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services Bid Proposal Checklist

**Bidder Name:** KYOCERA DOCUMENT SOLUTIONS  
**Name of Authorized Representative:** NEIL KELLY  
**Office Address:** 225 SAND ROAD, FAIRFIELD, NJ 07004  
**Time Zone:**  Eastern  Central  Mountain  Pacific  
**Telephone:** 973-461-4075 **Fax:** \_\_\_\_\_  
**Email:** neil.kelly@da.kyocera.com **Website:** usa.kyoceradocumentsolutions.com

**Instructions:** Please complete the checklist below, confirming that the following documents have been uploaded to Public Purchase, in their required format, by the due date and time listed for this IFB. Bidders are reminded that failure to follow, comply with, and adhere to these instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its member agencies, affiliate agencies and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the deadline.

"x"	Document Title, Uploaded to Public Purchase <i>(Bidder must submit forms in the required title/format)</i>	Format of Uploaded Document	Notes
X	Part B – Specifications – Name of Bidder	Scanned PDF	Signature required
X	Bid Proposal Checklist – Name of Bidder	Scanned PDF	
X	Form A – Bid Affidavit – Name of Bidder	Scanned PDF	Signature and notarization required
X	Form B – Acceptance of Bid & Contract Award – Name of Bidder	Scanned PDF	Signature required
X	Form C – Service Questionnaire – Name of Bidder	Scanned PDF	Signature required
X	Form D – Company Information – Name of Bidder	Scanned PDF	Signature required
X	Form E – Exceptions – Name of Bidder	Scanned PDF	Signature required
X	Form F – Deviations – Name of Bidder	Scanned PDF	Signature required
X	Form G – Discount & Pricing Schedules – Name of Bidder	Scanned PDF	Signature required
X	Form G.1- BW MFD – Name of Bidder	Excel Workbook	Must not be password protected
X	Form G.2 – Color MFD – Name of Bidder	Excel Workbook	Must not be password protected
X	Form G.3 – BW Printers – Name of Bidder	Excel Workbook	Must not be password protected
X	Form G.4 – Color Printers – Name of Bidder	Excel Workbook	Must not be password protected
X	Form G.5-G.8 – Discount & Pricing Schedules MFDs- Printers – Name of Bidder	Excel Workbook	Must not be password protected

✗	Forms G.9-G.11 – Discount & Pricing Schedules Related Services – Name of Bidder	Excel Workbook	Must not be password protected
✗	Form G.12 – Warranties, Additional Services – Name of Bidder	Scanned PDF	Not provided by AEPA, Bidder Created
✗	Form G.13 – Additional Discounts (optional)	Scanned PDF	Not provided by AEPA, Bidder Created
✗	Letter of Line of Credit and/or Annual Report – Name of Bidder	Scanned PDF	Not provided by AEPA, Bidder Created
✗	State Specific Required Forms (See Part A)	Scanned PDF	Not provided by AEPA, Bidder Created

**AEPA IFB #017-B**  
**Digital Multi-function Devices/Copiers, Printers and Related Services**  
**Form A – Bid Affidavit**

**Name of Bidder:** Kyocera Document Solutions America

**Instructions:** This form must be signed by the Bidder's authorized representative and notarized below. The completed document must be scanned to a PDF format and uploaded to Public Purchase with the Bidder's proposal. If awarded, the Bidder is required to produce a copy of this document for each of the member agencies with which it contracts.

1. The undersigned, duly authorized to represent the persons, firms and corporations joining and participating in the submission of the foregoing bid (such persons, firms and corporations hereinafter being referred to as the bidder), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, firm or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other bidders, or with any official of the **Member Agency**, or any employee thereof, or any person, firm or corporation under contract with the **Member Agency** whereby the bidder, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid or is to pay to any other bidder or to any of the aforementioned persons anything of value whatever, and that the bidder has not, directly nor indirectly entered into any arrangement or agreement with any other bidder or bidders which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the bidder, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the bidder, nor any officer, director, partner, member or associate of the bidder, nor any of its employees directly involved in obtaining contracts with the State of **Member Agency, Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the bidder or any person on his behalf has examined and understands the terms, conditions, scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the bidder will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the bidder is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved and have included all information that is required in Sections C, D, E, F and G of these bid forms.

Neil Kelly  
 Authorized Representative (Please print or type)

225 Sand Road  
 Mailing Address

Director, Solutions Architecture  
 Title (Please print or type)

Fairfield, NJ 07004  
 City, State, Zip

*Neil Kelly*  
 Signature of Authorized Representative

9/30/2016                      973-461-4075  
 Date                                      Phone

Subscribed and sworn to before me this 30th day of September

Notary Public in and for County of Essex State of New Jersey

My commission expires: Signature: February 17, 2020 *Paul D. Greenberg*  
PAUL D. GREENBERG, NOTARY PUBLIC - STATE OF NEW JERSEY  
ID# 2325331

**AEPA IFB #017-B**  
**Digital Multi-function Devices/Copiers, Printers and Related Services**  
**Form B – Acceptance of Bid & Contract Award**

Name of Bidder: Kyocera Document Solutions America

**Instructions:** PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. The completed document must be scanned to a PDF format and uploaded to Public Purchase with the Bidder's proposal. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

**PART I: BIDDER**

In compliance with the Invitation For Bid (IFB), the undersigned warrants that I/we have examined the Instructions to Bidders, associated documents, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Company Name Kyocera Document Solutions America Date 9/30/2016  
Company Address 225 Sand Road City Fairfield State NJ Zip 07004  
Contact Person Neil Kelly Title Director, Solutions Architecture  
Authorized Signature *Neil Kelly* Title \_\_\_\_\_  
Email Address neil.kelly@da.kyocera.com Phone 973-461-4075

**PART II: AWARDDING MEMBER AGENCY**

Your bid response for the above identified bid is hereby accepted. As a Vendor Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2018 unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency \_\_\_\_\_

Agency Executive \_\_\_\_\_

Awarded this \_\_\_\_\_ day of \_\_\_\_\_ Contract Number \_\_\_\_\_

Contract to commence (Member Agency to select):  \_\_\_\_\_ or  March 1, 2017



**AEPA IFB #017-B**  
**Digital Multi-function Devices/Copiers, Printers and Related Services**  
**Form B – Acceptance of Bid & Contract Award**

Name of Bidder: Kyocera Document Solutions America

**Instructions:** PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. The completed document must be scanned to a PDF format and uploaded to Public Purchase with the Bidder's proposal. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

**PART I: BIDDER**

In compliance with the Invitation For Bid (IFB), the undersigned warrants that I/we have examined the Instructions to Bidders, associated documents, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Company Name Kyocera Document Solutions America Date 9/30/2016  
Company Address 225 Sand Road City Fairfield State NJ Zip 07004  
Contact Person Neil Kelly Title Director, Solutions Architecture  
Authorized Signature *Neil Kelly* Title \_\_\_\_\_  
Email Address neil.kelly@da.kyocera.com Phone 973-461-4075

**PART II: AWARDING MEMBER AGENCY**

Your bid response for the above identified bid is hereby accepted. As a Vendor Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2018 unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency \_\_\_\_\_

Agency Executive \_\_\_\_\_

Awarded this \_\_\_\_\_ day of \_\_\_\_\_ Contract Number \_\_\_\_\_

Contract to commence (Member Agency to select):  \_\_\_\_\_ or  March 1, 2017



## AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services Form E - Exceptions

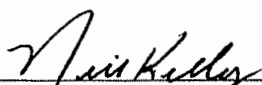
Name of Bidder: KYOCERA DOCUMENT SOLUTIONS

**Instructions:**

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Scan this form plus any attachments into a single PDF document.
5. Title the file as per the instructions and upload your PDF document to Public Purchase with the Bidder's proposal.
6. Exceptions to local, state or federal laws cannot be accepted under this bid.

<b>X</b>	<b>No</b> , this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	<b>Yes</b> , this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

Signature   
*Must be same authorized signature that appears on the Bid Affidavit and Acceptance Form.*



**AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services  
Form F - Deviations**

Name of Bidder:           KYOCERA DOCUMENT SOLUTIONS          

**Instructions:**

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
4. Scan this form plus any attachments into a single PDF document.
5. Title the file as per the instructions and upload your PDF document to Public Purchase with the Bidder's proposal.
6. Deviations to local, state or federal laws cannot be accepted under this bid.

<b>X</b>	<b>No</b> , this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
	<b>Yes</b> , this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation

Signature           *Air Kelly*            
*Must be same authorized signature that appears on the Bid Affidavit and Acceptance Form.*





DOCUWARE<sup>®</sup>  
CONNECTOR

# DOCUWARE INTEGRATION MADE SIMPLE.

EASILY MANAGE DOCUMENT DISTRIBUTION AND STORAGE IN DOCUWARE.



KYOCERA'S DOCUWARE CONNECTOR PROVIDES UNPRECEDENTED DOCUWARE INTEGRATION AND EASE-OF-USE.

Companies know the importance of access to information. Document management systems such as DocuWare<sup>®</sup> offer users many key benefits, including document archiving and retrieval, collaboration, and automated workflows; however, the information stored in a document management system is most useful when it is easily accessible. That is why it is so important for organizations to control the way information is stored from the onset. The solutions that deliver the best ROI are ones that provide this information access and control efficiently without infringing on employee productivity.

For organizations using or considering the DocuWare enterprise content management system, KYOCERA's DocuWare Connector offers unprecedented integration with DocuWare through KYOCERA MFPs and multi-functional printers by connecting to both the on-premise and cloud version of DocuWare. Hardcopy documents can be securely scanned and sent to DocuWare from any connected KYOCERA MFP for processing, archiving or sharing; in addition, archived documents can be quickly located and printed on-demand from the control panel. Offering unique features such as: card authentication, Single Sign-On, intelligent file size recognition, priority display of DocuWare Store Dialogs, index field descriptions and many more, KYOCERA's DocuWare Connector provides users real-time access to their DocuWare Web Basket and all of their cabinets, so they always have the most up to date options for processing their documents!

**KYOCERA's DocuWare Connector is engineered to provide the most efficient user experience supporting both the on-premise and cloud version of DocuWare.**

#### HOW IT WORKS

- Place a document on a connected KYOCERA MFP.
- Select the DocuWare Cabinet or Web Basket from the control panel.
- Choose the appropriate Index Dialog; complete required fields.
- Press the start button, and it's done. It's that simple!

 **KYOCERA**  
Document Solutions

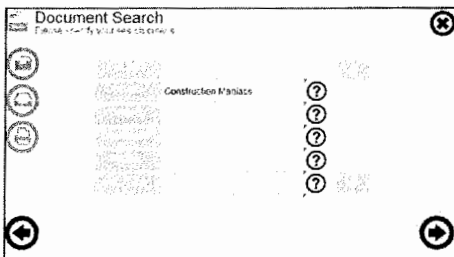
## DOCUWARE<sup>®</sup> CONNECTOR

### HYPAS

KYOCERA's HyPAS (Hybrid Platform for Advanced Solutions) is a powerful and scalable software solution platform. Through direct enhancement of the MFP's core capabilities, to the integration with widely accepted software applications, HyPAS will enhance your specific document imaging needs, resulting in improved information sharing, resource optimization and document workflows.



Select from all authorized file cabinets



Searchable fields allow for fast indexing

### SYSTEM REQUIREMENTS

- › Windows Server 2008 Service Pack 2, Windows Server 2008 R2 SP1
- › Windows Server 2012, Windows Server 2012 R2
- › Both 32 and 64 bit platforms are supported
- › 2 GHz or faster processor
- › 1 GB of RAM
- › 5 GB of available hard disk space
- › Microsoft.NET version 4.5 is required
- › Integration with following versions of DocuWare is supported:
  - DocuWare Server 6.6
  - DocuWare Server 6.7
  - DocuWare Server 6.8

For the latest on connectivity visit [www.kyoceradocumentsolutions.com/us](http://www.kyoceradocumentsolutions.com/us).

Specifications and design are subject to change without notice.

HyPAS is a trademark of KYOCERA.

DocuWare is a registered trademark of DocuWare.

DocuWare

KYOCERA Document Solutions America, Inc. Headquarters: 225 Sand Road, Fairfield, NJ 07004-0008, USA

©2015 KYOCERA Document Solutions America, Inc.

### KYOCERA'S DOCUWARE CONNECTOR OFFERS THE FOLLOWING KEY BENEFITS

- › **DocuWare Cloud platform support** allows organizations utilizing the DocuWare Cloud to realize the same KYOCERA HyPAS MFP integration benefits as those customers with the on premise version of DocuWare
- › **Intelligent file size recognition** moves processing to the background for files over 30 MB to enable additional workflows immediately after scanning large jobs
- › **Priority display of DocuWare Store Dialogs** displays frequently used Dialogs at the top of the list minimizing search time spent by the end user
- › **Index field descriptions** provides added detail on the type of information required for processing documents which minimizes filing errors
- › **Card authentication** enables users to log in using proximity cards eliminating the need for manual entry of DocuWare log in credentials
- › **Single Sign-On\* (SSO)** enables users to log into a secured KYOCERA HyPAS MFP and KYOCERA's DocuWare Connector with one swipe of their registered proximity card
- › **Native PDF printing** gives users the ability to print PDFs without installing print drivers on the DocuWare Server
- › **USB Keyboard support** for much faster text entry and indexing

\*Single Sign-On capability available when used in conjunction with: Network Authentication, Local authentication, KYOCERA CentraQ Pro, KYOCERA AccessLock, CAC/PIV (Common Access Card/Personal Identity Verification) or select third party cost control and security applications.

### ADDITIONAL BENEFITS OF KYOCERA'S DOCUWARE CONNECTOR

- › Access your existing DocuWare file cabinets and index dialogs in real time
- › Ensure documents are processed accurately even when workflow requirements change
- › Maximize return on investment by leveraging your existing DocuWare investment with the advanced functionality of your KYOCERA MFPs
- › Integration with DocuWare's authentication server for secure access to appropriate files and workflows based on administrator-controlled user rights

 **KYOCERA**  
Document Solutions



# DISCOVER NEW KYOCERA TECHNOLOGY

COMING SOON!

LEARN HOW WE WILL EMPOWER  
THE MEMBERS OF THE AEPA.



EXPERIENCE ENTERPRISE-GRADE DURABILITY

*No user-replaceable parts!*

With KYOCERA, **local service** from right here in your area will keep you supported and running every day



KEEP COSTS UNDER CONTROL

*Save Time. Save Resources. Save Money.*

KYOCERA provides a **true** total cost of ownership advantage



WORK MORE EFFECTIVELY

*You take care of your business, and we'll take care of the fleet!*

KYOCERA innovation and workflow solutions enable employees to get more done.



PLANET-FRIENDLY PRINTING

*Dedicated staff focused on keeping our planet beautiful!*

A full-range of standard, environmentally-friendly practices that help save energy and resources.

## POWERING INFORMATION TECHNOLOGY WITH ADVANCED FUNCTIONALITY

KYOCERA offers capabilities that enable the state to harness the full capabilities of your IT budget and infrastructure, including:

- > Superior **Local Service** and Management
- > Superior **Reliability**
- > **Simplicity** of use and security in operation

Kyocera provides a full line of award-winning equipment to help employees be more productive, while working to achieve their goals in the service of the AEPA.



Document Solutions

KYOCERA Document Solutions America, Inc.  
Headquarters: 225 Sand Road, Fairfield, NJ 07004-0008, USA  
© 2016 KYOCERA Document Solutions America, Inc.

All other trademarks are the property of their respective owners.  
For the latest on connectivity visit [www.kyoceradocumentsolutions.com/us](http://www.kyoceradocumentsolutions.com/us)  
Specifications and design are subject to change without notice.





COOPERATIVE PURCHASING  
IS ABOUT SHARING THE  
BEST INFORMATION.

WE HELP AEPA MEMBERS  
MANAGE IT.

AEPA members have document needs  
that are unique, so an ordinary document  
management solution simply won't do.

FOR AEPA CONTRACT NEEDS:  
973-808-8444 | [ESA@da.kyocera.com](mailto:ESA@da.kyocera.com)  
[usa.kyoceradocumentsolutions.com](http://usa.kyoceradocumentsolutions.com)

 **KYOCERA**  
Document Solutions



TASKalfa 

TASKalfa 5551ci



# HIGH PRODUCTIVITY AND FIRST-CLASS COLOR PRINTS.

THE TASKalfa 5551ci



 **KYOCERA**  
Document Solutions

# MAKE DIGITAL PRINTING MORE PRODUCTIVE.

Today's office environment has become busier than ever: most businesses need to increase their productivity whilst keeping the staff to a minimum. Outsourcing print jobs has been one strategy to achieve this goal, but it can be expensive and have a longer turnaround time than many offices can afford. Now, there is a new way of dealing with print jobs that responds to the new

business reality where more and more desktop publishing tools allow people to easily produce professional-looking documents: TASKalfa color devices give office users the ability to quickly and cost-effectively print their documents.

IMAGINE IT – PRINT IT.



## PRODUCT HIGHLIGHTS

- > SMART RIP TECHNOLOGY FOR HIGH-LEVEL PRODUCTIVITY EVEN WHEN PRINTING COMPLEX GRAPHIC DOCUMENTS.
- > INTELLIGENT ORDER PROCESSING MANAGEMENT.
- > WIDE RANGE OF TOOLS FOR DOCUMENT WORKFLOW OPTIMISATION.
- > SEAMLESS NETWORK INTEGRATION.
- > ORIGINAL ADOBE® POSTSCRIPT®.

---

Begin optimizing your workflow today with Phillip Borchardt from

**KYOCERA Enterprise & Strategic Accounts**

phone: 630-818-1795

e-mail: [philip.borchardt@da.kyocera.com](mailto:philip.borchardt@da.kyocera.com)

[WWW.USA.KYOCERADOCUMENTSOLUTIONS.COM](http://WWW.USA.KYOCERADOCUMENTSOLUTIONS.COM)

© 2004 KYOCERA Document Solutions America, Inc.

**Live Report : KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.**

D-U-N-S® Number: 06-446-5503

Trade Names: (FOREIGN PARENT IS KYOCERA DOCUMENT SOLUTIONS INC., OSAKA, JAPAN.) - KYOCERA

Endorsement/Billing Reference: LuterteE@dnb.com

**D&B Address**

**Address** 225 Sand Rd  
Fairfield, NJ, US - 07004

**Location** Headquarters (Subsidiary)  
**Type**

**Phone** 973 808-8444

**Web** www.usa.kyoceradocumentsolutions.com

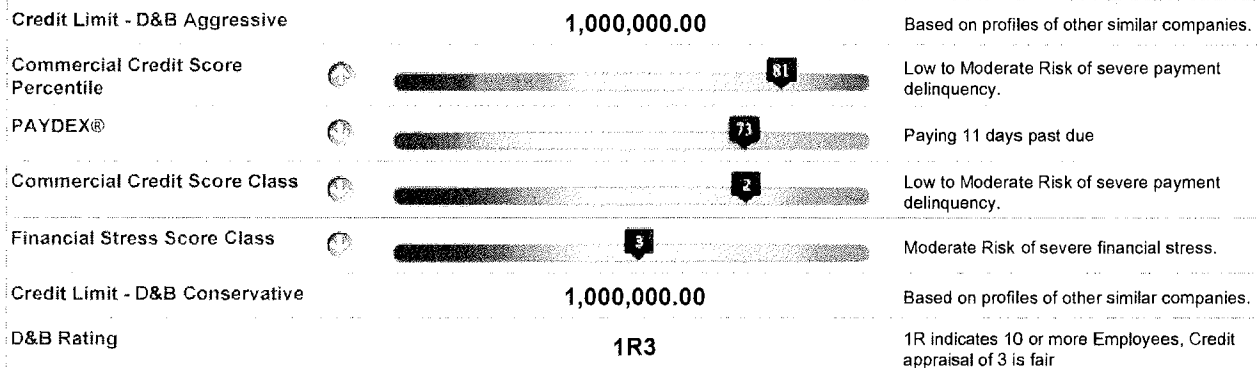
**Fax**

**Endorsement :** LuterteE@dnb.com

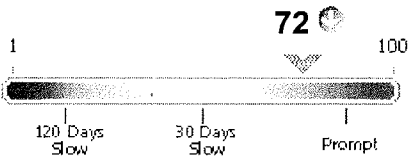
**Company Summary**

Currency: Shown in USD unless otherwise indicated

**Score Bar**

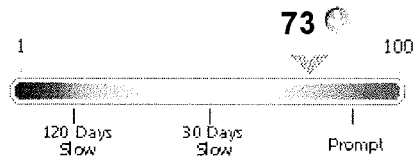


**D&B 3-month PAYDEX®**



When weighted by amount, Payments to suppliers average 12 Days Beyond Terms

**D&B PAYDEX®**



When weighted by amount, Payments to suppliers average 11 days beyond terms

**D&B Company Overview**

This is a headquarters (subsidiary) location

Branch(es) or Division(s) exist Y

**Mailing Address** PO BOX 40008  
FAIRFIELD, NJ 07004

**Chief Executive** NORIHIKO INA, CEO

**Year Started** 1973

**Employees** 700 (209 Here)

**Public Filings**

The following data includes both open and closed filings found in D&B's database on this company.

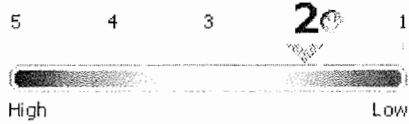
Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-

**Financing** SECURED  
**SIC** 5044 , 5084  
**Line of business** Whol office equipment, whol industrial equipment, whol electronic parts/ equipment  
**NAICS** 423420  
**History Status** CLEAR

**Suits** 1 07/20/06  
**UCCs** 283 01/05/16

The public record items contained herein may have been paid, terminated, vacated or released prior to todays date.

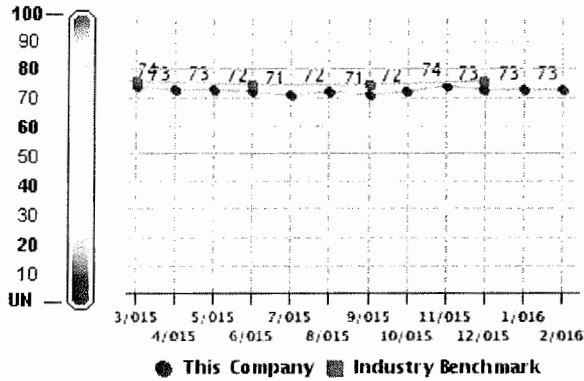
**Commercial Credit Score Class**



**Financial Stress Score Class**



**PAYDEX® Trend Chart**



**Corporate Linkage**

**Global Ultimate**

Company	City , Country	D-U-N-S® NUMBER
KYOCERA CORPORATION	KYOTO , JAPAN	69-055-7624

**Parent**

Company	City , Country	D-U-N-S® NUMBER
KYOCERA DOCUMENT SOLUTIONS INC.	OSAKA , JAPAN	69-053-7816

**Subsidiaries (Domestic)**

Company	City , State	D-U-N-S® NUMBER
KYOCERA DOCUMENT SOLUTIONS ALABAMA, LLC	BIRMINGHAM , Alabama	05-456-6310
DISCOVERY OFFICE SYSTEMS, INC.	SANTA ROSA , California	06-299-2466
KYOCERA DOCUMENT SOLUTIONS NEW ENGLAND, INC.	WILMINGTON , Massachusetts	11-524-7751
ONE SOURCE IMAGING SOLUTIONS, INC.	BALTIMORE , Maryland	13-190-4729



WITTCO-OREGON, INC.	RENTON , Washington	13-197-8579
DUPLITRON, INC.	FAIRFIELD , New Jersey	78-205-6840
KYOCERA DOCUMENT SOLUTIONS SOUTHERN CALIFORNIA, LLC	SAN DIEGO , California	05-988-9531


### Branches (Domestic)

Company	City , State	D-U-N-S® NUMBER
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	ATLANTA , Georgia	04-738-3398
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	IRVING , Texas	07-977-9013
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	DULUTH , Georgia	08-375-8524
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	NEW YORK , New York	08-315-6864
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	WOOD DALE , Illinois	09-867-1824
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	CONCORD , California	10-172-8587
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	IRVINE , California	14-791-7975
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	LOS ANGELES , California	14-993-6218
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	ELMSFORD , New York	15-497-5408
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	COPPELL , Texas	16-766-0104
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	ARLINGTON , Virginia	84-376-6747
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	NEW YORK , New York	95-732-9642
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	MEMPHIS , Tennessee	80-054-3527
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	IRVINE , California	07-854-5242

### Affiliates (International)

Company	City , Country	D-U-N-S® NUMBER
Kyocera Document Solutions Canada, Ltd	MISSISSAUGA , CANADA	24-047-9683
TA Triumph-Adler GmbH	Nürnberg , GERMANY	31-559-6320
KYOCERA Document Solutions Deutschland GmbH	MEERBUSCH , GERMANY	31-745-6655
Ceyoniq Innovations GmbH	BIELEFELD , GERMANY	34-278-9550
KYOCERA Document Solutions Finland Oy	HELSINKI , FINLAND	36-969-9459
KYOCERA Document Solutions Europe B.V.	Hoofddorp , NETHERLANDS	40-681-0804
KYOCERA DOCUMENT SOLUTIONS PORTUGAL - EQUIPAMENTOS DE ESCRITÓRIO, UNIPESSOAL, LDA	LISBON , PORTUGAL	45-018-4973
KYOCERA Document Technology (Dong Guan) Co., Ltd.	DONGGUAN , CHINA	54-484-6637
KYOCERA DOCUMENT TECHNOLOGY VIETNAM CO., LTD	Haiphong , VIETNAM	55-522-1527
KYOCERA DOCUMENT SOLUTIONS SINGAPORE PTE. LTD.	SINGAPORE , SINGAPORE	59-537-2384
KYOCERA Document Solution Korea Co., Ltd.	SEOUL , REPUBLIC OF KOREA	63-114-3075
KYOCERA DOCUMENT SOLUTIONS SOUTH AFRICA (PTY) LTD	HALFWAY HOUSE , SOUTH AFRICA	63-939-8452
KYOCERA DOCUMENT SOLUTIONS TAIWAN CORPORATION	Taipei City , TAIWAN	65-721-4946
KYOCERA Document Solutions Asia Limited	TSUEN WAN , HONG KONG	66-340-5737
KYOCERA Document Solutions Hong Kong Limited	TSUEN WAN , HONG KONG	66-389-5472
Kyocera Soluções em Documentos Brazil Ltda.	SANTANA DO PARNAIBA , BRAZIL	67-833-8186
KYOCERA Document Technology Company (H.K.) Limited	TSUEN WAN , HONG KONG	68-617-2438
KYOCERA DOCUMENT SOLUTIONS JAPAN INC.	SETAGAYA-KU , JAPAN	69-174-6960
KYOCERA DOCUMENT SOLUTIONS DEVELOPMENT PHILIPPINES, INC.	CEBU , PHILIPPINES	71-898-3240
KYOCERA DOCUMENT SOLUTIONS FRANCE	ST AUBIN , FRANCE	76-458-8802
Kyocera Document Solutions México, S.A. de C.V.	MEXICO CITY , MEXICO	81-181-1926

## Predictive Scores

Currency: Shown in USD unless otherwise indicated 

### D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:



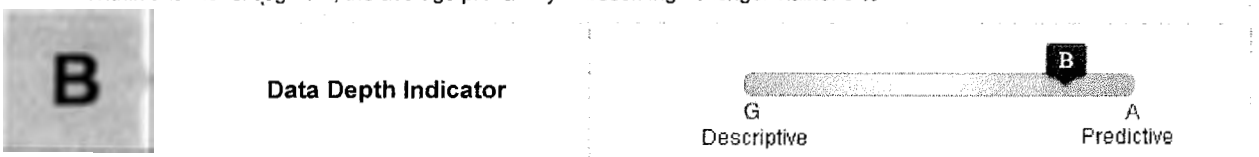
#### Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 2 have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked 2: **4 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**



#### Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked 1 with this model segment: **11 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**



#### Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.



### Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating : **1R3**

Number of employees: **1R** indicates **10 or more** employees  
 Composite credit appraisal: **3** is fair

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

Below is an overview of the company's rating history since 01-01-1991

Number of Employees Total: 700 (209 here)

D&B Rating	Date Applied
1R3	04-30-2002
1R2	04-26-2001
1R3	10-15-1998
1R4	08-20-1998
1R3	09-14-1995
-	01-01-1991

Payment Activity:	(based on 163 experiences)
Average High Credit:	7,402
Highest Credit:	200,000
Total Highest Credit:	922,050

**D&B Credit Limit Recommendation**

Conservative credit Limit: 1,000,000  
 Aggressive credit Limit: 1,000,000



Risk category for this business : **LOW**

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

**Financial Stress Class Summary**

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

**Financial Stress Class :**



Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

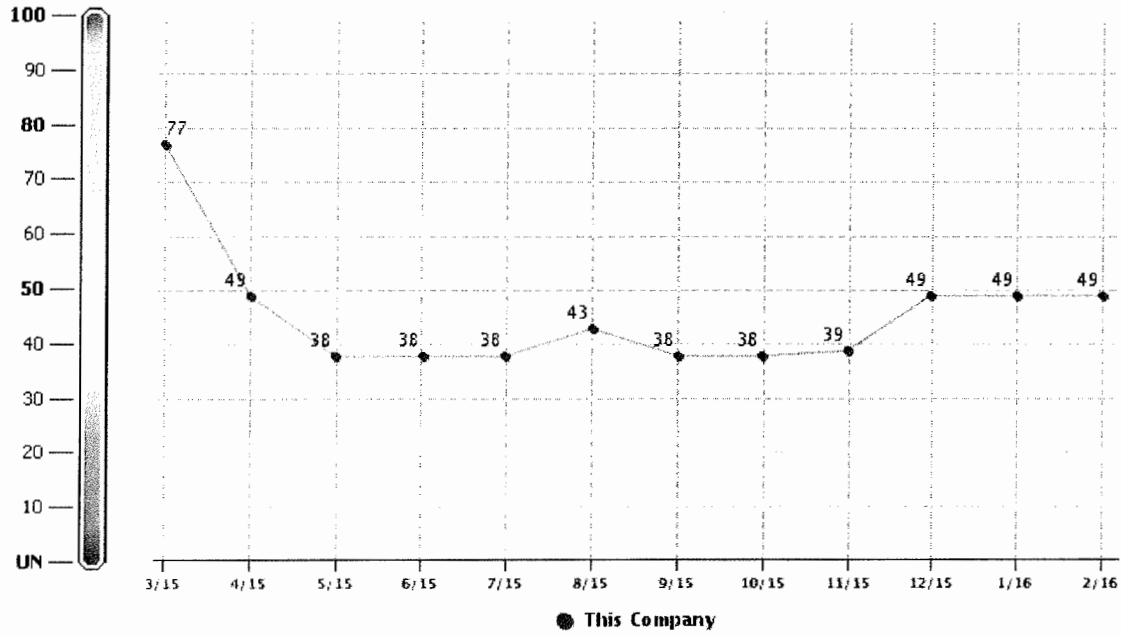
**Probability of Failure:**

Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)  
 Financial Stress National Percentile : **49** (Highest Risk: 1; Lowest Risk: 100)  
 Financial Stress Score : **1475** (Highest Risk: 1,001; Lowest Risk: 1,875)  
 Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

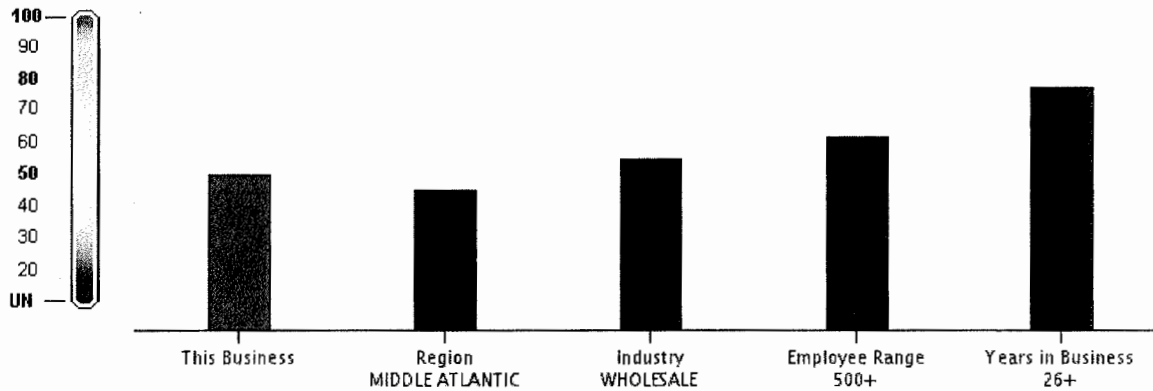
Composite credit appraisal is rated fair.  
 UCC Filings reported.  
 High number of inquiries to D & B over last 12 months.  
 Low proportion of satisfactory payment experiences to total payment experiences.  
 High proportion of past due balances to total amount owing.

**Financial Stress Percentile Trend:**



**Notes:**

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.  
 The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.  
 The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&Bs file.  
 The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	49
Region: MIDDLE ATLANTIC	44
Industry: WHOLESALE	54
Employee range: 500+	61
Years in Business: 26+	77

This Business has a Financial Stress Percentile that shows:

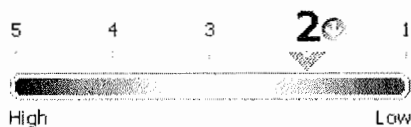
- Lower risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

### Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

#### Credit Score Class :



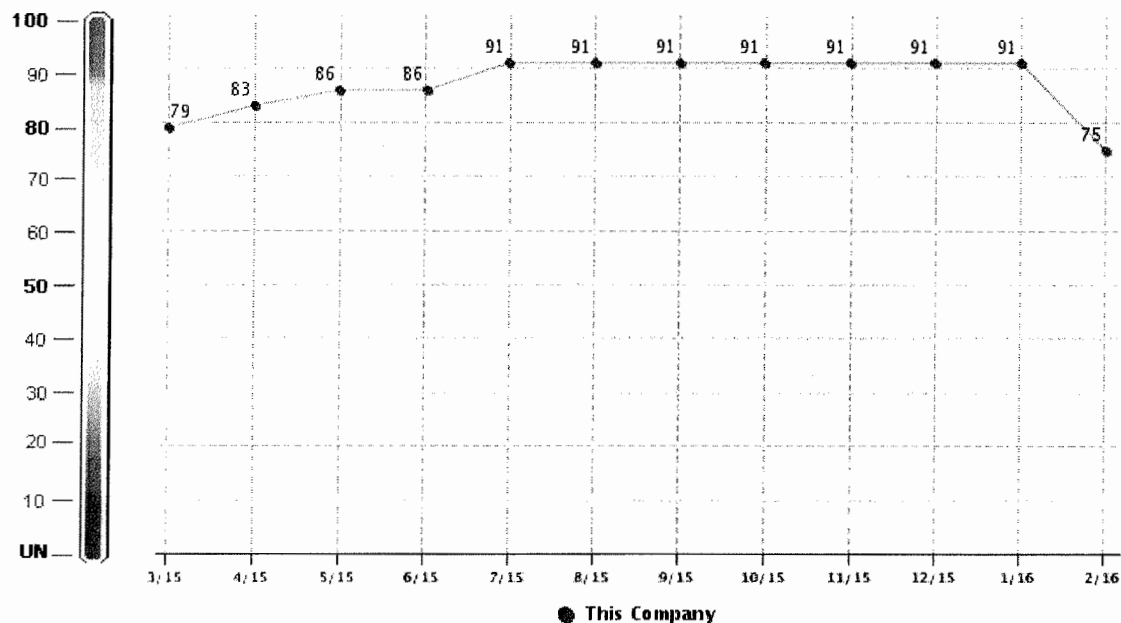
#### Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**  
 Average compared to businesses in D&B's database: **10.20 %**  
 Credit Score Percentile : **81** (Highest Risk: 1; Lowest Risk: 100)  
 Credit Score : **553** (Highest Risk: 101; Lowest Risk: 670)

The Credit Score Class of this business is based on the following factors:

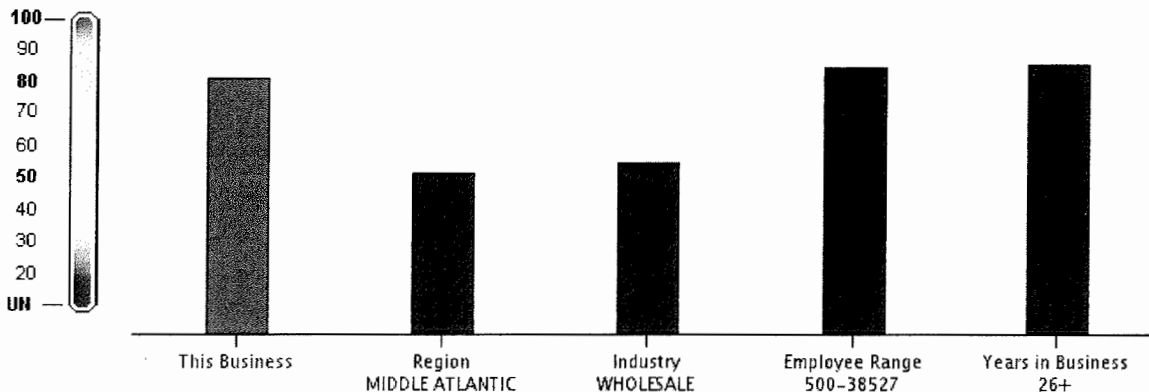
- Higher risk industry based on delinquency rates for this industry
- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Evidence of open suits

Credit Score Class Percentile Trend:



**Notes:**

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency. The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database. The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file. The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	81
Region: MIDDLE ATLANTIC	51
Industry: WHOLESALE	54
Employee range: 500-38527	84
Years in Business: 26+	85

This business has a Credit Score Percentile that shows:


- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

**Trade Payments**

**D&B PAYDEX®**

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

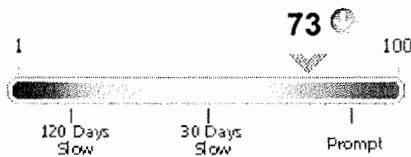
Timeliness of historical payments for this company.




- Current PAYDEX is**            73    Equal to 11 days beyond terms ( Pays more slowly than the average for its industry of 6 days beyond terms )
- Industry Median is**        76    Equal to 6 days beyond terms
- Payment Trend currently is**    Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

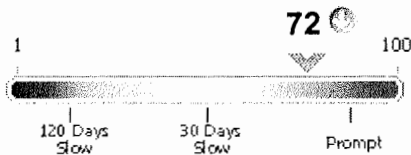
<b>Total payment Experiences in D&amp;Bs File (HQ)</b>	163
<b>Payments Within Terms (not weighted)</b>	86 %
<b>Trade Experiences with Slow or Negative Payments(%)</b>	18.40%
<b>Total Placed For Collection</b>	0
<b>High Credit Average</b>	7,402
<b>Largest High Credit</b>	200,000
<b>Highest Now Owing</b>	100,000
<b>Highest Past Due</b>	20,000




**D&B PAYDEX**



-  High risk of late payment (Average 30 to 120 days beyond terms)
  -  Medium risk of late payment (Average 30 days or less beyond terms)
  -  Low risk of late payment (Average prompt to 30+ days sooner)
- When weighted by amount, payments to suppliers average 11 days beyond terms**

**3-Month D&B PAYDEX**



-  High risk of late payment (Average 30 to 120 days beyond terms)
  -  Medium risk of late payment (Average 30 days or less beyond terms)
  -  Low risk of late payment (Average prompt to 30+ days sooner)
- Based on payments collected over last 3 months.**

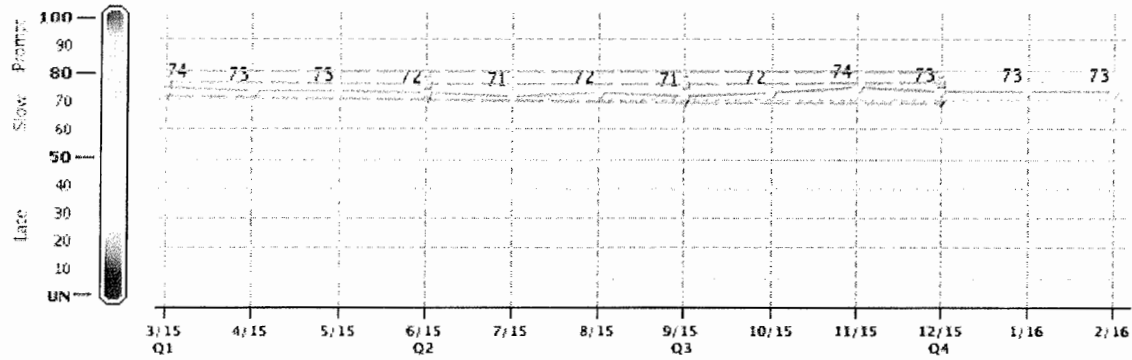
**When weighted by amount, payments to suppliers average 12 days beyond terms**

**D&B PAYDEX® Comparison**

**Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Whol office equipment, whol industrial equipment, whol electronic parts/equipment , based on SIC code 5044 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.



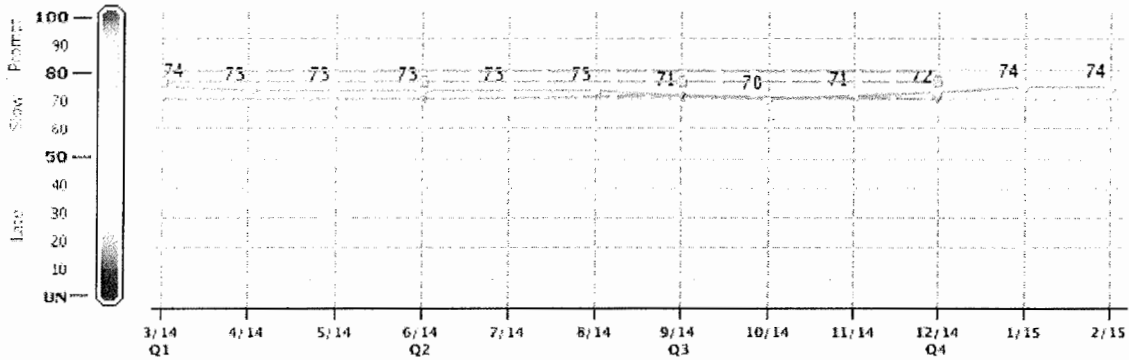
This Company ... Industry Upper 25% ▾ Industry Lower 25% ▨ Industry Median

	3/15	4/15	5/15	6/15	7/15	8/15	9/15	10/15	11/15	12/15	1/16	2/16
<b>This Business</b>	74	73	73	72	71	72	71	72	74	73	73	73
<b>Industry Quartiles</b>												
Upper	79	.	.	79	.	.	79	.	.	79	.	.
Median	76	.	.	75	.	.	75	.	.	76	.	.
Lower	71	.	.	70	.	.	69	.	.	69	.	.

Current PAYDEX for this Business is 73 , or equal to 11 days beyond terms  
 The 12-month high is 74 , or equal to 9 DAYS BEYOND terms  
 The 12-month low is 71 , or equal to 14 DAYS BEYOND terms

**Previous Year**

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Whol office equipment, whol industrial equipment, whol electronic parts/equipment , based on SIC code 5044 .



This Company ... Industry Upper 25% ▾ Industry Lower 25% ▨ Industry Median

<b>Previous Year</b>	03/14 Q1'14	06/14 Q2'14	09/14 Q3'14	12/14 Q4'14
<b>This Business</b>	74	73	71	72
<b>Industry Quartiles</b>				
Upper	79	79	79	79
Median	76	76	76	76
Lower	70	70	71	70

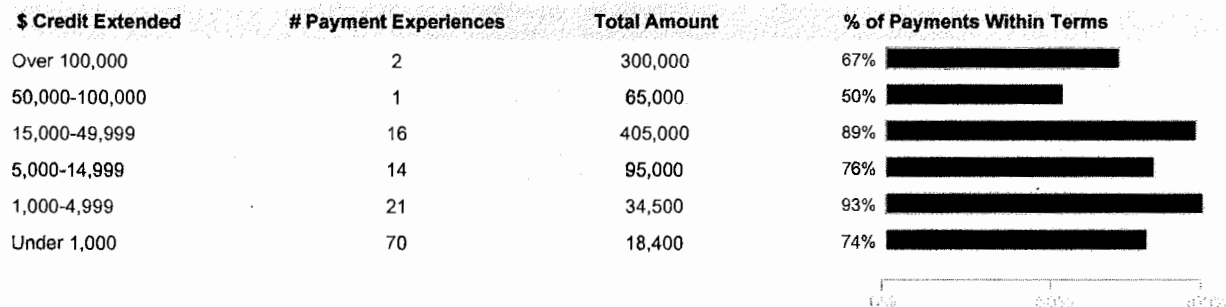


Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 73 , or equal to 11 days beyond terms  
 The present industry median Score is 76 , or equal to 6 days beyond terms  
 Industry upper quartile represents the performance of the payers in the 75th percentile  
 Industry lower quartile represents the performance of the payers in the 25th percentile

### Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.



Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

### Payment Summary

There are 163 payment experience(s) in D&Bs file for the most recent 24 months, with 80 experience(s) reported during the last three month period.

The highest Now Owes on file is 100,000 . The highest Past Due on file is 20,000

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit Within Terms (%)	Days Slow <31 31-60 61-90 90> (%) (%) (%) (%)			
<b>Top Industries</b>							
Public finance	35	6,700	1,000	81	19	0	0
Trucking non-local	15	484,950	200,000	66	13	21	0
Nonclassified	11	32,500	15,000	96	4	0	0
Executive office	10	4,100	2,500	100	0	0	0
Whol computers/softwr	8	60,200	40,000	54	13	33	0
Telephone communicatns	8	5,400	2,500	100	0	0	0
Misc business credit	8	3,250	750	81	19	0	0
Whol office supplies	4	7,250	5,000	52	41	0	7
Whol service paper	3	22,500	15,000	100	0	0	0
Computer system desgn	2	55,000	45,000	100	0	0	0
Radiotelephone commun	2	55,000	30,000	100	0	0	0
Natural gas distrib	2	40,000	25,000	100	0	0	0
Mfg computers	2	15,750	15,000	100	0	0	0
Help supply service	2	11,000	10,000	100	0	0	0
Arrange cargo transpt	2	1,250	750	60	0	40	0
Air courier service	1	45,000	45,000	100	0	0	0
Data processing svcs	1	25,000	25,000	100	0	0	0
Whol electronic parts	1	20,000	20,000	50	0	50	0
Ret mail-order house	1	5,000	5,000	100	0	0	0

State commercial bank	1	5,000	5,000	100	0	0	0	0
Whol industrial equip	1	5,000	5,000	100	0	0	0	0
Paper mill	1	2,500	2,500	100	0	0	0	0
Local truck w/storage	1	1,000	1,000	100	0	0	0	0
Mfg refrig/heat equip	1	1,000	1,000	100	0	0	0	0
Misc business service	1	500	500	0	100	0	0	0
Industrial launderer	1	500	500	100	0	0	0	0
Mfg conveyors	1	500	500	100	0	0	0	0
Mfg manifold forms	1	500	500	0	50	0	0	50
Hotel/motel operation	1	500	500	100	0	0	0	0
Veterinary services	1	250	250	50	50	0	0	0
Investment advice	1	250	250	50	50	0	0	0
Ret stationery	1	250	250	0	100	0	0	0
Whol electrical equip	1	100	100	100	0	0	0	0
Reg misc coml sector	1	100	100	100	0	0	0	0
Short-frm busn credit	1	50	50	0	100	0	0	0
Lithographic printing	1	50	50	100	0	0	0	0
<b>Other payment categories</b>								
Cash experiences	26	4,000	1,000					
Payment record unknown	2	150	100					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
<b>Total in D&amp;B's file</b>	<b>163</b>	<b>922,050</b>	<b>200,000</b>					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

#### Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
02/16	Ppt	1,000	0	0	N30	2-3 mos
	Ppt-Slow 60	40,000	20,000	20,000		1 mo
01/16	Ppt		0	0		4-5 mos
	Ppt		0	0		6-12 mos
	Ppt		500	0		1 mo
	Ppt	100,000	100,000	0		1 mo
	Ppt	45,000	0	0	N30	1 mo
	Ppt	25,000	25,000	0		1 mo
	Ppt	25,000	15,000	0		1 mo
	Ppt	15,000	10,000	0		1 mo
	Ppt	15,000	7,500	0		1 mo
	Ppt	15,000	0	0		6-12 mos
	Ppt	15,000	7,500	0		1 mo
	Ppt	7,500	0	0		6-12 mos
	Ppt	5,000	750	0	N30	1 mo
	Ppt	5,000	0	0		2-3 mos
	Ppt	2,500	2,500	0		1 mo
	Ppt	2,500	0	0		6-12 mos
	Ppt	2,500	0	0		6-12 mos

	Ppt	2,500	100	0 N30	1 mo
	Ppt	2,500	0	0 N30	1 mo
	Ppt	2,500	0	0	2-3 mos
	Ppt	2,500	0	0	6-12 mos
	Ppt	1,000	0	0	6-12 mos
	Ppt	1,000	0	0	6-12 mos
	Ppt	1,000	0	0	2-3 mos
	Ppt	1,000	1,000	0	1 mo
	Ppt	750	0	0	6-12 mos
	Ppt	750	0	0 1 10 N30	1 mo
	Ppt	500	250	0	1 mo
	Ppt	500	500	0	1 mo
	Ppt	500	0	0	1 mo
	Ppt	500	500	0	1 mo
	Ppt	500	500	0	1 mo
	Ppt	500	250	0 N30	1 mo
	Ppt	500	500	0	1 mo
	Ppt	250	100	0	
	Ppt	250	100	0	1 mo
	Ppt	100	50	0 N30	1 mo
	Ppt	100	0	0 N30	1 mo
	Ppt	100	0	0	2-3 mos
	Ppt	100	0	0	2-3 mos
	Ppt	50	0	0	1 mo
	Ppt-Slow 30		500	0	1 mo
	Ppt-Slow 30	10,000	500	0	1 mo
	Ppt-Slow 30	5,000	5,000	0 N30	1 mo
	Ppt-Slow 30	750	0	0	4-5 mos
	Ppt-Slow 30	250	250	100	1 mo
	Ppt-Slow 45	200,000	1,000	1,000	1 mo
	Slow 30	7,500	5,000	2,500	1 mo
	Slow 30	750	750	750	1 mo
	Slow 30	500	100	100	1 mo
	Slow 30	500	0	0	2-3 mos
	Slow 30	100	0	0	4-5 mos
	Slow 30-90	1,000	1,000	50 1 10 N30	1 mo
	(056)			Sales COD	1 mo
12/15	Ppt	1,000	1,000	0	1 mo
	Ppt	500	0	0 N30	6-12 mos
	Ppt	50			1 mo
11/15	Slow 15	100	0	0	6-12 mos
10/15	Ppt	1,000			1 mo
	Ppt	250			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
09/15	Ppt				1 mo
	Ppt				1 mo
	Ppt				1 mo
	Ppt				1 mo
	Ppt	750			1 mo
	Ppt	500			1 mo

	Slow 15	100	0	0	6-12 mos
	(075) Cash own option	100		Cash account	1 mo
08/15	Ppt	50			1 mo
06/15	Ppt				1 mo
	Ppt	50			1 mo
05/15	Ppt	2,500	0	0	6-12 mos
	Ppt	1,000	0	0 Regular terms	6-12 mos

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Public Filings

Currency: Shown in USD unless otherwise indicated

### Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	1	07/20/06
UCCs	283	01/05/16

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

### Suits

<b>Status</b>	Pending
<b>DOCKET NO.</b>	L 003145 06
<b>Plaintiff</b>	JUAN A RAMIREZ
<b>Defendant</b>	KYOCERA MITA AMERICA INC
<b>Cause</b>	PERSONAL INJURY
<b>Where filed</b>	PASSAIC COUNTY SUPERIOR COURT, PATERSON, NJ
<b>Date status attained</b>	07/20/06
<b>Date filed</b>	07/20/06
<b>Latest Info Received</b>	11/21/06

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

### UCC Filings

<b>Collateral</b>	Business machinery/equipment and proceeds
<b>Type</b>	Original
<b>Sec. Party</b>	GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO
<b>Debtor</b>	KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.

**Filing No.** 157492726700  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2015-10-30  
**Latest Info Received** 11/10/15

---

**Collateral** Computer equipment and proceeds  
**Type** Original  
**Sec. Party** IBM CREDIT LLC, ARMONK, NY  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 157479300804  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2015-08-10  
**Latest Info Received** 08/28/15

---

**Collateral** Equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 157462504812  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2015-04-30  
**Latest Info Received** 05/15/15

---

**Type** Assignment  
**Sec. Party** BLOUCH, DANIEL, LEBANON, PA GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 1574651637  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2015-05-18  
**Latest Info Received** 06/05/15  
**Original UCC Filed Date** 2015-04-30  
**Original Filing No.** 157462504812

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 157448013871  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2015-01-30  
**Latest Info Received** 02/13/15

---

**Collateral** Computer equipment and proceeds - Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA MITA AMERICA, INC.  
**Filing No.** 147440410540  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-12-15  
**Latest Info Received** 01/05/15

---

**Collateral** Communications equipment and proceeds - Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434390186  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Communications equipment and proceeds - Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434386363  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434383714  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434382329  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434381792  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

### Government Activity

#### Activity summary


Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

#### Possible candidate for socio-economic program consideration

Labour Surplus Area	YES (2016)
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

## History & Operations

**Currency:** Shown in USD unless otherwise indicated 

### Company Overview

**Company Name:** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Doing Business As :** (FOREIGN PARENT IS KYOCERA DOCUMENT SOLUTIONS INC., OSAKA, JAPAN.) ,  
KYOCERA  
**Street Address:** 225 Sand Rd  
Fairfield , NJ 07004  
**Mailing Address:** PO Box 40008  
Fairfield NJ 07004  
**Phone:** 973 808-8444  
**URL:** <http://www.usa.kyoceradocumentsolutions.com>  
**History** Is clear  
**Present management control** 43 years

## History

The following information was reported: **09/16/2015**

**Officer(s):** NORIHIKO INA, CEO  
CALVIN ROSEN, SEC  
NICHOLAS MAIMONE, TREAS

**DIRECTOR(S) :** THE OFFICER(S) and Norihiko Ina, Nicholas Maimone, Calvin Rosen, Goro Yamaguchi, Takashi Kuki, Koichi Kano, Katsumi Komaguchi, John Rigby, Tetsuo Kuba.

The California Secretary of State's business registrations file showed that Kyocera Document Solutions America, Inc. was registered as a Corporation on March 15, 1973, under the file registration number C0700438.

Business started 1973 by the parent company. 100% of capital stock is owned by the parent company.

NORIHIKO INA. Antecedents not available.

CALVIN ROSEN. Antecedents not available.

NICHOLAS MAIMON born 1965. 1987-present active here.

### RELATED COMPANIES :

Parent company has 10 other subsidiaries headquartered in Japan and engaged in the manufacture and distribution of copying machines and supplies. Intercompany relations are merchandise transactions on open account terms.

## Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF

Feb 05 2016

**Registered Name:** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Business type:** CORPORATION  
**Corporation type:** PROFIT  
**Date incorporated:** Mar 15 1973  
**State of incorporation:** CALIFORNIA  
**Filing date:** Mar 15 1973  
**Registration ID:** C0700438  
**Status:** ACTIVE  
**Where filed:** BUSINESS PROGRAMS DIVISION , SACRAMENTO , CA  
**Registered agent:** CORPORATION SERVICE COMPANY WHICH WILL DO BUSINESS IN CALIFORNIA AS CSC - LAWYERS INCORPORATING SERVICE , 2710 GATEWAY OAKS DR STE 150N , SACRAMENTO , CA , 958330000  
**Principals:** NORIHIKO INA , CHIEF EXECUTIVE OFFICER , 225 SAND RD , FAIRFIELD , NJ , 070040000

## Operations

**09/16/2015**

Foreign Parent is Kyocera Document Solutions Inc., Osaka, Japan. As noted, this company is a subsidiary of Kyocera Document Solutions Inc., Duns# 690537816, and reference is made to that report for background information on the parent and its management.

**Description:** Wholesales office equipment, specializing in photocopy machines (50%). Wholesales industrial machinery and equipment, specializing in printing trades equipment (25%). Wholesales electronic parts and equipment, specializing in facsimile equipment (25%).

Has 2,000 account(s). Terms are primarily Net 30 days, Net 60 days and Net 90 days.. Sells to dealers, wholesalers, commercial accounts and the government agencies. Territory : International.

Nonseasonal.

**Employees:** 700 which includes officer(s) and 2 part-time. 209 employed here.

**Facilities:** Owns 170,000 sq. ft. on both floor of a two story concrete block building.



**Location:** Suburban business section on side street.

**Branches:** This business has multiple branches; detailed branch information is available in the D & B linkage or family tree products.

**Subsidiaries:** This business has one subsidiary.  
One-Stop Business Centers Inc--Duns 115247751 (100%).

**SIC & NAICS**

**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

- 5044 0207 Photocopy machines
- 5084 9908 Printing trades machinery, equipment, and supplies
- 5065 0203 Facsimile equipment

**NAICS:**

- 423420 Office Equipment Merchant Wholesalers
- 423830 Industrial Machinery and Equipment Merchant Wholesalers
- 423690 Other Electronic Parts and Equipment Merchant Wholesalers

**Financials**

**Company Financials: D&B**

**Additional Financial Data**

As of March 24, 2015, attempts to contact the management of this business have been unsuccessful. Inside source confirmed name and location. Outside sources confirmed operation and location.

**Request Financial Statements**

**Request Financial Statements**

Requested financials are provided by KYOCERA DOCUMENT SOLUTIONS AMERICA, INC. and are not DUNSRight certified.

**Key Business Ratios**

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

**Based on this Number of Establishments**

34

**Industry Norms Based On 34 Establishments**

	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			

Return on Sales %	UN	3.6	UN
Return on Net Worth %	UN	17.8	UN
<b>Short-Term Solvency</b>			
Current Ratio	UN	1.8	UN
Quick Ratio	UN	1.1	UN
<b>Efficiency</b>			
Assets to Sales %	UN	43.7	UN
Sales / Net Working Capital	UN	7.1	UN
<b>Utilization</b>			
Total Liabilities / Net Worth (%)	UN	124.9	UN

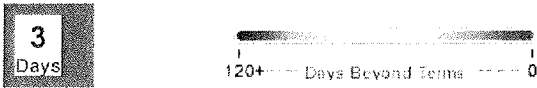
UN = Unavailable

## Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

### Days Beyond Terms - Past 3 & 12 Months

3 months from Dec 15 to Feb 16



Dollar-weighted average of 44 payment experiences reported from 33 companies

12 months from Mar 15 to Feb 16

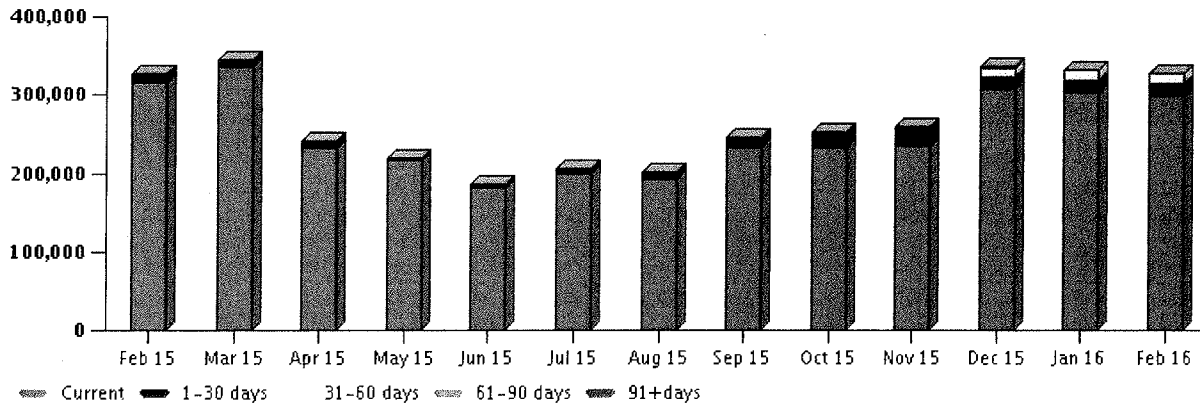


Dollar-weighted average of 112 payment experiences reported from 57 companies

### Derogatory Events Last 13 Months from Feb 15 to Feb 16

No Derogatory trade Event has been reported on this company for the past 13 Months

### Total Amount Current and Past Due - 13 month trend from Feb 15 to Feb 16



Status	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16
Total	327,464	345,631	241,732	217,950	186,523	204,697	201,102	244,349	251,127	259,660	334,858	331,695	327,222
Current	316,252	335,223	231,893	215,804	181,874	198,877	192,870	231,495	231,505	234,980	308,103	303,239	298,766
1-30 Days													

Past Due	6,741	6,749	7,972	1,188	3,690	2,956	7,968	10,793	17,351	22,410	14,211	15,069	15,069
31-60 Days Past Due	1,245	1,012	1,133	371	959	2,098	225	2,022	2,097	2,096	11,886	12,348	12,348
61-90 Days Past Due	2,060	1,714	-	-	-	766	-	-	135	134	620	867	867
90+ Days Past Due	1,166	933	734	587	-	-	39	39	39	40	38	172	172

This information may not be reproduced in whole or in part by any means of reproduction.

© 2005-2016 Dun & Bradstreet, Inc.



**Live Report : KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.**

D-U-N-S® Number: 06-446-5503

Trade Names: (FOREIGN PARENT IS KYOCERA DOCUMENT SOLUTIONS INC., OSAKA, JAPAN.) - KYOCERA

Endorsement/Billing Reference: LuterteE@dnb.com

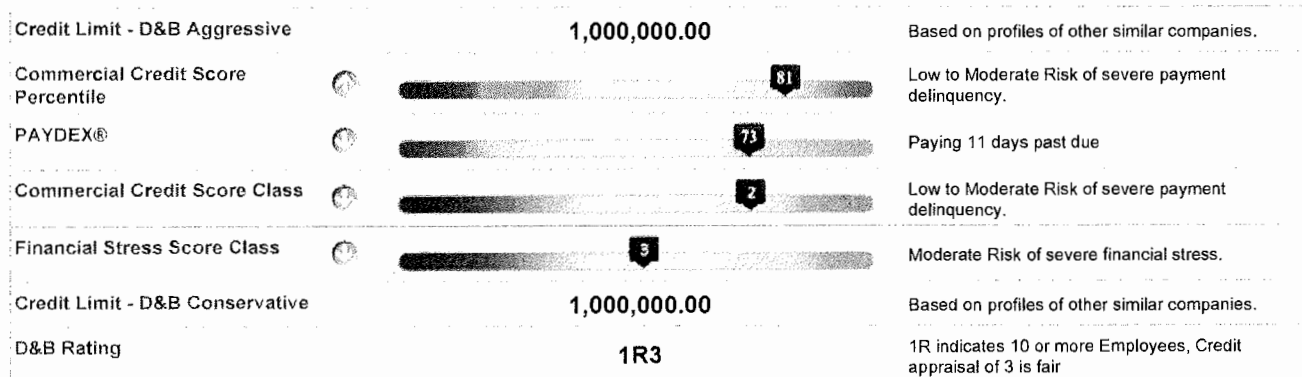
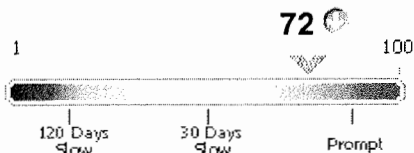
**D&B Address**

<b>Address</b>	225 Sand Rd Fairfield, NJ, US - 07004	<b>Location</b>	Headquarters (Subsidiary)
<b>Phone</b>	973 808-8444	<b>Type</b>	
<b>Fax</b>		<b>Web</b>	www.usa.kyoceradocumentsolutions.com

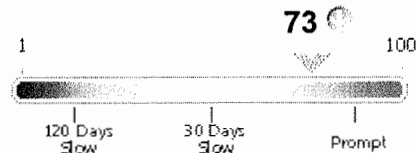
**Endorsement :** LuterteE@dnb.com

**Company Summary**

Currency: Shown in USD unless otherwise indicated

**Score Bar**

**D&B 3-month PAYDEX®**


When weighted by amount, Payments to suppliers average 12 Days Beyond Terms

**D&B PAYDEX®**


When weighted by amount, Payments to suppliers average 11 days beyond terms

**D&B Company Overview**

This is a headquarters (subsidiary) location

<b>Branch(es) or Division(s) exist</b>	Y
<b>Mailing Address</b>	PO BOX 40008 FAIRFIELD, NJ 07004
<b>Chief Executive</b>	NORIIHIKO INA, CEO
<b>Year Started</b>	1973
<b>Employees</b>	700 (209 Here)

**Public Filings**

The following data includes both open and closed filings found in D&amp;B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-

**Financing** SECURED  
**SIC** 5044 , 5084  
**Line of business** Whol office equipment, whol industrial equipment, whol electronic parts/ equipment  
**NAICS** 423420  
**History Status** CLEAR

**Suits** 1 07/20/06  
**UCCs** 283 01/05/16

The public record items contained herein may have been paid, terminated, vacated or released prior to todays date.

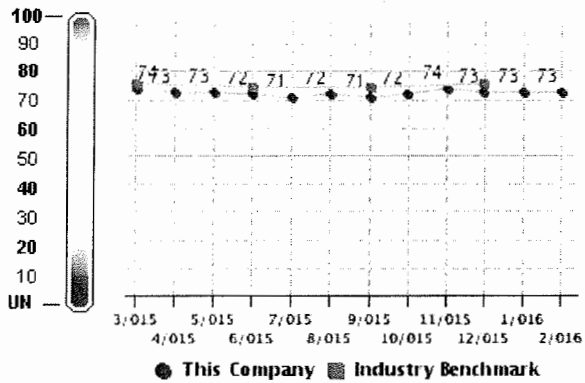
**Commercial Credit Score Class**



**Financial Stress Score Class**



**PAYDEX® Trend Chart**



**Corporate Linkage**

**Global Ultimate**

Company	City , Country	D-U-N-S® NUMBER
KYOCERA CORPORATION	KYOTO , JAPAN	69-055-7624

**Parent**

Company	City , Country	D-U-N-S® NUMBER
KYOCERA DOCUMENT SOLUTIONS INC.	OSAKA , JAPAN	69-053-7816

**Subsidiaries (Domestic)**

Company	City , State	D-U-N-S® NUMBER
KYOCERA DOCUMENT SOLUTIONS ALABAMA, LLC	BIRMINGHAM , Alabama	05-456-6310
DISCOVERY OFFICE SYSTEMS, INC.	SANTA ROSA , California	06-299-2466
KYOCERA DOCUMENT SOLUTIONS NEW ENGLAND, INC.	WILMINGTON , Massachusetts	11-524-7751
ONE SOURCE IMAGING SOLUTIONS, INC.	BALTIMORE , Maryland	13-190-4729

WITTCO-OREGON, INC.	RENTON , Washington	13-197-8579
DUPLITRON, INC.	FAIRFIELD , New Jersey	78-205-6840
KYOCERA DOCUMENT SOLUTIONS SOUTHERN CALIFORNIA, LLC	SAN DIEGO , California	05-988-9531

### Branches (Domestic)

Company	City , State	D-U-N-S® NUMBER
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	ATLANTA , Georgia	04-738-3398
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	IRVING , Texas	07-977-9013
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	DULUTH , Georgia	08-375-8524
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	NEW YORK , New York	08-315-6864
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	WOOD DALE , Illinois	09-867-1824
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	CONCORD , California	10-172-8587
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	IRVINE , California	14-791-7975
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	LOS ANGELES , California	14-993-6218
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	ELMSFORD , New York	15-497-5408
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	COPPELL , Texas	16-766-0104
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	ARLINGTON , Virginia	84-376-6747
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	NEW YORK , New York	95-732-9642
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	MEMPHIS , Tennessee	80-054-3527
KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.	IRVINE , California	07-854-5242

### Affiliates (International)

Company	City , Country	D-U-N-S® NUMBER
Kyocera Document Solutions Canada, Ltd	MISSISSAUGA , CANADA	24-047-9683
TA Triumph-Adler GmbH	Nürnberg , GERMANY	31-559-6320
KYOCERA Document Solutions Deutschland GmbH	MEERBUSCH , GERMANY	31-745-6655
Ceyoniq Innovations GmbH	BIELEFELD , GERMANY	34-278-9550
KYOCERA Document Solutions Finland Oy	HELSINKI , FINLAND	36-969-9459
KYOCERA Document Solutions Europe B.V.	Hoofddorp , NETHERLANDS	40-681-0804
KYOCERA DOCUMENT SOLUTIONS PORTUGAL - EQUIPAMENTOS DE ESCRITÓRIO, UNIPESSOAL, LDA	LISBON , PORTUGAL	45-018-4973
KYOCERA Document Technology (Dong Guan) Co., Ltd.	DONGGUAN , CHINA	54-484-6637
KYOCERA DOCUMENT TECHNOLOGY VIETNAM CO., LTD	Haiphong , VIETNAM	55-522-1527
KYOCERA DOCUMENT SOLUTIONS SINGAPORE PTE. LTD.	SINGAPORE , SINGAPORE	59-537-2384
KYOCERA Document Solution Korea Co., Ltd.	SEOUL , REPUBLIC OF KOREA	63-114-3075
KYOCERA DOCUMENT SOLUTIONS SOUTH AFRICA (PTY) LTD	HALFWAY HOUSE , SOUTH AFRICA	63-939-8452
KYOCERA DOCUMENT SOLUTIONS TAIWAN CORPORATION	Taipei City , TAIWAN	65-721-4946
KYOCERA Document Solutions Asia Limited	TSUEN WAN , HONG KONG	66-340-5737
KYOCERA Document Solutions Hong Kong Limited	TSUEN WAN , HONG KONG	66-389-5472
Kyocera Soluções em Documentos Brazil Ltda.	SANTANA DO PARNAIBA , BRAZIL	67-833-8186
KYOCERA Document Technology Company (H.K.) Limited	TSUEN WAN , HONG KONG	68-617-2438
KYOCERA DOCUMENT SOLUTIONS JAPAN INC.	SETAGAYA-KU , JAPAN	69-174-6960
KYOCERA DOCUMENT SOLUTIONS DEVELOPMENT PHILIPPINES, INC.	CEBU , PHILIPPINES	71-898-3240
KYOCERA DOCUMENT SOLUTIONS FRANCE	ST AUBIN , FRANCE	76-458-8802
Kyocera Document Solutions México, S.A. de C.V.	MEXICO CITY , MEXICO	81-181-1926

## Predictive Scores

Currency: Shown in USD unless otherwise indicated

### D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:



#### Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 2 have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked 2: **4 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**



#### Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: **2 %**
- Percentage of businesses ranked 1 with this model segment: **11 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**



#### Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.



### Credit Capacity Summary



This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating : **1R3**

**Number of employees: 1R indicates 10 or more employees**  
**Composite credit appraisal: 3 is fair**

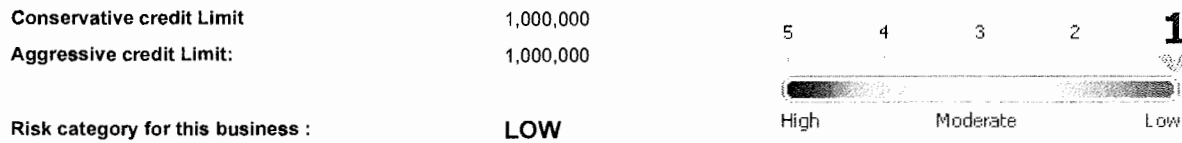
The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

**Below is an overview of the company's rating history since 01-01-1991**

**Number of Employees Total:** 700 (209 here)

D&B Rating	Date Applied		
1R3	04-30-2002		
1R2	04-26-2001		
1R3	10-15-1998	<b>Payment Activity:</b>	<b>(based on 163 experiences)</b>
1R4	08-20-1998	<b>Average High Credit:</b>	7,402
1R3	09-14-1995	<b>Highest Credit:</b>	200,000
-	01-01-1991	<b>Total Highest Credit:</b>	922,050

**D&B Credit Limit Recommendation**



The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&Bs scoring methodology and is one factor used to create the recommended limits. See Help for details.

**Financial Stress Class Summary**

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&Bs extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

**Financial Stress Class :**



Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

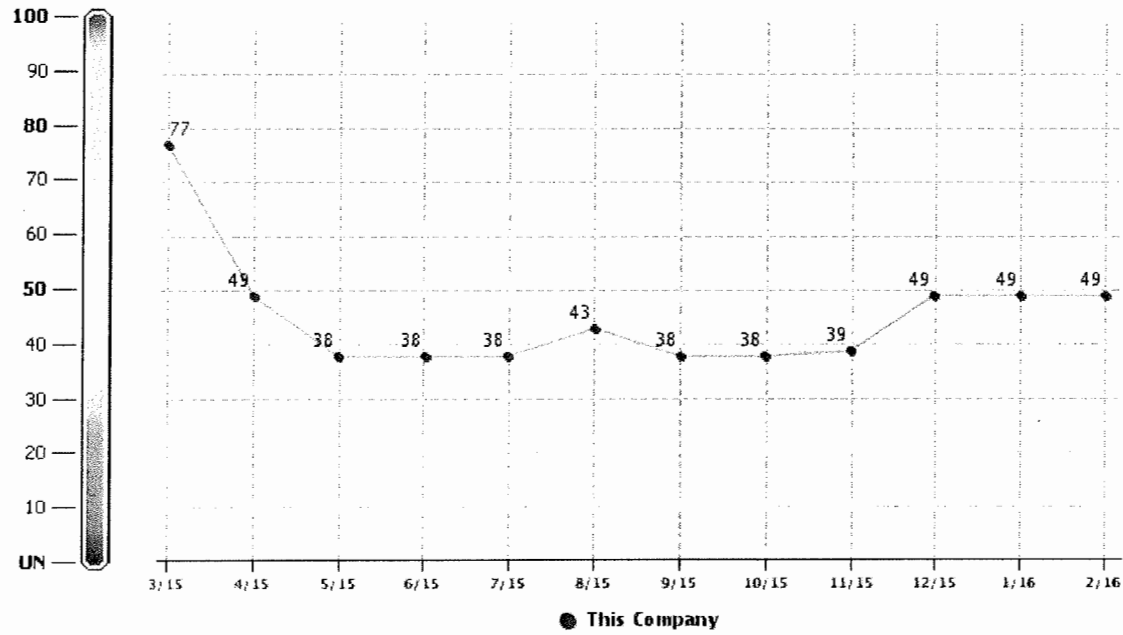
**Probability of Failure:**

- Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)
- Financial Stress National Percentile : **49** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1475** (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** ( 48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

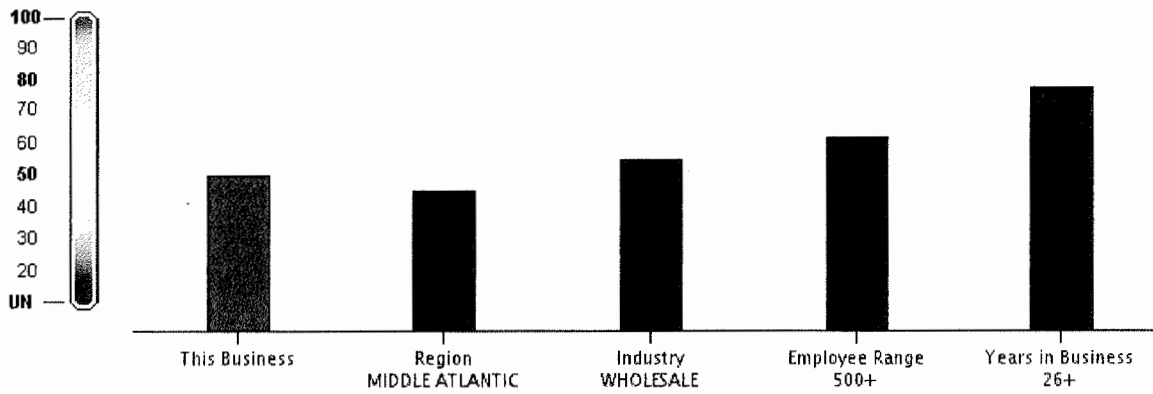
Composite credit appraisal is rated fair.  
 UCC Filings reported.  
 High number of inquiries to D & B over last 12 months.  
 Low proportion of satisfactory payment experiences to total payment experiences.  
 High proportion of past due balances to total amount owing.

**Financial Stress Percentile Trend:**



**Notes:**

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.  
 The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.  
 The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&Bs file.  
 The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	49
Region: MIDDLE ATLANTIC	44
Industry: WHOLESALE	54
Employee range: 500+	61
Years in Business: 26+	77

This Business has a Financial Stress Percentile that shows:

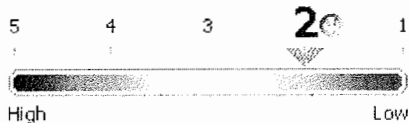
- Lower risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

### Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

#### Credit Score Class :



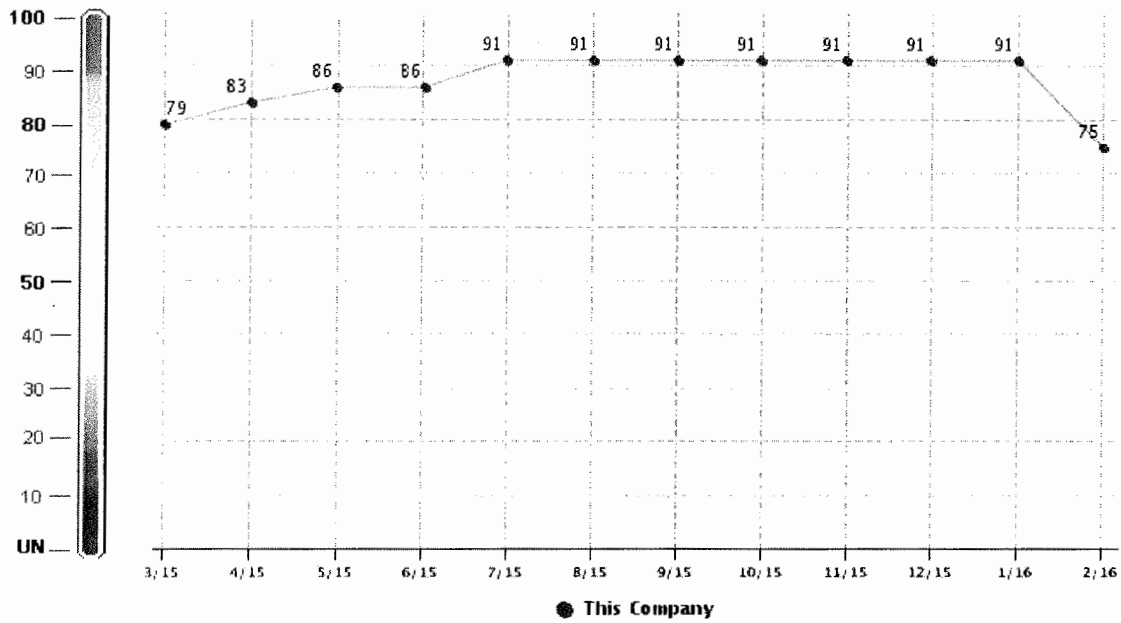
#### Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**  
 Average compared to businesses in D&Bs database: **10.20 %**  
 Credit Score Percentile : **81** (Highest Risk: 1; Lowest Risk: 100)  
 Credit Score : **553** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

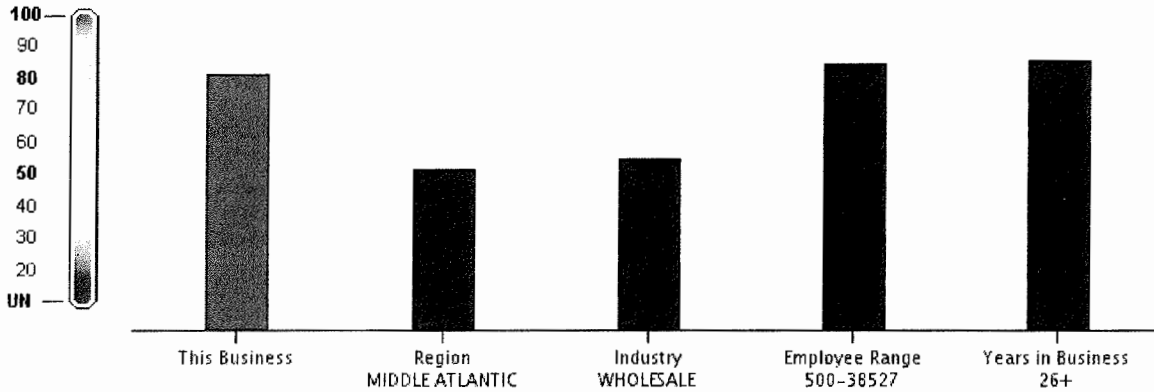
- Higher risk industry based on delinquency rates for this industry
- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Evidence of open suits

Credit Score Class Percentile Trend:



**Notes:**

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.  
 The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.  
 The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.  
 The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	81
Region: MIDDLE ATLANTIC	51
Industry: WHOLESALE	54
Employee range: 500-38527	84
Years in Business: 26+	85

This business has a Credit Score Percentile that shows:

Lower risk than other companies in the same region.

Lower risk than other companies in the same industry.

Higher risk than other companies in the same employee size range.

Higher risk than other companies with a comparable number of years in business.

**Trade Payments**

## D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

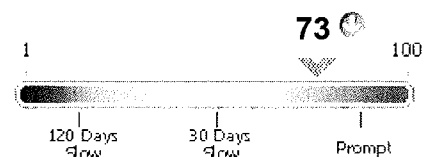
Timeliness of historical payments for this company.

<b>Current PAYDEX is</b>	<b>73</b>	Equal to 11 days beyond terms ( Pays more slowly than the average for its industry of 6 days beyond terms )
<b>Industry Median is</b>	<b>76</b>	Equal to 6 days beyond terms
<b>Payment Trend currently is</b>	↔	Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

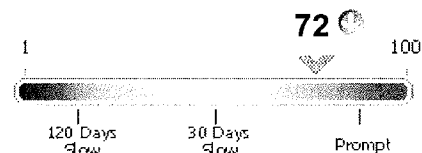
<b>Total payment Experiences in D&amp;Bs File (HQ)</b>	163
<b>Payments Within Terms (not weighted)</b>	86 %
<b>Trade Experiences with Slow or Negative Payments(%)</b>	18.40%
<b>Total Placed For Collection</b>	0
<b>High Credit Average</b>	7,402
<b>Largest High Credit</b>	200,000
<b>Highest Now Owing</b>	100,000
<b>Highest Past Due</b>	20,000

### D&B PAYDEX



- High risk of late payment (Average 30 to 120 days beyond terms)
  - ▨ Medium risk of late payment (Average 30 days or less beyond terms)
  - Low risk of late payment (Average prompt to 30+ days sooner)
- When weighted by amount, payments to suppliers average 11 days beyond terms**

### 3-Month D&B PAYDEX



- High risk of late payment (Average 30 to 120 days beyond terms)
  - ▨ Medium risk of late payment (Average 30 days or less beyond terms)
  - Low risk of late payment (Average prompt to 30+ days sooner)
- Based on payments collected over last 3 months.**

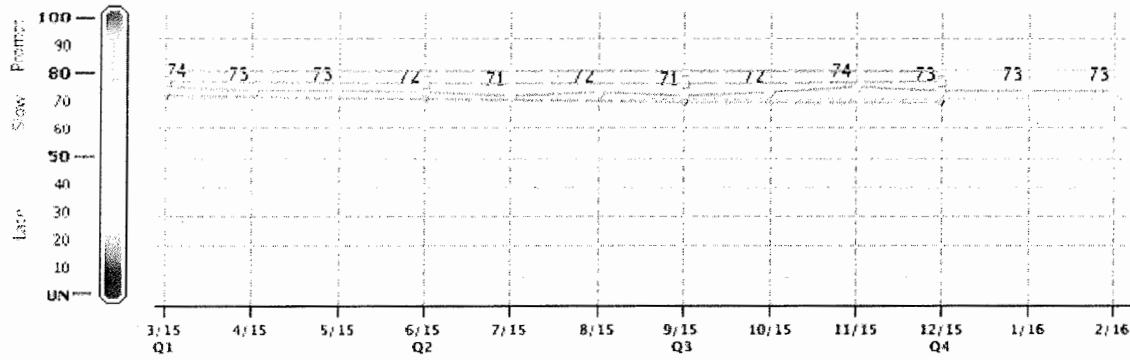
**When weighted by amount, payments to suppliers average 12 days beyond terms**

### D&B PAYDEX® Comparison

**Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Whol office equipment, whol industrial equipment, whol electronic parts/equipment , based on SIC code 5044 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

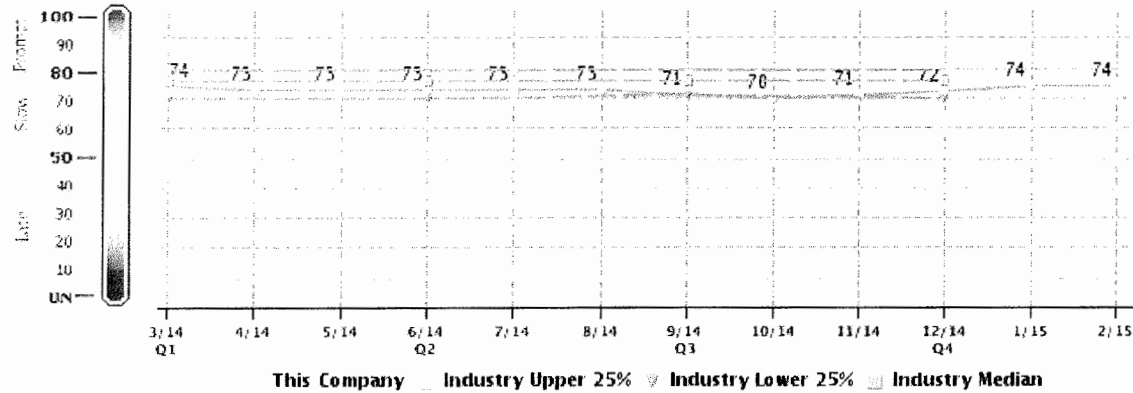


	3/15	4/15	5/15	6/15	7/15	8/15	9/15	10/15	11/15	12/15	1/16	2/16
<b>This Business</b>	74	73	73	72	71	72	71	72	74	73	73	73
<b>Industry Quartiles</b>												
Upper	79	.	.	79	.	.	79	.	.	79	.	.
Median	76	.	.	75	.	.	75	.	.	76	.	.
Lower	71	.	.	70	.	.	69	.	.	69	.	.

Current PAYDEX for this Business is 73 , or equal to 11 days beyond terms  
 The 12-month high is 74 , or equal to 9 DAYS BEYOND terms  
 The 12-month low is 71 , or equal to 14 DAYS BEYOND terms

**Previous Year**

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Whol office equipment, whol industrial equipment, whol electronic parts/equipment , based on SIC code 5044 .



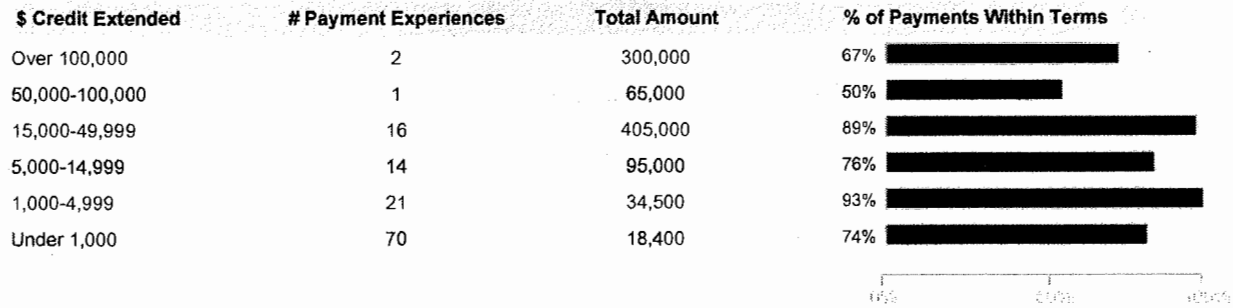
	03/14 Q1'14	06/14 Q2'14	09/14 Q3'14	12/14 Q4'14
<b>Previous Year</b>				
<b>This Business</b>	74	73	71	72
<b>Industry Quartiles</b>				
Upper	79	79	79	79
Median	76	76	76	76
Lower	70	70	71	70

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 73 , or equal to 11 days beyond terms  
 The present industry median Score is 76 , or equal to 6 days beyond terms  
 Industry upper quartile represents the performance of the payers in the 75th percentile  
 Industry lower quartile represents the performance of the payers in the 25th percentile

**Payment Habits**

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.



Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

**Payment Summary**

There are 163 payment experience(s) in D&Bs file for the most recent 24 months, with 80 experience(s) reported during the last three month period.

The highest Now Owes on file is 100,000 . The highest Past Due on file is 20,000

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit Within Terms (%)	Days Slow			
				<31	31-60	61-90	90>
				(%)	(%)	(%)	(%)
<b>Top Industries</b>							
Public finance	35	6,700	1,000	81	19	0	0
Trucking non-local	15	484,950	200,000	66	13	21	0
Nonclassified	11	32,500	15,000	96	4	0	0
Executive office	10	4,100	2,500	100	0	0	0
Whol computers/softwr	8	60,200	40,000	54	13	33	0
Telephone communicns	8	5,400	2,500	100	0	0	0
Misc business credit	8	3,250	750	81	19	0	0
Whol office supplies	4	7,250	5,000	52	41	0	7
Whol service paper	3	22,500	15,000	100	0	0	0
Computer system desgn	2	55,000	45,000	100	0	0	0
Radiotelephone commun	2	55,000	30,000	100	0	0	0
Natural gas distrib	2	40,000	25,000	100	0	0	0
Mfg computers	2	15,750	15,000	100	0	0	0
Help supply service	2	11,000	10,000	100	0	0	0
Arrange cargo transpt	2	1,250	750	60	0	40	0
Air courier service	1	45,000	45,000	100	0	0	0
Data processing svcs	1	25,000	25,000	100	0	0	0
Whol electronic parts	1	20,000	20,000	50	0	50	0
Ret mail-order house	1	5,000	5,000	100	0	0	0

State commercial bank	1	5,000	5,000	100	0	0	0	0
Whol industrial equip	1	5,000	5,000	100	0	0	0	0
Paper mill	1	2,500	2,500	100	0	0	0	0
Local truck w/storage	1	1,000	1,000	100	0	0	0	0
Mfg refrig/heat equip	1	1,000	1,000	100	0	0	0	0
Misc business service	1	500	500	0	100	0	0	0
Industrial launderer	1	500	500	100	0	0	0	0
Mfg conveyors	1	500	500	100	0	0	0	0
Mfg manifold forms	1	500	500	0	50	0	0	50
Hotel/motel operation	1	500	500	100	0	0	0	0
Veterinary services	1	250	250	50	50	0	0	0
Investment advice	1	250	250	50	50	0	0	0
Ret stationery	1	250	250	0	100	0	0	0
Whol electrical equip	1	100	100	100	0	0	0	0
Reg misc coml sector	1	100	100	100	0	0	0	0
Short-trlm busn credit	1	50	50	0	100	0	0	0
Lithographic printing	1	50	50	100	0	0	0	0
<b>Other payment categories</b>								
Cash experiences	26	4,000	1,000					
Payment record unknown	2	150	100					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
<b>Total in D&amp;B's file</b>	<b>163</b>	<b>922,050</b>	<b>200,000</b>					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

#### Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
02/16	Ppt	1,000	0	0	N30	2-3 mos
	Ppt-Slow 60	40,000	20,000	20,000		1 mo
01/16	Ppt		0	0		4-5 mos
	Ppt		0	0		6-12 mos
	Ppt		500	0		1 mo
	Ppt	100,000	100,000	0		1 mo
	Ppt	45,000	0	0	N30	1 mo
	Ppt	25,000	25,000	0		1 mo
	Ppt	25,000	15,000	0		1 mo
	Ppt	15,000	10,000	0		1 mo
	Ppt	15,000	7,500	0		1 mo
	Ppt	15,000	0	0		6-12 mos
	Ppt	15,000	7,500	0		1 mo
	Ppt	7,500	0	0		6-12 mos
	Ppt	5,000	750	0	N30	1 mo
	Ppt	5,000	0	0		2-3 mos
	Ppt	2,500	2,500	0		1 mo
	Ppt	2,500	0	0		6-12 mos
	Ppt	2,500	0	0		6-12 mos




	Ppt	2,500	100	0 N30	1 mo
	Ppt	2,500	0	0 N30	1 mo
	Ppt	2,500	0	0	2-3 mos
	Ppt	2,500	0	0	6-12 mos
	Ppt	1,000	0	0	6-12 mos
	Ppt	1,000	0	0	6-12 mos
	Ppt	1,000	0	0	2-3 mos
	Ppt	1,000	1,000	0	1 mo
	Ppt	750	0	0	6-12 mos
	Ppt	750	0	0 1 10 N30	1 mo
	Ppt	500	250	0	1 mo
	Ppt	500	500	0	1 mo
	Ppt	500	0	0	1 mo
	Ppt	500	500	0	1 mo
	Ppt	500	500	0	1 mo
	Ppt	500	250	0 N30	1 mo
	Ppt	500	500	0	1 mo
	Ppt	250	100	0	
	Ppt	250	100	0	1 mo
	Ppt	100	50	0 N30	1 mo
	Ppt	100	0	0 N30	1 mo
	Ppt	100	0	0	2-3 mos
	Ppt	100	0	0	2-3 mos
	Ppt	50	0	0	1 mo
	Ppt-Slow 30		500	0	1 mo
	Ppt-Slow 30	10,000	500	0	1 mo
	Ppt-Slow 30	5,000	5,000	0 N30	1 mo
	Ppt-Slow 30	750	0	0	4-5 mos
	Ppt-Slow 30	250	250	100	1 mo
	Ppt-Slow 45	200,000	1,000	1,000	1 mo
	Slow 30	7,500	5,000	2,500	1 mo
	Slow 30	750	750	750	1 mo
	Slow 30	500	100	100	1 mo
	Slow 30	500	0	0	2-3 mos
	Slow 30	100	0	0	4-5 mos
	Slow 30-90	1,000	1,000	50 1 10 N30	1 mo
	(056)			Sales COD	1 mo
12/15	Ppt	1,000	1,000	0	1 mo
	Ppt	500	0	0 N30	6-12 mos
	Ppt	50			1 mo
11/15	Slow 15	100	0	0	6-12 mos
10/15	Ppt	1,000			1 mo
	Ppt	250			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
	Ppt	50			1 mo
09/15	Ppt				1 mo
	Ppt				1 mo
	Ppt				1 mo
	Ppt				1 mo
	Ppt	750			1 mo
	Ppt	500			1 mo

	Slow 15	100	0	0	6-12 mos
	(075) Cash own option	100		Cash account	1 mo
08/15	Ppt	50			1 mo
06/15	Ppt				1 mo
	Ppt	50			1 mo
05/15	Ppt	2,500	0	0	6-12 mos
	Ppt	1,000	0	0 Regular terms	6-12 mos

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Public Filings

Currency: Shown in USD unless otherwise indicated 

### Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	1	07/20/06
UCCs	283	01/05/16

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

### Suits

<b>Status</b>	Pending
<b>DOCKET NO.</b>	L 003145 06
<b>Plaintiff</b>	JUAN A RAMIREZ
<b>Defendant</b>	KYOCERA MITA AMERICA INC
<b>Cause</b>	PERSONAL INJURY
<b>Where filed</b>	PASSAIC COUNTY SUPERIOR COURT, PATERSON, NJ
<b>Date status attained</b>	07/20/06
<b>Date filed</b>	07/20/06
<b>Latest Info Received</b>	11/21/06

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

### UCC Filings

<b>Collateral</b>	Business machinery/equipment and proceeds
<b>Type</b>	Original
<b>Sec. Party</b>	GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO
<b>Debtor</b>	KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.

**Filing No.** 157492726700  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA  
  
**Date Filed** 2015-10-30  
**Latest Info Received** 11/10/15

---

**Collateral** Computer equipment and proceeds  
**Type** Original  
**Sec. Party** IBM CREDIT LLC, ARMONK, NY  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 157479300804  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA  
  
**Date Filed** 2015-08-10  
**Latest Info Received** 08/28/15

---

**Collateral** Equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 157462504812  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA  
  
**Date Filed** 2015-04-30  
**Latest Info Received** 05/15/15

---

**Type** Assignment  
**Sec. Party** BLOUCH, DANIEL, LEBANON, PA GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 1574651637  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA  
  
**Date Filed** 2015-05-18  
**Latest Info Received** 06/05/15  
**Original UCC Filed Date** 2015-04-30  
**Original Filing No.** 157462504812

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 157448013871  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA  
  
**Date Filed** 2015-01-30  
**Latest Info Received** 02/13/15

---

**Collateral** Computer equipment and proceeds - Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA MITA AMERICA, INC.  
**Filing No.** 147440410540  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-12-15  
**Latest Info Received** 01/05/15

---

**Collateral** Communications equipment and proceeds - Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434390186  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Communications equipment and proceeds - Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434386363  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434383714  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434382329  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

---

**Collateral** Business machinery/equipment and proceeds  
**Type** Original  
**Sec. Party** GOVERNMENT LEASING CORPORATION, COLORADO SPRINGS, CO  
**Debtor** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Filing No.** 147434381792  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA

**Date Filed** 2014-10-28  
**Latest Info Received** 11/12/14

### Government Activity

---

#### Activity summary


Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

#### Possible candidate for socio-economic program consideration

Labour Surplus Area	YES (2016)
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

## History & Operations

**Currency:** Shown in USD unless otherwise indicated 

### Company Overview

---

**Company Name:** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Doing Business As :** (FOREIGN PARENT IS KYOCERA DOCUMENT SOLUTIONS INC., OSAKA, JAPAN.) ,  
KYOCERA  
**Street Address:** 225 Sand Rd  
Fairfield , NJ 07004  
**Mailing Address:** PO Box 40008  
Fairfield NJ 07004  
**Phone:** 973 808-8444  
**URL:** <http://www.usa.kyoceradocumentsolutions.com>  
**History** Is clear  
**Present management control** 43 years

**History**

The following information was reported: **09/16/2015**

**Officer(s):** NORIHIKO INA, CEO  
CALVIN ROSEN, SEC  
NICHOLAS MAIMONE, TREAS

**DIRECTOR(S) :** THE OFFICER(S) and Norihiko Ina, Nicholas Maimone, Calvin Rosen, Goro Yamaguchi, Takashi Kuki, Koichi Kano, Katsumi Komaguchi, John Rigby, Tetsuo Kuba.

The California Secretary of State's business registrations file showed that Kyocera Document Solutions America, Inc. was registered as a Corporation on March 15, 1973, under the file registration number C0700438.

Business started 1973 by the parent company. 100% of capital stock is owned by the parent company.

NORIHIKO INA. Antecedents not available.

CALVIN ROSEN. Antecedents not available.

NICHOLAS MAIMON born 1965. 1987-present active here.

**RELATED COMPANIES :**

Parent company has 10 other subsidiaries headquartered in Japan and engaged in the manufacture and distribution of copying machines and supplies. Intercompany relations are merchandise transactions on open account terms.

**Business Registration**

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF

Feb 05 2016

**Registered Name:** KYOCERA DOCUMENT SOLUTIONS AMERICA, INC.  
**Business type:** CORPORATION  
**Corporation type:** PROFIT  
**Date incorporated:** Mar 15 1973  
**State of incorporation:** CALIFORNIA  
**Filing date:** Mar 15 1973  
**Registration ID:** C0700438  
**Status:** ACTIVE  
**Where filed:** BUSINESS PROGRAMS DIVISION , SACRAMENTO , CA  
**Registered agent:** CORPORATION SERVICE COMPANY WHICH WILL DO BUSINESS IN CALIFORNIA AS CSC - LAWYERS INCORPORATING SERVICE , 2710 GATEWAY OAKS DR STE 150N , SACRAMENTO , CA , 958330000  
**Principals:** NORIHIKO INA , CHIEF EXECUTIVE OFFICER , 225 SAND RD , FAIRFIELD , NJ , 070040000

**Operations**

**09/16/2015**

Foreign Parent is Kyocera Document Solutions Inc., Osaka, Japan. As noted, this company is a subsidiary of Kyocera Document Solutions Inc., Duns# 690537816, and reference is made to that report for background information on the parent and its management.

**Description:** Wholesales office equipment, specializing in photocopier machines (50%). Wholesales industrial machinery and equipment, specializing in printing trades equipment (25%). Wholesales electronic parts and equipment, specializing in facsimile equipment (25%).

Has 2,000 account(s). Terms are primarily Net 30 days, Net 60 days and Net 90 days.. Sells to dealers, wholesalers, commercial accounts and the government agencies. Territory : International.

Nonseasonal.

**Employees:** 700 which includes officer(s) and 2 part-time. 209 employed here.

**Facilities:** Owns 170,000 sq. ft. on both floor of a two story concrete block building.

**Location:** Suburban business section on side street.  
**Branches:** This business has multiple branches; detailed branch information is available in the D & B linkage or family tree products.  
**Subsidiaries:** This business has one subsidiary.  
One-Stop Business Centers Inc--Duns 115247751 (100%).

## SIC & NAICS

### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

5044 0207 Photocopy machines

5084 9908 Printing trades machinery, equipment, and supplies

5065 0203 Facsimile equipment

### NAICS:

423420 Office Equipment Merchant Wholesalers

423830 Industrial Machinery and Equipment Merchant Wholesalers

423690 Other Electronic Parts and Equipment Merchant Wholesalers

## Financials

### Company Financials: D&B

### Additional Financial Data

As of March 24, 2015, attempts to contact the management of this business have been unsuccessful. Inside source confirmed name and location. Outside sources confirmed operation and location.

### Request Financial Statements

#### Request Financial Statements

Requested financials are provided by KYOCERA DOCUMENT SOLUTIONS AMERICA, INC. and are not DUNSRight certified.

### Key Business Ratios

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments

34

#### Industry Norms Based On 34 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			

Return on Sales %	UN	3.6	UN
Return on Net Worth %	UN	17.8	UN
<b>Short-Term Solvency</b>			
Current Ratio	UN	1.8	UN
Quick Ratio	UN	1.1	UN
<b>Efficiency</b>			
Assets to Sales %	UN	43.7	UN
Sales / Net Working Capital	UN	7.1	UN
<b>Utilization</b>			
Total Liabilities / Net Worth (%)	UN	124.9	UN

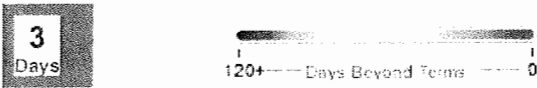
UN = Unavailable

## Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

### Days Beyond Terms - Past 3 & 12 Months

3 months from Dec 15 to Feb 16



Dollar-weighted average of 44 payment experiences reported from 33 companies

12 months from Mar 15 to Feb 16

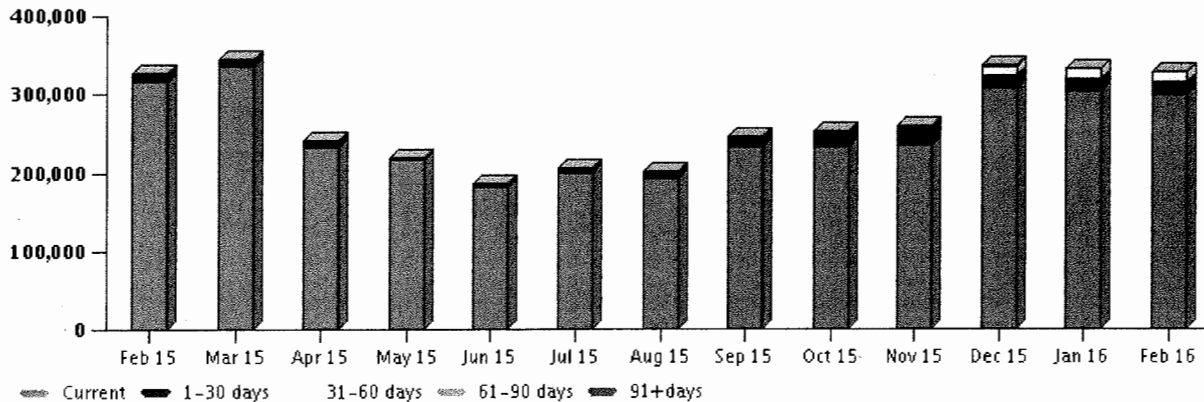


Dollar-weighted average of 112 payment experiences reported from 57 companies

### Derogatory Events Last 13 Months from Feb 15 to Feb 16

No Derogatory trade Event has been reported on this company for the past 13 Months

### Total Amount Current and Past Due - 13 month trend from Feb 15 to Feb 16



Status	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16
Total	327,464	345,631	241,732	217,950	186,523	204,697	201,102	244,349	251,127	259,660	334,858	331,695	327,222
Current	316,252	335,223	231,893	215,804	181,874	198,877	192,870	231,495	231,505	234,980	308,103	303,239	298,766

1-30 Days



Past Due	6,741	6,749	7,972	1,188	3,690	2,956	7,968	10,793	17,351	22,410	14,211	15,069	15,069
31-60 Days Past Due	1,245	1,012	1,133	371	959	2,098	225	2,022	2,097	2,096	11,886	12,348	12,348
61-90 Days Past Due	2,060	1,714	-	-	-	766	-	-	135	134	620	867	867
90+ Days Past Due	1,166	933	734	587	-	-	39	39	39	-40	38	172	172

This information may not be reproduced in whole or in part by any means of reproduction.



THE NEW VALUE FRONTIER

Securities Code 6971



## **Report for the Year Ended March 31, 2016**

**(Accompanying Documents for the 62<sup>nd</sup> Ordinary General Meeting of Shareholders)**

# **KYOCERA Corporation**

Please note that this is an English translation of the Japanese original of the Report for the Year Ended March 31, 2016 of Kyocera Corporation distributed to shareholders in Japan. The translation is prepared solely for the reference and convenience of foreign shareholders. In the event of any discrepancy between this translation and the Japanese original, the latter shall prevail.

## Table of Contents

### **Kyocera Management Philosophy**

<b>Greetings</b> .....	<b>1</b>
<b>(Accompanying Documents for the 62<sup>nd</sup> Ordinary General Meeting of Shareholders)</b> .....	<b>2</b>
<b>Business Report</b> .....	<b>2</b>
<b>1. Current Conditions of Kyocera Corporation and its Consolidated Subsidiaries</b> .....	<b>2</b>
<b>2. Shares</b> .....	<b>18</b>
<b>3. Directors and Audit &amp; Supervisory Board Members</b> .....	<b>19</b>
<b>4. Accounting Auditor</b> .....	<b>22</b>
<b>5. System and Policy</b> .....	<b>23</b>
<b>Consolidated Balance Sheets</b> .....	<b>29</b>
<b>Consolidated Statements of Income</b> .....	<b>31</b>
<b>Consolidated Statement of Equity</b> .....	<b>32</b>
<b>Consolidated Cash Flows (For Reference Only)</b> .....	<b>32</b>
<b>Balance Sheets</b> .....	<b>33</b>
<b>Statements of Income</b> .....	<b>35</b>
<b>Statement of Changes in Net Assets</b> .....	<b>36</b>
<b>Copy of Audit Report of Accounting Auditors on Consolidated Financial Statements</b> .....	<b>37</b>
<b>Copy of Audit Report of Accounting Auditors</b> .....	<b>39</b>
<b>Copy of Audit Report of Audit &amp; Supervisory Board</b> .....	<b>41</b>

# Kyocera Management Philosophy

## Corporate Motto

敬天愛人

### “Respect the Divine and Love People”

Preserve the spirit to work fairly and honorably,  
respecting people, our work, our company and our global community.

## Management Rationale

To provide opportunities for the material and intellectual growth of all our employees, and through our joint efforts, contribute to the advancement of society and humankind.

## Management Philosophy

To coexist harmoniously with our society, our global community and nature.  
Harmonious coexistence is the underlying foundation of all our business activities  
as we work to create a world of prosperity and harmony.

## Management Based on the Bonds of Human Minds

Kyocera started as a small, suburban factory, with no money, credentials or reputation. We had nothing to rely on but a little technology and 28 trustworthy colleagues. Nonetheless, the company experienced rapid growth because everyone exerted their maximum efforts and managers devoted their lives to earning the trust of employees. We wanted to be an excellent company where all employees could believe in each other, abandon selfish motives, and be truly proud to work. This desire became the foundation of Kyocera's management.

Human minds are said to be easily changeable. Yet, there is nothing stronger than the human mind. Kyocera developed into what it is today because it is based on the bonds of human minds.

Kazuo Inamori  
Founder and Chairman Emeritus

## **Greetings**

We are pleased to present to you our Report for the Year Ended March 31, 2016 (hereinafter, “fiscal 2016” refers to the fiscal year ended March 31, 2016, with other fiscal years referred to in a corresponding manner).

In fiscal 2016, despite an increase in sales of components mainly for smartphones and automotive-related markets, net sales for fiscal 2016 fell below the level recorded in fiscal 2015 due to a decline in sales in the Telecommunications Equipment Group and solar energy business. Profit from operations remained on par with fiscal 2015 due primarily to improvement in profitability in the Applied Ceramic Products Group, despite the impact of reviews of asset valuation in the Electronic Device Group. Pre-tax income increased due mainly to the recording of gain on the sale of an asset. However, net income decreased since the amount that tax expenses decreased by on account of a revision of the tax system in Japan was less than in fiscal 2015.

Kyocera is planning a year-end dividend of 50 yen per share in light of the aforementioned results and our dividend policy. When aggregated with the interim dividend of 50 yen per share already paid, the total annual dividend for fiscal 2016 will be 100 yen per share, the same amount as fiscal 2015.

In fiscal 2016, Kyocera strengthened its system of software development with the aim of leaping to the next stage of growth while also implementing M&A such as in the automotive market. In addition, we decided to conduct business reorganization that included integrating group companies as a means to pursue further synergies. In fiscal 2017, we will strive to further maximize the collective strengths of the Kyocera Group.

We would very much appreciate your continued support of the Kyocera Group as we forge ahead with our endeavors.

Tetsuo Kuba  
Chairman of the Board and Representative Director

Goro Yamaguchi  
President and Representative Director

(Accompanying Documents for the 62<sup>nd</sup> Ordinary General Meeting of Shareholders)

**Business Report** (April 1, 2015 to March 31, 2016)

**1. Current Conditions of Kyocera Corporation and its Consolidated Subsidiaries**

**(1) Business Progress and Results**

During fiscal 2016, the Japanese economy recorded low growth due mainly to a decline in personal consumption, despite improved corporate earnings and an increase in private capital investment. The U.S. economy expanded primarily on the back of improvement in the employment situation and growth in personal consumption, while the European economy continued to show a low level of growth and the slowdown in the Chinese economy became clearer.

With regard to the principal markets for Kyocera Corporation and its subsidiaries (“Kyocera Group” or “Kyocera”), shipment volume of smartphones grew in the digital consumer equipment market and sales volume increased in automotive markets in China and the United States.

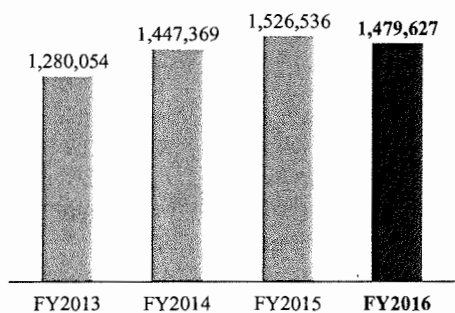
In Kyocera, sales in the Electronic Device Group and Fine Ceramic Parts Group increased, particularly in the smartphone and automotive-related markets. However, sales declined in the Telecommunications Equipment Group and the Applied Ceramic Products Group, including the solar energy business. As a result, consolidated net sales for fiscal 2016 amounted to ¥1,479,627 million, down ¥46,909 million, or 3.1%, compared with fiscal 2015.

Profit from operations amounted to ¥92,656 million on par with fiscal 2015 due primarily to improvement in profitability in the Applied Ceramic Products Group on the back of cost reductions, despite the recording of losses in the amount of approximately ¥23 billion, including an impairment of goodwill in the Electronic Device Group. Income before income taxes increased by ¥23,721 million, or 19.5%, to ¥145,583 million, compared with ¥121,862 million for fiscal 2015, due primarily to the recording of gain on the sale of an asset in the amount of approximately ¥20 billion.

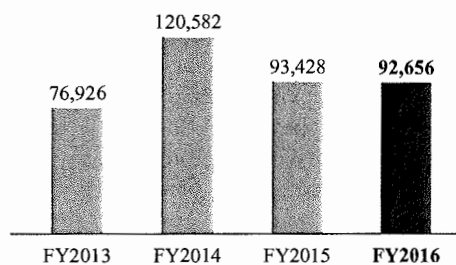
On the other hand, net income attributable to shareholders of Kyocera Corporation decreased by ¥6,828 million, or 5.9%, to ¥109,047 million, due to the decrease as compared with fiscal 2015 in the amount of income derived from revaluation of deferred tax assets and liabilities in line with a revision of the tax system in Japan.

## Highlights of Consolidated Results

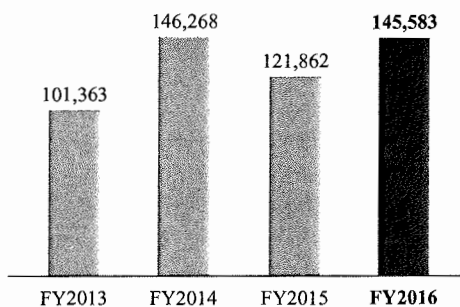
Net Sales (Yen in millions)



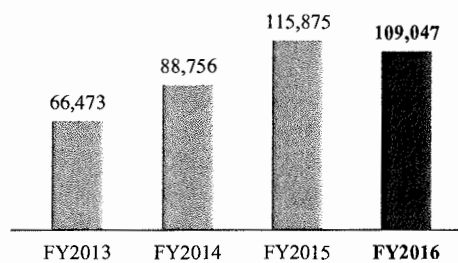
Profit From Operations (Yen in millions)



Income Before Income Taxes (Yen in millions)



Net Income Attributable to Shareholders of Kyocera Corporation (Yen in millions)



### Notes:

1. The amounts, numbers of shares and ratios (%) in this report are rounded to the nearest unit.
2. Graphs in this report are presented solely for reference.

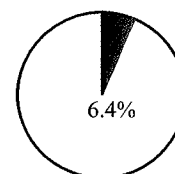


## Consolidated Results by Reporting Segment

### Fine Ceramic Parts Group

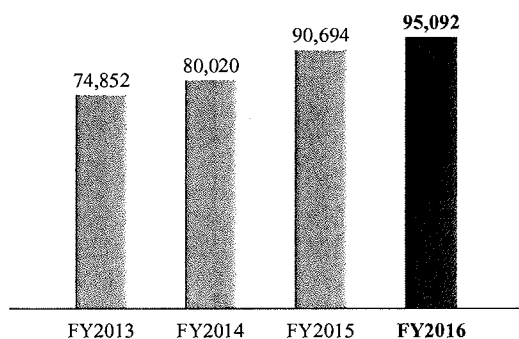
**Net Sales:** ¥95,092 million, up 4.8% year on year  
**Operating Profit:** ¥15,745 million, down 2.4% year on year

Sales Composition Ratio

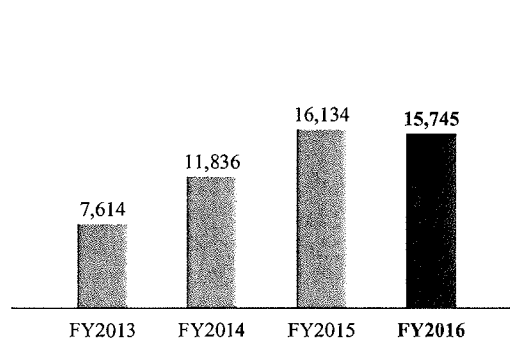


Sales in this reporting segment increased compared with fiscal 2015 due primarily to increased sales of components for industrial machinery such as semiconductor processing equipment and of automotive components such as camera modules. Operating profit remained roughly on the same level as in fiscal 2015 due mainly to the effect of a change in product mix.

Net Sales (Yen in millions)



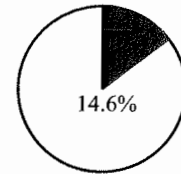
Operating Profit (Yen in millions)



## Semiconductor Parts Group

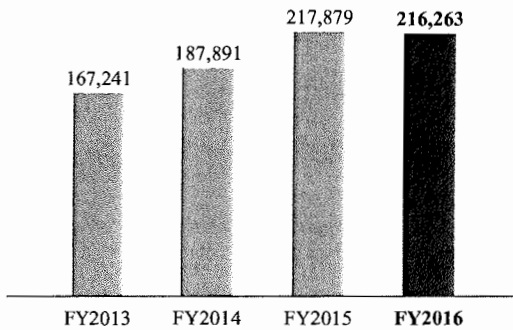
Sales Composition Ratio

**Net Sales:** ¥216,263 million, down 0.7% year on year  
**Operating Profit:** ¥28,934 million, down 14.8% year on year

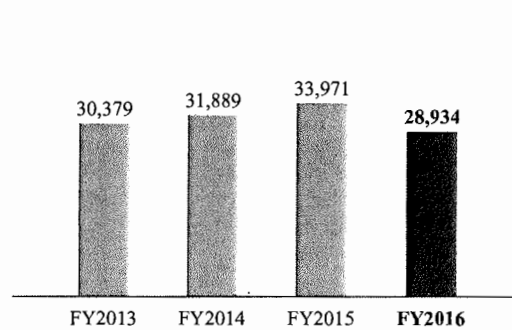


Sales in this reporting segment remained roughly on par with those for fiscal 2015 while operating profit decreased due primarily to a decline in sales of packages for digital consumer equipment and the impact of a decline in product prices, despite an increase in sales of packages for the communications infrastructure market and packages for LEDs for the automotive market.

Net Sales (Yen in millions)



Operating Profit (Yen in millions)



**Applied Ceramic Products Group**

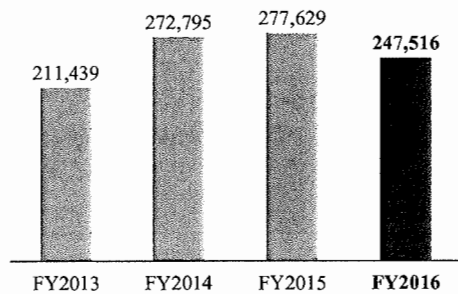
Sales Composition Ratio

**Net Sales:** ¥247,516 million, down 10.8% year on year  
**Operating Profit:** ¥16,386 million, up 418.7% year on year

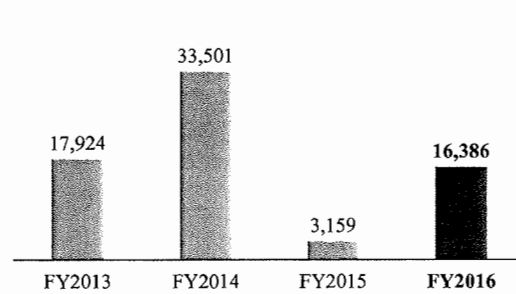


Sales in the cutting tool business increased primarily for automotive-related markets. Conversely, sales decreased in the solar energy business due to a decline in sales in Japan, Kyocera's principal market, despite an increase in sales in the U. S. As a result, sales in this reporting segment decreased compared with fiscal 2015. Operating profit, however, increased due mainly to cost reduction efforts.

Net Sales (Yen in millions)



Operating Profit (Yen in millions)



## Electronic Device Group

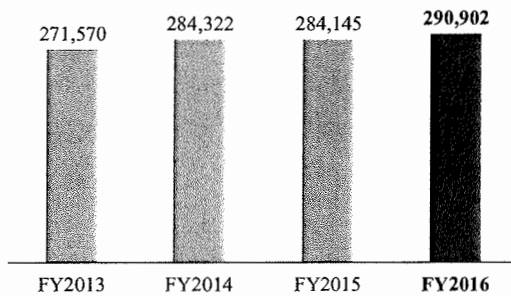
Sales Composition Ratio

**Net Sales:** ¥290,902 million, up 2.4% year on year  
**Operating Profit:** ¥10,974 million, down 68.1% year on year

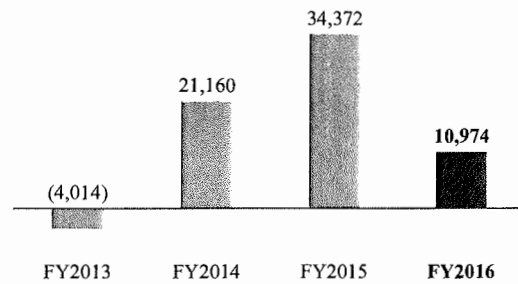


Sales in this reporting segment increased compared with fiscal 2015 due primarily to growth in sales of capacitors for smartphones and printing devices for industrial equipment as well as to the contribution of sales from Nihon Inter Electronics Corporation, which joined Kyocera Group in September 2015. Operating profit, however, decreased due mainly to the recording of losses, including an impairment of goodwill.

Net Sales (Yen in millions)



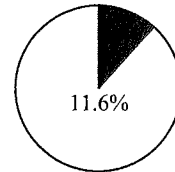
Operating Profit (Yen in millions)



## Telecommunications Equipment Group

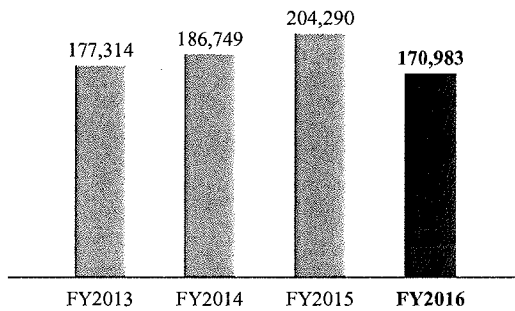
Sales Composition Ratio

**Net Sales:** ¥170,983 million, down 16.3% year on year  
**Operating Profit (Loss):** ¥(4,558) million, improve ¥15,654 million year on year

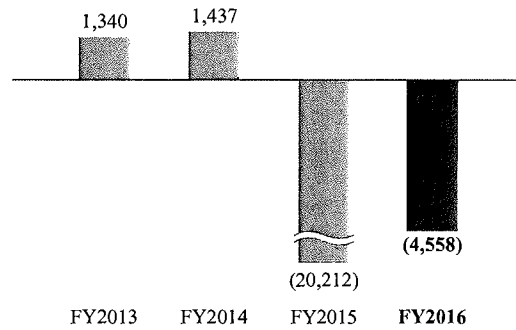


Sales of mobile phones with exceptional damage and water resistance grew steadily. However, sales in this reporting segment decreased compared with fiscal 2015 due to a decline in sales volume of PHS related products and low-end handsets. Despite the impact of the decline in sales, operating loss was reduced compared with fiscal 2015, during which a loss from impairment of goodwill was recorded.

Net Sales (Yen in millions)



Operating Profit (Yen in millions)



## Information Equipment Group

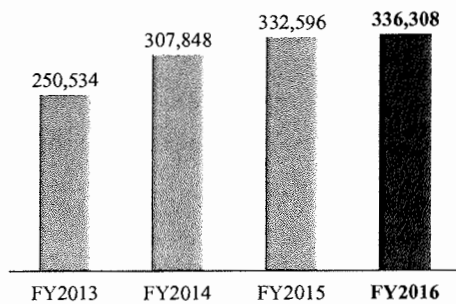
Sales Composition Ratio

**Net Sales:** ¥336,308 million, up 1.1% year on year  
**Operating Profit:** ¥27,106 million, down 21.6% year on year

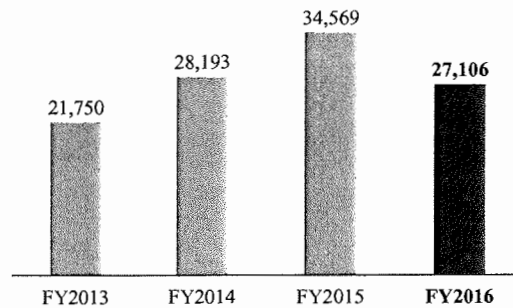


Sales in this reporting segment increased compared with fiscal 2015 due to growth in sales volume of multifunctional peripherals and printers as result of active efforts to expand sales. On the other hand, operating profit decreased due to increased cost ratio of raw materials reflecting the effect of foreign currency exchange rate fluctuations.

Net Sales (Yen in millions)



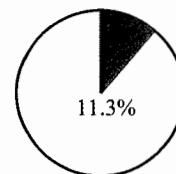
Operating Profit (Yen in millions)



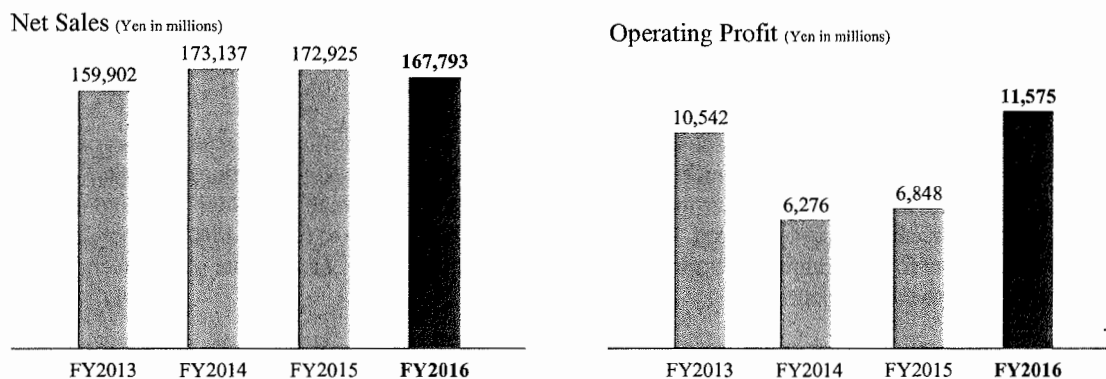
## Others

**Net Sales:** ¥167,793 million, down 3.0% year on year  
**Operating Profit:** ¥11,575 million, up 69.0% year on year

Sales Composition Ratio



Sales in this reporting segment decreased compared with fiscal 2015 due primarily to a decline in sales of Kyocera Chemical Corporation. On the other hand, operating profit increased due mainly to gain on sales of assets.

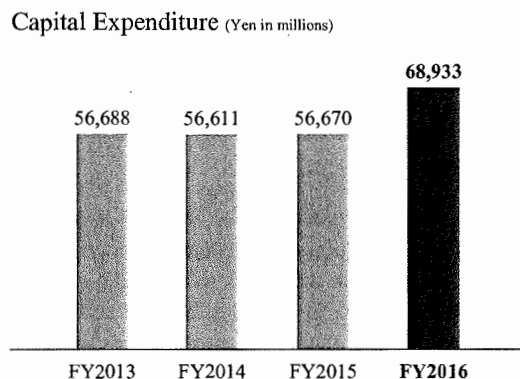


Note : The sum total of sales composition ratio shown on pages 4 to 10 shall not be 100% because “Adjustments and Eliminations” accounts for (3.0%) of consolidated net sales in fiscal 2016,

## (2) Capital Expenditures

During fiscal 2016, Kyocera made capital expenditures to enhance production capacity for the digital consumer equipment market and automotive-related market in particular and productivity. As a result, capital expenditures for fiscal 2016 increased by ¥12,263 million, or 21.6%, to ¥68,933 million, compared with fiscal 2015.

Required funds for fiscal 2016 were mainly financed from internal resources.



### **(3) Management Challenges**

Kyocera has a wide range of management resources within the Kyocera Group, from materials technologies such as ceramics to components, devices, equipment, systems and services. Kyocera will strive to increase the sophistication of technologies, enhance new product development, expand sales by making the best use of sales networks, promote cost reductions and further reinforce management foundations by exploiting the collective capabilities of the Kyocera Group, which includes bolstering ties between businesses and Group companies. By doing so, Kyocera aims to be a high-growth, highly profitable company. Kyocera will focus on the following challenges:

#### **i) Expand business in key markets**

Kyocera views the information and communications market, automotive-related market, the environment and energy market and the medical and healthcare market as key markets and will strive to increase sales and profit by expanding existing businesses and creating new businesses in these markets. In addition, we will work to strengthen various technologies and product development with the aim of bolstering the proliferation of IoT (Internet of Things) and strive to secure new business opportunities.

In the information and communications market, Kyocera will work to develop and expand sales of high-value-added products that meet trends of more advanced performance and multiple functions in digital consumer equipment, which includes smartphones, as well as an increase in demand primarily for high capacity and high-speed transmission in each industrial market. In addition, efforts will be made to release new products and to cultivate new markets for telecommunications and information equipment that incorporate unique technologies and differentiate from the competition.

In automotive-related markets, we will strive to strengthen our framework by creating an organization that straddles the Kyocera Group so that we can take advantage of various business opportunities associated with increased electrification and environmental responsiveness of automobiles and proliferation of automated driving. We will take steps to increase share by expanding application of existing products and cultivating new customers as well as accelerate new product development by strengthening technology development and collaborating with customers.

In the environment and energy market, Kyocera will push ahead with business development, from energy creating business through solar power generating systems to energy storage business through the supply of electricity storage units and energy saving business that seeks to enhance efficiency of power consumption through an energy management system. In response to the rise in self-consumption of power created, we will seek to improve the conversion efficiency of solar modules, introduce a high-efficiency fuel cell system to market and expand sales of large storage batteries. At the same time, we will strive to expand business by strengthening the development of systems that contributes to the stable supply of power and power savings.

In the medical and healthcare market, Kyocera will expand the medical materials business, which includes artificial joints. Additionally, we will take advantage of business opportunities by pursuing synergies in technologies from materials to components and systems, and by linking up with external organizations. We will also work to reinforce new product development and expand business domain in healthcare-related markets.

#### **ii) Enhance management foundations**

Kyocera will strive to optimize its production system and expand production capacity with the aim of further boosting competitiveness. Overseas, we will pursue expansion of production items and production volume in Vietnam as well as thoroughly reduce production costs. In Japan, we will work to expand high-value-added products by leveraging sophisticated production technology capabilities. In addition, we will actively invest in business to drive future growth, which will include utilizing external management resources through M&A with the objective of bolstering existing businesses and creating new businesses.



Note: Forward-Looking Statements

Certain of the statements made in this document are forward-looking statements (within the meaning of Section 21E of the U.S. Securities and Exchange Act of 1934), which are based on our current assumptions and beliefs in light of the information currently available to us. These forward-looking statements involve known and unknown risks, uncertainties and other factors. Such risks, uncertainties and other factors include, but are not limited to the following:

- (1) General conditions in the Japanese or global economy;
- (2) Unexpected changes in economic, political and legal conditions in countries where we operate;
- (3) Various export risks which may affect the significant percentage of our revenues derived from overseas sales;
- (4) The effect of foreign exchange fluctuations on our results of operations;
- (5) Intense competitive pressures to which our products are subject;
- (6) Fluctuations in the price and ability of suppliers to provide the required quantity of raw materials for use in Kyocera's production activities;
- (7) Manufacturing delays or defects resulting from outsourcing or internal manufacturing processes;
- (8) Shortages and rising costs of electricity affecting our production and sales activities;
- (9) The possibility that future initiatives and in-process research and development may not produce the desired results;
- (10) Companies or assets acquired by us not produce the returns or benefits, or bring in business opportunities;
- (11) Inability to secure skilled employees, particularly engineering and technical personnel;
- (12) Insufficient protection of our trade secrets and intellectual property rights including patents;
- (13) Expenses associated with licenses we require to continue to manufacture and sell products;
- (14) Environmental liability and compliance obligations by tightening of environmental laws and regulations;
- (15) Unintentional conflict with laws and regulations or newly enacted laws and regulations;
- (16) Our market or supply chains being affected by terrorism, plague, wars or similar events;
- (17) Earthquakes and other natural disasters affecting our headquarters and major facilities as well as our suppliers and customers;
- (18) Credit risk on trade receivables;
- (19) Fluctuations in the value of, and impairment losses on, securities and other assets held by us;
- (20) Impairment losses on long-lived assets, goodwill and intangible assets;
- (21) Unrealized deferred tax assets and additional liabilities for unrecognized tax benefits; and
- (22) Changes in accounting principles.

Such risks, uncertainties and other factors may cause our actual results, performance, achievements or financial condition to be materially different from any future results, performance, achievements or financial condition expressed or implied by these forward-looking statements. We undertake no obligation to publicly update any forward-looking statements included in this document.

#### (4) Four-Year Financial Summary

	(Yen in millions except per share amount)			
	<u>Fiscal 2013</u>	<u>Fiscal 2014</u>	<u>Fiscal 2015</u>	<u>Fiscal 2016</u>
Net Sales .....	1,280,054	1,447,369	1,526,536	1,479,627
Income before Income Taxes .....	101,363	146,268	121,862	145,583
Net Income Attributable to Shareholders of Kyocera Corporation .....	66,473	88,756	115,875	109,047
Basic Earnings per Share Attributable to Shareholders of Kyocera Corporation (Yen) .....	181.18	241.93	315.85	297.24
Total Assets .....	2,282,853	2,636,704	3,021,184	3,095,049
Kyocera Corporation Shareholders' Equity .....	1,646,157	1,910,083	2,215,319	2,284,264
Kyocera Corporation Shareholders' Equity per Share (Yen) .....	4,486.91	5,206.48	6,038.57	6,226.58

#### Notes:

1. The consolidated financial statements are prepared in conformity with accounting principles generally accepted in the United States.
2. Basic earnings per share attributable to shareholders of Kyocera Corporation is calculated using the average number of shares in issue during each respective fiscal year and Kyocera Corporation shareholders' equity per share is calculated using the number of shares in issue excluding treasury stock at the end of each respective fiscal year.
3. As Kyocera Corporation undertook a stock split at the ratio of two-for-one of all common stock on October 1, 2013, earnings per share are computed under the assumption that the stock split had been undertaken at the beginning of the year ended March 31, 2013 in accordance with the standard related to earnings per share.
4. Net Sales for fiscal 2013 increased compared with fiscal 2012 due to increases in component demand for digital consumer equipment and in demand for solar energy systems in Japan, in addition to the impact of the depreciation of the yen. Net income attributable to shareholders of Kyocera Corporation decreased compared with fiscal 2012 due to additional recording of the environmental remediation charge at AVX Corporation.
5. Net sales for fiscal 2014 increased compared with fiscal 2013 due to increases in component demand for digital consumer equipment mainly for smartphones and in demand for solar energy systems in Japan, in addition to an increase in sales overseas in the Information Equipment Group, and this result marked record high. Net income attributable to shareholders of Kyocera Corporation increased compared with fiscal 2013 due to the effect of higher sales and enhancement of productivity as well as recording of the environmental remediation charge at AVX Corporation in fiscal 2013.
6. Net sales for fiscal 2015 marked record high as it did for the previous year due to increases in component sales for digital consumer equipment and automotive-related market. Net income attributable to shareholders of Kyocera Corporation increased compared with fiscal 2014 due mainly to the effect derived from the revaluation of deferred tax assets and liabilities in line with a revision of the tax system in Japan despite the recording of a loss from a review of asset valuation.
7. Performance for fiscal 2016 is as stated in "(1) Business Progress and Results" on previous pages.

(5) **Principal Businesses** (as of March 31, 2016)

Kyocera manufactures and sells a highly diversified range of products, including components involving fine ceramic technologies and applied ceramic products, telecommunications and information equipment, etc. The principal products and businesses are as follows:

<b>Reporting Segment and Content of Business</b>	<b>Principal Product and Business</b>
<b>Fine Ceramic Parts Group:</b> Kyocera widely provides ceramic components for industrial machinery, information and communications, automobiles and various other industrial sectors.	Components for Semiconductor Processing Equipment and Flat Panel Display Manufacturing Equipment Information and Telecommunication Components General Industrial Machinery Components Sapphire Substrates Automotive Components
<b>Semiconductor Parts Group:</b> Kyocera provides packages for protecting electronic components and ICs and high-density multilayer printed wiring boards for electronic equipment.	Ceramic Packages Organic Multilayer Substrates Multilayer Printed Wiring Boards
<b>Applied Ceramic Products Group:</b> Kyocera provides solar energy products, cutting tools, medical and dental implants, jewelry and applied ceramic related products such as ceramic knives.	Solar Power Generating Systems, Battery Energy Storage Systems Cutting Tools, Micro Drills Medical and Dental Implants Jewelry and Applied Ceramic Related Products
<b>Electronic Device Group:</b> Kyocera provides various electronic components and devices in a wide range of market such as information and communications equipment, digital home appliances and industrial machinery.	Capacitors SAW Devices Connectors Crystal Components Liquid Crystal Displays Printing Devices Power Semiconductor Products (Discrete Products, Power Modules)
<b>Telecommunications Equipment Group:</b> Kyocera provides high functionality and ultra ruggedized smartphones and mobile phones stick to facilitate ease of use in Japan and overseas.	Smartphones Mobile Phones PHS related Products M2M Modules
<b>Information Equipment Group:</b> Kyocera provides a diverse lineup of printers and MFPs featuring outstanding environmental and economic performance as well as solutions that resolve customers' individual management issues.	Monochrome and Color Printers and Multifunctional Products Wide Format Systems Document Solutions Application Software Supplies
<b>Others:</b> Kyocera provides information and communications services, materials for semiconductors and chemical materials.	Information Systems and Telecommunication Services Engineering Business Management Consulting Business Materials for Semiconductors, Chemical Materials Realty Development Business

(6) Significant Subsidiaries (as of March 31, 2016)

Name of Subsidiary	Amount of Capital (Yen in millions and others in thousands)	Ownership by Kyocera Corporation (%)	Principal Business
Kyocera Circuit Solutions, Inc.* .....	¥4,000	100.00	Development, manufacturing and sale of organic multilayer packages and multilayer printed wiring boards
Kyocera Solar Corporation* .....	¥310	100.00	Sale of solar energy products
Kyocera Medical Corporation .....	¥2,500	100.00	Development, manufacturing and sale of medical materials
Kyocera Connector Products Corporation ...	¥400	100.00	Development, manufacturing and sale of electronic devices
Kyocera Crystal Device Corporation .....	¥16,318	100.00	Development, manufacturing and sale of electronic devices
Kyocera Display Corporation .....	¥4,075	100.00	Development, manufacturing and sale of electronic devices
Kyocera Document Solutions Inc. ....	¥12,000	100.00	Development and manufacturing of information equipments
Kyocera Communication Systems Co., Ltd. ....	¥2,986	76.30	Provision of engineering services and IT services
Kyocera Chemical Corporation* .....	¥10,172	100.00	Development, manufacturing and sale of electrical insulation materials
Shanghai Kyocera Electronics Co., Ltd. ....	¥17,321	100.00	Manufacturing of fine ceramic-related products
Dongguan Shilong Kyocera Co., Ltd. ....	HK\$472,202	90.00	Manufacturing of cutting tools and electronic devices
Kyocera (China) Sales & Trading Corporation .....	US\$10,000	90.00	Sale of fine ceramic-related products and cutting tools
Kyocera (Tianjin) Solar Energy Co., Ltd. ...	US\$30,200	90.00	Manufacturing of solar energy products
Kyocera Telecom Equipment (Malaysia) Sdn. Bhd. ....	MYR28,000	100.00	Manufacturing of telecommunications equipments
Kyocera Asia Pacific Pte. Ltd. ....	US\$105	100.00	Sale of fine ceramic-related products, solar energy products and electronic devices
Kyocera International, Inc. ....	US\$34,850	100.00	Holding company and headquarters in North America
AVX Corporation .....	US\$1,763	69.06	Development, manufacturing and sale of electronic devices
Kyocera Fineceramics GmbH .....	EURO1,687	100.00	Sale of fine ceramic-related products and electronic devices

Asterisk (\*) shows Kyocera Corporation reorganized its business as described below, effective as from April 1, 2016.

Kyocera Circuit Solutions, Inc. and Kyocera Chemical Corporation were merged into Kyocera Corporation.

Kyocera Corporation succeeded the business unit engaged in the sale of photovoltaic power generation systems of Kyocera Solar Corporation after its corporate split.

(7) Principal Business Sites (as of March 31, 2016)

**Japan:**

Kyocera Corporation Headquarters : 6 Takeda Tobadono-cho, Fushimi-ku, Kyoto, Japan

Hokkaido Kitami Plant	Kyocera Circuit Solutions, Inc. (Kyoto)
Fukushima Tanagura Plant	Kyocera Solar Corporation (Kyoto)
Nagano Okaya Plant	Kyocera Medical Corporation (Osaka)
Mie Ise Plant	Kyocera Connector Products Corporation (Kanagawa)
Shiga Gamo Plant	Kyocera Crystal Device Corporation (Yamagata)
Shiga Yohkaichi Plant	Kyocera Display Corporation (Shiga)
Shiga Yasu Plant	Nihon Inter Electronics Corporation (Kanagawa)
Kagoshima Sendai Plant	Kyocera Document Solutions Inc. (Osaka)
Kagoshima Kokubu Plant	Kyocera Document Solutions Japan Inc. (Tokyo)
Kagoshima Hayato Plant	Kyocera Communication Systems Co., Ltd. (Kyoto)
Yokohama Office	Kyocera Chemical Corporation (Tokyo)
Osaka Daito Office	Kyocera Optec Co., Ltd. (Tokyo)
R&D Center, Keihanna (Kyoto)	Kyocera Realty Development Co., Ltd. (Tokyo)
R&D Center, Kagoshima	Hotel Kyocera Co., Ltd. (Kagoshima)
	Hotel Princess Kyoto Co., Ltd. (Kyoto)

**Overseas:**

Shanghai Kyocera Electronics Co., Ltd. (China)  
Kyocera (Tianjin) Solar Energy Co., Ltd. (China)  
Dongguan Shilong Kyocera Co., Ltd. (China)  
Kyocera(China) Sales & Trading Corporation (China)  
Kyocera Document Technology (Dongguan) Co., Ltd. (China)  
Kyocera Precision Tools Korea Co., Ltd. (Korea)  
Kyocera Korea Co., Ltd. (Korea)  
Kyocera Telecom Equipment (Malaysia) Sdn. Bhd. (Malaysia)  
Kyocera Asia Pacific Pte. Ltd. (Singapore)  
Kyocera Vietnam Co., Ltd. (Vietnam)  
Kyocera Document Technology Vietnam Co., Ltd. (Vietnam)  
Kyocera International, Inc. (U.S.A.)  
Kyocera Industrial Ceramics Corporation (U.S.A.)  
Kyocera America, Inc. (U.S.A.)  
Kyocera Solar, Inc. (U.S.A.)  
Kyocera Precision Tools, Inc. (U.S.A.)  
Kyocera Communications, Inc. (U.S.A.)  
AVX Corporation (U.S.A.)  
Kyocera Document Solutions America, Inc. (U.S.A.)  
Kyocera Document Solutions Europe B.V. (Netherlands)  
Kyocera Document Solutions Deutschland GmbH (Germany)  
TA Triumph-Adler GmbH (Germany)  
Kyocera Fineceramics GmbH (Germany)  
Kyocera Unimerco A/S (Denmark)

(8) Employees (as of March 31, 2016)

i) Consolidated

<u>Reporting Segment</u>	<u>Number of Employees</u>	<u>Change from the End of Fiscal 2015</u>
Fine Ceramic Parts Group .....	3,185	Increase of 51
Semiconductor Parts Group .....	8,249	Decrease of 407
Applied Ceramic Products Group .....	7,932	Increase of 342
Electronic Device Group .....	20,237	Decrease of 205
Telecommunications Equipment Group .....	4,240	Increase of 92
Information Equipment Group .....	17,311	Increase of 1,169
Others .....	6,524	Increase of 15
Headquarters .....	<u>1,551</u>	<u>Decrease of 13</u>
Total .....	<u>69,229</u>	<u>Increase of 1,044</u>

Note: The number of employees represents the total number of regular employees who work full-time.

ii) Non-consolidated

Number of Employees .....	14,146
Change from the End of Fiscal 2015 .....	Increase of 120
Average Age .....	41.1
Average Years of Service .....	17.8

Note: The number of employees represents the total number of regular employees who work full-time.

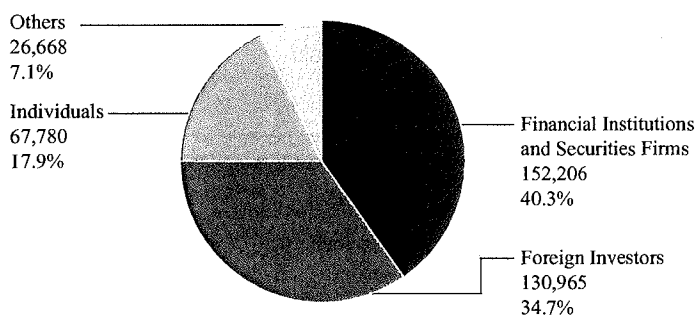
**2. Shares** (as of March 31, 2016)

- (1) **Total Number of Shares Authorized to Be Issued:** 600,000,000  
 (2) **Total Number of Shares Issued:** 377,618,580  
 (Of which, Number of Treasury Shares: 10,761,503)  
 (3) **Number of Shareholders:** 57,785  
 (4) **Major Shareholders (Top 10 Largest Shareholders)**

Name	Number of Shares Owned (Shares in thousands)	Share Ownership Ratio (%)
The Master Trust Bank of Japan, Ltd. (Trust Account) . . . . .	36,362	9.91
Japan Trustee Services Bank, Ltd. (Trust Account) . . . . .	24,239	6.61
State Street Bank and Trust Company . . . . .	18,924	5.16
The Bank of Kyoto, Ltd. . . . .	14,436	3.94
Kazuo Inamori . . . . .	11,212	3.06
Inamori Foundation . . . . .	9,360	2.55
KI Enterprise Co., Ltd. . . . .	7,099	1.94
Trust & Custody Services Bank, Ltd. (Stock Investment Trust Account) . . . . .	6,380	1.74
JP Morgan Chase Bank 385632 . . . . .	5,364	1.46
Stock Purchase Plan for Kyocera Group Employees . . . . .	5,348	1.46

Note: Share ownership ratios are calculated after deduction of the treasury shares.

Shareholder Composition (Shares in thousands)



### 3. Directors and Audit & Supervisory Board Members

#### (1) List of Directors and Audit & Supervisory Board Members (as of March 31, 2016)

Position	Name	Area of Responsibility and Important Concurrent Post
Chairman of the Board and Representative Director	Tetsuo Kuba	
Vice Chairman of the Board and Representative Director	Tatsumi Maeda	In charge of Engineering and Technology
President and Representative Director	Goro Yamaguchi	President and Executive Officer
Director	Ken Ishii	Senior Managing Executive Officer General Manager of Corporate Cutting Tool Group
Director	Hiroshi Fure	Senior Managing Executive Officer General Manager of Corporate Automotive Components Group
Director	Yoji Date	Senior Managing Executive Officer President and Representative Director of Kyocera Connector Products Corporation
Director	Yoshihito Ohta	Managing Executive Officer Chairman of the Board and Representative Director of Kyocera Communication Systems Co., Ltd.
Director	Shoichi Aoki	Managing Executive Officer General Manager of Corporate Financial and Accounting Group
Director	Tadashi Onodera	Chairman of the Board and Director of KDDI Corporation
Director	Hiroto Mizobata	Representative of Mizobata Certified Public Accountant Office
Full-time Audit & Supervisory Board Member	Yoshihiro Kano	
Full-time Audit & Supervisory Board Member	Kouji Mae	
Audit & Supervisory Board Member	Osamu Nishieda	Attorney-at-law
Audit & Supervisory Board Member	Yoshinori Yasuda	Director of Research Center for Pan-Pacific Civilizations, Ritsumeikan University
Audit & Supervisory Board Member	Nichimu Inada	President and Representative Director of Family Inada Co., Ltd.
Audit & Supervisory Board Member	Yasunari Koyano	Attorney-at-law



Notes:

1. Important Concurrent Posts Undertaken by Directors and Audit & Supervisory Board Members in fiscal 2016.

- (1) Mr. Tetsuo Kuba, Chairman of the Board and Representative Director, serve as Director and Chairman of the Board of AVX Corporation. Messrs. Tatsumi Maeda, Vice Chairman of the Board and Representative Director, Goro Yamaguchi, President and Representative Director, and Shoichi Aoki, Director, serve as Directors of AVX Corporation.
- (2) Mr. Tetsuo Kuba, Chairman of the Board and Representative Director, serves as an Outside Director of KDDI Corporation.
- (3) Mr. Tadashi Onodera, Director, serves as a Director of Okinawa Cellular Telephone Company and an Outside Director of Daiwa Securities Group Inc. And he served as a Representative Director of KDDI Corporation until June 17, 2015.
- (4) Mr. Hiroto Mizobata, Director, serves as an Outside Director (the Audit committee) of Yamaki Co., Ltd. and of ES-CON JAPAN Ltd.
- (5) Mr. Yasunari Koyano was Representative of Lawyer of Koyano LPC until February 1, 2016.

2. Important Concurrent Posts Undertaken by Outside Director and Audit & Supervisory Board Members, and their Relations with Kyocera Corporation

- (1) Kyocera Corporation engages in transactions relating to sale of mobile phones, etc. with KDDI Corporation and Okinawa Cellular Telephone Company where Mr. Tadashi Onodera, Director, serves as Chairman of the Board and Director respectively. And there is no special interest between Kyocera Corporation and Daiwa Securities Group Inc. where he serves as an Outside Director.
- (2) There is no special interest between Kyocera Corporation and Mizobata Certified Public Accountant Office where Mr. Hiroto Mizobata, Director, serves as a Representative. And also there is no special interest between Kyocera Corporation and, Yamaki Co., Ltd. and ES-CON JAPAN Ltd. where he serves as an Outside Director (the Audit committee).
- (3) Kyocera Corporation engages in transactions relating to sale of ceramic products with Ritsumeikan University where Mr. Yoshinori Yasuda, Audit & Supervisory Board Member, serves as a Director of Research Center for Pan-Pacific Civilization, but there is no transaction with that Research Center.
- (4) There is no special interest between Kyocera Corporation and Family Inada Co., Ltd. where Mr. Nichimu Inada, Audit & Supervisory Board Member, serves as President and Representative Director.
- (5) There is no special interest between Kyocera Corporation and Koyano LPC where Mr. Yasunari Koyano, Audit & Supervisory Board Member, served as Representative Lawyer until February 1, 2016.

3. Messrs. Tadashi Onodera and Hiroto Mizobata are Outside Director and Messrs. Yoshinori Yasuda, Nichimu Inada and Yasunari Koyano are Outside Audit & Supervisory Board Members.

4. Kyocera Corporation has designated Mr. Hiroto Mizobata as independent Director and Messrs. Yoshinori Yasuda, Nichimu Inada and Yasunari Koyano as independent Audit & Supervisory Board Members as provided for in the rules of the Tokyo Stock Exchange.

## (2) Director Retired During Fiscal 2016

Director retired during fiscal 2016 are as follows:

<u>Position as of Retirement</u>	<u>Name</u>	<u>Area of Responsibility and Important Concurrent post as of Retirement</u>	<u>Reason for Retirement</u>	<u>Retirement Date</u>
Director	Katsumi Komaguchi	Vice Chairman and Representative Director of Kyocera Document Solutions Inc.	Expiration of term of office	June 24, 2015
Director	Yasuyuki Yamamoto	In charge of Communication Equipment	Expiration of term of office	June 24, 2015
Director	John S. Rigby	President and Director of Kyocera International Inc.	Resignation	March 21, 2016

## (3) Remuneration to Directors and Audit & Supervisory Board Members for Fiscal 2016

	<u>Number of Persons Qualified to Receive Remuneration</u>	<u>Amount of Remuneration (Yen in million)</u>
Directors .....	12	339
(Outside Directors of 12 Directors above) .....	(2)	(21)
Audit & Supervisory Board Members .....	6	83
(Outside Audit & Supervisory Board Members of 6 Audit & Supervisory Members above) .....	(3)	(25)
Total .....	<u>18</u>	<u>422</u>

Notes:

1. The amount of remuneration to Directors does not include salaries for services as employees or Executive Officers for those Directors who serve as such.
2. As of the end of fiscal 2016, there were 10 Directors and 6 Audit & Supervisory Board Members, with 2 of the former being an Outside Director and 3 of the latter being Outside Audit & Supervisory Board Members.
3. Remuneration to Directors and Audit & Supervisory Board Members was determined by the resolution adopted at the 55th Ordinary General Meeting of Shareholders, which was held on June 25, 2009, as follows:

[Aggregate Amount of Remuneration to Directors]

Basic Remuneration: No more than ¥400 million per year (not including salaries for services as employees or Executive Officers for those Directors who serve as such).

Bonuses to Directors: No more than 0.2% of the Consolidated Net Income\* of Kyocera Corporation for the relevant fiscal year, provided that such amount shall not exceed ¥300 million per year.

\* Pursuant to a change in U.S. accounting standards, this has been revised to "Net Income Attributable to Shareholders of Kyocera Corporation."

[Aggregate Amount of Remuneration to Audit & Supervisory Board Members]

Basic Remuneration: No more than ¥100 million per year.

#### **(4) Outside Director and Audit & Supervisory Board Members**

##### **(i) Activities of Outside Director and Audit & Supervisory Board Members During Fiscal 2016**

- (a) Mr. Tadashi Onodera, Outside Director, attended 11 of the 12 meetings of the Board of Directors which were held during fiscal 2016 and expressed his views based on his abundant knowledge and experience as a corporate executive.
- (b) Mr. Hiroto Mizobata, Outside Director, attended all of the 10 meetings of the Board of Directors which were held after taking office during fiscal 2016 and expressed his views based on his abundant knowledge and experience as a Certified Public Accountant.
- (c) Mr. Yoshinori Yasuda, Outside Audit & Supervisory Board Member, attended 11 of the 12 meetings of the Board of Directors and all of the 8 meetings of the Audit & Supervisory Board which were held during fiscal 2016 and expressed his views based on his abundant knowledge and experience as a university professor.
- (d) Mr. Nichimu Inada, Outside Audit & Supervisory Board Member, attended all of the 12 meetings of the Board of Directors and all of the 8 meetings of the Audit & Supervisory Board which were held during fiscal 2016 and expressed his views based on his abundant knowledge and experience as a corporate executive.
- (e) Mr. Yasunari Koyano, Outside Audit & Supervisory Board Member, attended 11 of the 12 meetings of the Board of Directors and 7 of the 8 meetings of the Audit & Supervisory Board which were held during fiscal 2016 and expressed his views based on his abundant knowledge and experience as an attorney-at-law and corporate executive.

##### **(ii) Summary of Agreements Regarding the Limitation of Liability**

Kyocera Corporation has entered into an agreement with an Outside Director and Audit & Supervisory Board Members regarding the limitation of their liability for damages caused by negligence in the performance of their duties, in accordance with paragraph 1 of Article 427 of the Companies Act and Article 28 and 36 of the Articles of Incorporation of the Company. The amount of liability to which they are subject to, as set under such agreements, is limited to the minimum amount of liability provided under applicable laws and regulations.

#### **4. Accounting Auditor**

**(1) Name of Accounting Auditor:** PricewaterhouseCoopers Kyoto

##### **(2) Remuneration and Other Amounts Payable to Accounting Auditor**

Remuneration and Other Amounts Payable by Kyocera Corporation to the Accounting Auditor for the Services for Fiscal 2016 .....	¥243 million
Total Amount of Cash and Other Financial Benefits Payable by Kyocera Group to the Accounting Auditor for the Services for Fiscal 2016 .....	¥529 million

##### **Notes:**

1. The overseas subsidiaries of Kyocera Corporation are audited by an auditing firm other than that used by Kyocera Corporation as its Accounting Auditor.
2. In the audit agreement between Kyocera Corporation and the Accounting Auditor, remuneration is determined without separately indicating amounts payable for auditing under the Companies Act and for auditing under the Financial Instruments and Exchange Law. Accordingly, ¥243 million represents the aggregate remuneration for both of these auditing services.
3. Audit & Supervisory board agrees to the fee of Accounting Auditor based on Paragraph 1 of Article 399 of the Companies Act through following measures.

Audit & Supervisory board obtains the necessary materials from Directors, relevant internal company divisions and Accounting Auditor and receives the reports. And Audit & Supervisory board confirms audit content, hours and details and trend of its fee in previous fiscal year, and considers estimates of audit fee in the fiscal year.

**(3) Non-Audit-related Service**

Kyocera Corporation paid consideration to PricewaterhouseCoopers Kyoto for the advisory service in connection with the documentation of the Conflict Mineral Report to file with the U.S. Securities and Exchange Commission pursuant to the section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act.

**(4) Policy Regarding Decision to Terminate or Not to Reappoint Accounting Auditor**

In the event that the Audit & Supervisory Board determines that the Accounting Auditor is subject to any of the events provided in Paragraph 1 of Article 340 of the Companies Act, the Audit & Supervisory Board is authorized to terminate the office of such Accounting Auditor, based on the Regulations of the Audit & Supervisory Board. Should anything occur to negatively impact the qualifications or independence of the Accounting Auditor, making it unlikely that such Accounting Auditor will be able to properly perform an audit, the Audit & Supervisory Board shall determine the resolution to be proposed to the General Meeting of Shareholders to terminate or not to reappoint such Accounting Auditor.

**5. System and Policy**

Kyocera Corporation has adopted through its Board of Directors Meeting the “Kyocera Group Basic Policy for Corporate Governance and Internal Control” as follows:

**Kyocera Group**  
**Basic Policy for Corporate Governance and Internal Control**

Kyocera Group has made “Respect the Divine and Love People” its corporate motto and “to provide opportunities for the material and intellectual growth of all our employees, and through our joint efforts, contribute to the advancement of society and humankind.” its management rationale.

Kyocera Group always strives to maintain equity and fairness, and faces all situations with courage and conscience, and it intends to realize transparent systems for corporate governance and internal control.

Under such corporate motto and management rationale, the Board of Directors is implementing a basic policy for corporate governance and internal control as described below.

This statement of basic policy sets forth such basic policy in accordance with Paragraph 5 and item 6 of Paragraph 4 of Article 362 of the Corporation Act, and Paragraphs 1 and 3 of Article 100 of the Execution Rules of the Corporation Act, which require establishment of a system to ensure that conduct of business by the Directors will be in compliance with all applicable laws and regulations and the Articles of Incorporation and to ensure proper conduct of business by Kyocera Corporation (the “Company”) and Kyocera Group, as a whole.

**I. Corporate Governance**

**1. Basic Policy for Corporate Governance**

The Board of Directors of the Company defines the corporate governance of Kyocera Group to mean “structures to ensure that Directors conducting the business manage the corporations in a fair and correct manner.”

The purpose of corporate governance is to maintain soundness and transparency of management and to achieve fair and efficient corporate management, through which the management rationale of Kyocera Group can be realized.

The Board of Directors shall inculcate the “Kyocera Philosophy”, which is the basis of the management policy of Kyocera Group, into all Directors and employees working in Kyocera Group, and establish a sound corporate culture. The Board of Directors shall establish proper corporate governance through exercise of the Kyocera Philosophy (Note).

Note: The “Kyocera Philosophy” is a corporate philosophy and life philosophy created through integration of the thoughts of the founder of the Company regarding management and life. The “Kyocera Philosophy” incorporates a wide range of matters relating to basic thoughts on management and methods of undertaking day-to-day work, based on the core criterion of “what is the right thing to do as a human being”.

## **2. System for Corporate Governance**

The Board of Directors of the Company determines, pursuant to the basic policy described in 1 above, the below-outlined system for corporate governance of the Company, which is the core company within Kyocera Group, to ensure that the conduct of business by the Directors is in compliance with all applicable laws and regulations and the Articles of Incorporation. The Board of Directors will constantly seek the ideal system for corporate governance and always evolve and develop its existing corporate governance system.

### **(1) Organs of Corporate Governance**

The Board of Directors shall establish a corporate structure in which the Audit & Supervisory Board Members and the Audit & Supervisory Board will serve as organs of corporate governance pursuant to the provisions of the Articles of Incorporation, as approved by the General Meeting of Shareholders of the Company. Directors of the Company shall strictly observe the following, to ensure effective audit by the Audit & Supervisory Board Members and the Audit & Supervisory Board:

- (i) Matters relating to employees to facilitate the tasks of Audit & Supervisory Board Members (including matters relating to the independence of such employees from the Directors and matters to ensure effectiveness of instructions from the Audit & Supervisory Board Members to such employees)**

Representative Directors shall establish offices for the Audit & Supervisory Board Members upon their request, and shall cause certain employees, nominated through prior discussion with the Audit & Supervisory Board Members, to work in such offices to assist in the tasks of the Audit & Supervisory Board Members and the Audit & Supervisory Board. Such employees, while still subject to the work rules of the Company, shall be under the instruction and supervision of each of the Audit & Supervisory Board Members, and transfer, treatment (including evaluation) and disciplinary action relating to them shall be made only following discussion with the Audit & Supervisory Board Members.

- (ii) System for reporting to the Audit & Supervisory Board Members by Directors and employees and other related parties, and other systems relating to reporting to the Audit & Supervisory Board Members (including the system to ensure that the reporting party shall not be treated adversely due to such report)**

In the event that any Director becomes aware of any matter that breaches or may breach any law or regulation or the Articles of Incorporation, or in the event that any Director becomes aware of any matter that may cause substantial damage to Kyocera Group, he or she shall immediately report thereon to the

Audit & Supervisory Board. In addition, in the event that any of the Audit & Supervisory Board Members or the Audit & Supervisory Board requests a report from any Director pursuant to the Regulations of the Audit & Supervisory Board, such Director shall comply with such request.

Representative Directors shall cause the internal audit department to report regularly the status of the internal audit to the Audit & Supervisory Board Members. In addition, upon request from the Audit & Supervisory Board Members, Representative Directors shall cause any specified department(s) to report the status of their conduct of business directly to the Audit & Supervisory Board Members. Representative Directors shall also maintain a “system for internal complaint reporting to the Audit & Supervisory Board”, established by the Audit & Supervisory Board, under which all related parties including Directors, employees, suppliers and customers of Kyocera Group may submit complaints directly to the Audit & Supervisory Board.

Representative Directors shall not treat adversely the party who submitted the report to the Audit & Supervisory Board such as transfer or disciplinary action, because of such report.

**(iii) Matters relating to the policy for handling of costs and claims which may incur in the course of the execution of the tasks of the Audit & Supervisory Board Members**

Representative Directors shall accept request from Audit & Supervisory Board Members for reimbursement of costs in accordance with the Regulations of the Audit & Supervisory Board and shall make payment thereof accordingly.

**(iv) Other systems to ensure effective audit by the Audit & Supervisory Board Members**

In the event that Representative Directors are requested by any of the Audit & Supervisory Board Members to effectuate any of the following matters, as necessary to establish a system to ensure effective audit by the Audit & Supervisory Board Members, Representative Directors shall comply with such request:

- a. Attendance at important meetings;
- b. Inspection of minutes of important meetings, important approval documents and important agreements, etc.; and
- c. Meetings with Representative Directors to exchange opinions regarding management of the Company in general.

**(2) Kyocera Philosophy Education**

Representative Directors of the Company shall undertake “Kyocera Philosophy Education” from time to time in order to inculcate the “Kyocera Philosophy” into the Directors (including themselves) and employees of Kyocera Group.

## **II. Internal Controls**

### **1. Basic Policy for Internal Controls**

The Board of Directors of the Company defines the internal controls of Kyocera Group to mean “systems to be established within the corporate organization to achieve management policy and master plans in a fair manner, in order for the Directors undertaking management of the Company to effectuate management policy”. The Board of Directors of the Company will establish internal controls through implementation of the “Kyocera Philosophy”.

### **2. System for Internal Controls**

Under the policy as described in 1 above, the Board of Directors shall cause Representative Directors to establish the systems described below. In addition, the Board of Directors shall constantly evolve and develop such systems, seeking an ideal system of internal controls.

#### **(1) Management and maintenance of information relating to conduct of business by Directors**

Representative Directors shall establish the “Kyocera Disclosure Committee” as a system for making timely and appropriate disclosure of information and for properly maintaining information relating to the conduct of business by the Directors in accordance with applicable laws and regulations and the internal rules of the Company.

#### **(2) Internal Rules and systems relating to management of risk of loss of Kyocera Group, and systems to ensure that conduct of business by all employees of Kyocera Group and Directors of the Company’s subsidiaries is in compliance with applicable laws and regulations and the Articles of Incorporation.**

Representative Directors shall create a risk management department in order to establish a risk management system for Kyocera Group. Representative Directors shall also establish systems to undertake necessary actions from time to time.

Representative Directors shall establish “Employee Consultation Corners” as an internal complaint reporting system within Kyocera Group, so that employees who become aware of any matter that breaches or may breach laws or regulations or the Articles of Incorporation or other internal rules can report thereon. The Employee Consultation Corners will take appropriate action in respect of reports received thereby, which shall be treated in accordance with the Law for Protection of Reporters in the Public Interest. Besides, Representative Directors shall establish the system to take actions as necessary.

**(3) Systems to ensure efficient conduct of business by Directors**

Representative Directors shall clearly delegate authority and related responsibility by establishing an Executive Officer system to achieve efficient and effective conduct of business. Representative Directors shall cause the Executive Officers to report the status of their conduct of business to the Board of Directors, etc, and, accordingly, a system shall be maintained under which Representative Directors can verify whether business is conducted efficiently.

**(4) Other System to ensure appropriate conduct of business at Kyocera Group**

In addition to the matters described in (1) through (3) above, as a system to ensure the appropriate conduct of business at Kyocera Group and for efficient operation of Kyocera Group, Representative Directors shall establish the Kyocera Group Management Committee. Such Committee shall discuss important matters relating to Kyocera Group and receive reports relating thereto. Representative Directors shall also establish departments to support appropriate and efficient execution of business of each of the companies in Kyocera Group, and an internal audit department in order to conduct audits regularly to evaluate the appropriateness of conduct of business at Kyocera Group.

The current status of the preparedness of systems relating to internal control is as follows:

- (i) The “Kyocera Code of Conduct” was established in June 2000.
- (ii) The “Risk Management Division” was established in September 2000 in order to create a thorough system to ensure compliance with laws and regulations and internal rules.
- (iii) The “Kyocera Management Committee”, which was renamed the “Kyocera Group Management Committee” in August 2002, was established in January 2001.
- (iv) The “Kyocera Disclosure Committee” was established in April 2003.
- (v) The “Employee Counseling Office” was established in April 2003 as a function of the whistleblower reporting system.
- (vi) The Executive Officer System was introduced in June 2003 to improve management efficiency.
- (vii) The “Global Audit Division,” which was reorganized by the merger of “Risk Management Division” and renamed the “Corporate Global Audit Division” later in April 2010, was established in May 2005 to undertake internal audits, and it regularly conducts audits of Kyocera’s businesses, and reports the results of such audits to the Directors and Audit & Supervisory Board Members of Kyocera Corporation. It also serves as a mechanism for meeting the requirements of Article 404 of the Sarbanes-Oxley Act of the United States of America.
- (viii) “Kyocera Group Philosophy Committee” was established in May 2013.
- (ix) The functions of risk management were transferred from the Corporate Global Audit Division to the Corporate General Affairs Group (currently Corporate General Affairs Human Resources Group). The “Risk Management Department” was established within the Group in January 2014 in order to restructure the risk management system.



## **(Outline of operational Status of Corporate Governance and Internal Controls)**

Corporate Governance and Internal Controls of the Company operate appropriately as mentioned below.

- Audit & Supervisory Board was held 8 times in fiscal 2016. Audit was conducted premeditatedly based on Audit policy and plan resolved in July 2015. In addition, Audit & Supervisory Board members talk annually with Representative Directors about whole management. Independence of employees who support accomplishing Audit & Supervisory Board Member's duties is maintained according to basic policy. Expenses of Audit & supervisory members are capitalized according to audit plan based on the Regulations of the Audit & Supervisory Board. In addition there was no expense out of the plan in fiscal 2016.
- The Corporate Global Audit Division, charged in internal audit, reported audit result 10 times to Audit & Supervisory Board Members in fiscal 2016. Report to Audit & Supervisory Board was carried out appropriately, because information needed by Audit & Supervisory Board Members is offered according to request of report about business execution from Audit & Supervisory Board Members.
- By "Kyocera whistleblower system" the personal information of reporter is handled as a secret matter and disadvantageous treatment to persons who made report is not considered.
- The "Kyocera Disclosure Committee", held 5 times in fiscal 2016, disclosed information timely and appropriately and evaluation results are reported by chairperson of this committee to Representative Director. Information relating to the exercise of Director's office, for example minutes of Board of Director, minutes of Kyocera Group Management committee and Ringi approval, are preserved appropriately in compliance with applicable laws and internal regulations.
- Board of Director, held 12 times in fiscal 2016, has 10 Directors including 2 Outside Directors. Board of Director made decision of important matters at Kyocera Group and controlled the business execution. In addition, business is more effective and appropriately executed because of Executive Officer System.
- "Kyocera Group Management Committee", held 20 times in fiscal 2016, evaluated important matters at Kyocera Group or received the report. In addition, indirect department supported each subsidiaries to work appropriately and effectively.
- "Kyocera Group Philosophy Committee" was held 2 times in fiscal 2016. This committee established the policy of Philosophy Education and work on Philosophy permeation activity waited on work floor in domestic and work on Philosophy education depending on each local situation and business condition in overseas.
- Risk Management Department makes a report system that serious matter occurred in Kyocera Group is reported to Representative Directors.
- In Kyocera Corporation and each Kyocera group Company the Employee Counseling Office was established. It meets appropriately to matters reported.
- Compliance Audit is practiced by Corporate Global Audit Division. In addition, compliance education is also practice by appropriate division for example about antitrust laws and prevention of the insider trade.

## Consolidated Balance Sheets

	(Yen in millions)		
	March 31,		Increase (Decrease)
	2015	2016	
<b>Current assets:</b>			
Cash and cash equivalents .....	¥ 351,363	¥ 374,020	¥ 22,657
Short-term investments in debt and equity securities .....	95,237	101,566	6,329
Other short-term investments .....	184,358	213,613	29,255
Trade notes receivables .....	19,130	22,832	3,702
Trade accounts receivables .....	299,412	266,462	(32,950)
Less allowances for doubtful accounts and sales returns .....	(5,378)	(5,278)	100
Inventories .....	354,499	327,875	(26,624)
Other current assets .....	158,926	133,671	(25,255)
Total current assets .....	<u>1,457,547</u>	<u>1,434,761</u>	<u>(22,786)</u>
<b>Non-current assets:</b>			
Investments and advances:			
Long-term investments in debt and equity securities .....	1,051,638	1,131,403	79,765 *1
Other long-term investments .....	20,402	20,130	(272)
Total investments and advances .....	<u>1,072,040</u>	<u>1,151,533</u>	<u>79,493</u>
Property, plant and equipment:			
Land .....	59,590	59,914	324
Buildings .....	350,354	344,087	(6,267)
Machinery and equipment .....	846,391	841,895	(4,496)
Construction in progress .....	11,015	18,314	7,299
Less accumulated depreciation .....	(1,005,859)	(999,723)	6,136
Total property, plant and equipment .....	<u>261,491</u>	<u>264,487</u>	<u>2,996</u>
Goodwill .....	102,167	102,599	432
Intangible assets .....	56,615	59,106	2,491
Other assets .....	71,324	82,563	11,239
Total non-current assets .....	<u>1,563,637</u>	<u>1,660,288</u>	<u>96,651</u>
Total assets .....	<u>¥ 3,021,184</u>	<u>¥3,095,049</u>	<u>¥ 73,865</u>

### Remark:

\*1 Long-term investments in debt and equity securities increased due mainly to increases in the market value of equity securities.

Note: The consolidated balance sheets and the consolidated statements of income for the year ended March 31, 2015, indications of increase (decrease) of amounts and remarks are presented solely for reference.

	(Yen in millions)		
	March 31,		Increase (Decrease)
	2015	2016	
Current liabilities:			
Short-term borrowings	¥ 4,129	¥ 5,119	¥ 990
Current portion of long-term debt	9,441	9,516	75
Trade notes and accounts payable	119,654	115,644	(4,010)
Other notes and accounts payable	59,613	82,758	23,145
Accrued payroll and bonus	59,454	59,959	505
Accrued income taxes	17,316	22,847	5,531
Other accrued liabilities	53,305	43,525	(9,780)
Other current liabilities	33,339	28,464	(4,875)
Total current liabilities	<u>356,251</u>	<u>367,832</u>	<u>11,581</u>
Non-current liabilities:			
Long-term debt	17,881	18,115	234
Accrued pension and severance liabilities	34,764	46,101	11,337
Deferred income taxes	292,454	271,220	(21,234)
Other non-current liabilities	16,211	18,019	1,808
Total non-current liabilities	<u>361,310</u>	<u>353,455</u>	<u>(7,855)</u>
Total liabilities	<u>717,561</u>	<u>721,287</u>	<u>3,726</u>
Kyocera Corporation shareholders' equity:			
Common stock	115,703	115,703	—
Additional paid-in capital	162,695	162,844	149
Retained earnings	1,502,310	1,571,002	68,692 *1
Accumulated other comprehensive income	469,673	469,803	130
Common stock in treasury, at cost	(35,062)	(35,088)	(26)
Total Kyocera Corporation shareholders' equity	<u>2,215,319</u>	<u>2,284,264</u>	<u>68,945</u>
Noncontrolling interests	88,304	89,498	1,194
Total equity	<u>2,303,623</u>	<u>2,373,762</u>	<u>70,139</u>
Total liabilities and equity	<u>¥3,021,184</u>	<u>¥3,095,049</u>	<u>¥ 73,865</u>

Remark:

\*1 Retained earnings in fiscal 2016 increased compared with fiscal 2015 due mainly to the recording of Net income in fiscal 2016.

## Consolidated Statements of Income

	(Yen in millions)		
	Years ended March 31,		Increase (Decrease)
	2015	2016	
Net sales .....	¥1,526,536	¥1,479,627	¥(46,909)
Cost of sales .....	1,137,137	1,093,467	(43,670)
Gross profit .....	389,399	386,160	(3,239)
Selling, general and administrative expenses .....	277,515	279,361	1,846
Loss on impairment of goodwill .....	18,456	14,143	(4,313)
Profit from operations .....	93,428	92,656	(772)
Other income (expenses):			
Interest and dividend income .....	22,783	28,609	5,826
Interest expense .....	(1,718)	(1,814)	(96)
Foreign currency transaction gains, net .....	4,499	3,820	(679)
Gains on sales of securities, net .....	505	20,600	20,095 *1
Other, net .....	2,365	1,712	(653)
Total other income (expenses) .....	28,434	52,927	24,493
Income before income taxes .....	121,862	145,583	23,721
Income taxes .....	(3,441)	31,392	34,833 *2
Net income .....	125,303	114,191	(11,112)
Net income attributable to noncontrolling interests .....	(9,428)	(5,144)	4,284
Net income attributable to shareholders of Kyocera Corporation .....	¥ 115,875	¥ 109,047	¥ (6,828)

### Remarks:

- \*1 Gains on sales of securities, net in fiscal 2016 increased compared with fiscal 2015 due mainly to the partial sale of securities in fiscal 2016.
- \*2 Income taxes in fiscal 2016 increased compared with fiscal 2015 due mainly to the fact that reversal income taxes in fiscal 2016 decreased compared with fiscal 2015 from the revision of the tax system in Japan.

**Consolidated Statement of Equity (April 1, 2015 to March 31, 2016)**

(Yen in millions and shares in thousands)

(Number of shares outstanding)	Common Stock	Additional Paid-in Capital	Retained Earnings	Accumulated Other Comprehensive Income	Treasury Stock	Kyocera Corporation Shareholders' Equity	Noncontrolling Interests	Total Equity
Balance, March 31, 2015 (366,861) .....	¥115,703	¥162,695	¥1,502,310	¥469,673	¥(35,062)	¥2,215,319	¥88,304	¥2,303,623
Comprehensive income:								
Net income .....			109,047			109,047	5,144	114,191
Change in net unrealized gains on securities .....				49,349		49,349	(144)	49,205
Change in net unrealized losses on derivative financial instruments .....				(116)		(116)	0	(116)
Change in pension adjustments .....				(14,177)		(14,177)	208	(13,969)
Change in foreign currency translation adjustments .....				(34,920)		(34,920)	(4,422)	(39,342)
Total comprehensive income .....						<u>109,183</u>	<u>786</u>	<u>109,969</u>
Cash dividends paid to Kyocera Corporation's shareholders .....			(40,355)			(40,355)		(40,355)
Cash dividends paid to noncontrolling interests .....							(3,629)	(3,629)
Purchase of treasury stock (4) .....					(27)	(27)		(27)
Reissuance of treasury stock (0) .....		0			1	1		1
Stock option plan of subsidiaries .....		125				125	48	173
Other .....		24		(6)		18	3,989	4,007
Balance, March 31, 2016 (366,857) .....	<u>¥115,703</u>	<u>¥162,844</u>	<u>¥1,571,002</u>	<u>¥469,803</u>	<u>¥(35,088)</u>	<u>¥2,284,264</u>	<u>¥89,498</u>	<u>¥2,373,762</u>

**Consolidated Cash Flows (For Reference Only)**

(Yen in millions)

	Years ended March 31,	
	2015	2016
Cash flow from operating activities .....	¥130,767	¥ 194,040
Cash flow from investing activities .....	(93,608)	(106,809)
Cash flow from financing activities .....	(39,992)	(50,608)
Effect of exchange rate changes on cash and cash equivalents .....	19,022	(13,966)
Net increase in cash and cash equivalents .....	16,189	22,657
Cash and cash equivalents at the beginning of the year .....	335,174	351,363
Cash and cash equivalents at the end of the year .....	¥351,363	¥ 374,020

## Balance Sheets

	(Yen in millions)	
	March 31,	
	2015	2016
Current assets:		
Cash and bank deposits	¥ 177,734	¥ 262,250
Trade notes receivable	3,907	4,441
Trade accounts receivable	177,957	154,346
Marketable securities	109,608	101,579
Finished goods and merchandise	19,839	31,196
Work in process	30,612	34,976
Raw materials and supplies	56,527	30,875
Prepaid expenses	217	164
Deferred income taxes	16,912	16,495
Other	111,148	104,440
Allowances for doubtful accounts	(233)	(182)
Total current assets	<u>704,228</u>	<u>740,580</u>
Non-current assets:		
Tangible fixed assets:		
Buildings	26,276	24,188
Structures	1,584	1,469
Machinery and equipment	23,335	27,201
Vehicles	35	35
Tools, furniture and fixtures	17,706	18,409
Land	35,087	34,412
Leased assets	935	808
Construction in progress	1,459	2,486
Total tangible fixed assets	<u>106,417</u>	<u>109,008</u>
Intangible assets:		
Software	496	425
Leased assets	4	7
Goodwill	242	—
Other	1,487	5,166
Total intangible assets	<u>2,229</u>	<u>5,598</u>
Investments and other assets:		
Investments in securities	1,044,332	1,133,002
Investments in subsidiaries and affiliates	303,038	293,714
Investments in subsidiaries and affiliates other than equity securities	58,099	60,297
Long-term loans	21,927	36,758
Other	11,277	11,503
Allowances for doubtful accounts	(231)	(237)
Total investments and other assets	<u>1,438,442</u>	<u>1,535,037</u>
Total non-current assets	<u>1,547,088</u>	<u>1,649,643</u>
Total assets	<u>¥2,251,316</u>	<u>¥2,390,223</u>

Note: The balance sheets and statements of income for the year ended March 31, 2015 are presented solely for reference.

	(Yen in millions)	
	March 31,	
	2015	2016
Current liabilities:		
Trade accounts payable	¥ 51,653	¥ 51,472
Short-term borrowing	48,050	57,300
Lease obligations	184	159
Other payables	34,062	56,586
Accrued expenses	13,505	14,256
Income taxes payables	4,915	9,772
Advance received	174	132
Deposits received	2,660	3,684
Accrued bonuses	13,981	14,079
Accrued bonuses for directors	224	218
Product warranty reserves	1,285	811
Allowances for sales returns	221	276
Other	1,624	253
Total current liabilities	<u>172,538</u>	<u>208,998</u>
Non-current liabilities:		
Lease obligations	845	734
Deferred income taxes	284,571	287,346
Product warranty reserves	1,605	1,368
Other	502	895
Total non-current liabilities	<u>287,523</u>	<u>290,343</u>
Total liabilities	<u>460,061</u>	<u>499,341</u>
Net assets:		
Shareholders' equity:		
Common stock	115,703	115,703
Capital surplus:		
Additional paid-in capital	192,555	192,555
Other capital surplus	1	1
Total capital surplus	<u>192,556</u>	<u>192,556</u>
Retained earnings:		
Legal reserves	17,207	17,207
Other retained earnings:		
Reserve for special depreciation	1,586	1,382
General reserve	791,137	818,137
Unappropriated retained earnings	68,271	75,161
Total retained earnings	<u>878,201</u>	<u>911,887</u>
Common stock in treasury, at cost	<u>(35,062)</u>	<u>(35,088)</u>
Total shareholders' equity	1,151,398	1,185,058
Difference of appreciation and conversion		
Net unrealized gains on other securities	639,857	705,824
Total net assets	<u>1,791,255</u>	<u>1,890,882</u>
Total liabilities and net assets	<u>¥2,251,316</u>	<u>¥2,390,223</u>

## Statements of Income

	(Yen in millions)	
	Years ended March 31,	
	2015	2016
Net sales	¥634,984	¥592,979
Cost of sales	549,219	495,496
Gross profit	85,765	97,483
Selling, general and administrative expenses	63,795	69,336
Profit from operations	21,970	28,147
Non-operating income:		
Interest and dividend income	56,934	61,473
Other	5,001	8,415
Total non-operating income	61,935	69,888
Non-operating expenses:		
Interest expense	127	537
Other	1,187	2,900
Total non-operating expenses	1,314	3,437
Recurring profit	82,591	94,598
Non-recurring gain:		
Gain on sale of tangible fixed assets	226	363
Gain on sale of investment securities	11	25,387
Other	1	1
Total non-recurring gain	238	25,751
Non-recurring loss:		
Loss on sale and disposal of tangible fixed assets	593	382
Loss on impairment of investment in a subsidiary	—	24,206
Other	232	162
Total non-recurring loss	825	24,750
Income before income taxes	82,004	95,599
Income taxes – current	14,455	19,752
Income taxes – deferred	(132)	1,806
Net income	¥ 67,681	¥ 74,041



Statement of Changes in Net Assets (April 1, 2015 to March 31, 2016)

(Yen in millions)

	Shareholders' equity						
	Capital surplus					Retained earnings	
	Common stock	Additional paid-in capital	Other capital surplus	Total capital surplus	Legal reserves	Other retained earnings	
						Reserve for special depreciation	General reserve
Balance, March 31, 2015	¥115,703	¥192,555	¥1	¥192,556	¥17,207	¥1,586	¥791,137
Changes in net assets							
Reversal of reserve for special depreciation						(204)	
General reserve							27,000
Dividends							
Net income							
Purchase of treasury stock							
Retirement of treasury stock			0	0			
Net change in items other than shareholders' equity							
Total changes in net assets	—	—	0	0	—	(204)	27,000
Balance, March 31, 2016	¥115,703	¥192,555	¥1	¥192,556	¥17,207	¥1,382	¥818,137

	Shareholders' equity						Total net assets	
	Retained earnings			Common stock in treasury, at cost	Total Shareholders' equity	Difference of appreciation and conversion		
	Other retained earnings		Total retained earnings			Net unrealized gains on other securities		Total difference of appreciation and conversion
	Unappropriated retained earnings							
Balance, March 31, 2015	¥ 68,271	¥878,201	¥(35,062)	¥1,151,398	¥639,857	¥639,857	¥1,791,255	
Changes in net assets								
Reversal of reserve for special depreciation	204	—		—			—	
General reserve	(27,000)	—		—			—	
Dividends	(40,355)	(40,355)		(40,355)			(40,355)	
Net income	74,041	74,041		74,041			74,041	
Purchase of treasury stock			(27)	(27)			(27)	
Retirement of treasury stock			1	1			1	
Net change in items other than shareholders' equity					65,967	65,967	65,967	
Total changes in net assets	6,890	33,686	(26)	33,660	65,967	65,967	99,627	
Balance, March 31, 2016	¥ 75,161	¥911,887	¥(35,088)	¥1,185,058	¥705,824	¥705,824	¥1,890,882	

# Copy of Audit Report of Accounting Auditors on Consolidated Financial Statements

## Independent Auditors' Report (English Translation)

May 23, 2016

To the Board of Directors of Kyocera Corporation

### **PricewaterhouseCoopers Kyoto**

Yukihiro Matsunaga, CPA [Seal]  
Engagement Partner  
Keiichiro Kagi, CPA [Seal]  
Engagement Partner  
Yoshitaka Yamada, CPA [Seal]  
Engagement Partner

We have audited, pursuant to paragraph 4 of Article 444 of the Companies Act of Japan, the consolidated financial statements, which consist of the consolidated balance sheet, the consolidated statement of income, the consolidated statement of equity and the notes to the consolidated financial statements, of Kyocera Corporation (hereinafter referred to as the "Company") for the fiscal year from April 1, 2015 to March 31, 2016.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with accounting principles generally accepted in the United States of America pursuant to the provisions of paragraph 1 of Article 120 that is applied mutatis mutandis in paragraph 3 of Article 120-3 of the Corporate Calculation Rules of Japan. This responsibility includes implementing and maintaining internal controls deemed necessary by management for the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. These standards require that we plan and perform the audit to obtain reasonable assurance as to whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including assessment of the risk of material misstatement in the consolidated financial statements, whether due to fraud or error. In making such risk assessment, the auditor considers the Company's internal controls relevant to the preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal controls. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained provides a reasonable basis for our opinion.

### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Company and its subsidiaries as of March 31, 2016 and the consolidated results for the year then ended in conformity with accounting principles generally accepted in the United States of America pursuant to the provisions of paragraph 1 of Article 120 that is applied mutatis mutandis in paragraph 3 of Article 120-3 of the Corporate Calculation Rules of Japan.

Other Matters

We have no interest in or relationship with the Company which is required to be disclosed pursuant to the provisions of the Certified Public Accountants Law of Japan.

## Copy of Audit Report of Accounting Auditors

### Independent Auditors' Report (English Translation)

May 23, 2016

To the Board of Directors of Kyocera Corporation

#### **PricewaterhouseCoopers Kyoto**

Yukihiro Matsunaga, CPA [Seal]  
Engagement Partner  
Keiichiro Kagi, CPA [Seal]  
Engagement Partner  
Yoshitaka Yamada, CPA [Seal]  
Engagement Partner

We have audited, pursuant to paragraph 2-1 of Article 436 of the Companies Act of Japan, the financial statements, which consist of the balance sheet, the statement of income, the statement of changes in net assets, the notes to the financial statements and the supplementary schedules thereto, of Kyocera Corporation (hereinafter referred to as the "Company") for its 62<sup>nd</sup> fiscal year from April 1, 2015 to March 31, 2016.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of financial statements and supplementary schedules thereof that give a true and fair view in accordance with accounting principles generally accepted in Japan. This responsibility includes implementing and maintaining internal controls deemed necessary by management for the preparation and fair presentation of financial statements and supplementary schedules thereto that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements and supplementary schedules based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and supplementary schedules thereof are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements and supplementary schedules thereto. The procedures selected depend on the auditor's judgment, including assessment of the risk of material misstatement in the financial statements and supplementary schedules thereto, whether due to fraud or error. In making such risk assessment, the auditor considers the Company's internal controls relevant to the preparation of financial statements and supplementary schedules thereto that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal controls. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and supplementary schedules thereof.

We believe that the audit evidence we have obtained provides a reasonable basis for our opinion.

#### Opinion

In our opinion, the financial statements and supplementary schedules thereto present fairly, in all material respects, the financial position of the Company as of March 31, 2016 and the results for the year then ended in conformity with accounting principles generally accepted in Japan.

Other Matters

We have no interest in or relationship with the Company which is required to be disclosed pursuant to the provisions of the Certified Public Accountants Law of Japan.

## Copy of Audit Report of Audit & Supervisory Board

### Audit Report (English Translation)

The Audit & Supervisory Board (hereinafter referred to as “the Board”), based on audit reports prepared by each Audit & Supervisory Board Member (hereinafter referred to as “Board Member”) related to the execution of duties of Directors during the 62<sup>nd</sup> fiscal year from April 1, 2015 to March 31, 2016, hereby reports its results of audit after deliberations, as the unanimous opinion of all Board Members, as follows:

#### 1. Methods and Details of Audit by Individual Board Members and by the Board

- (1) The Board established auditing policies, auditing plans and role sharing for the fiscal year and received audit reports from each Board Member on the execution of his auditing activities and the result thereof. In addition, it received reports on the execution of duties from Directors, etc. and from the Accounting Auditors, and, when necessary, requested their explanations regarding such reports.
- (2) In accordance with the auditing standards for Board Members set by the Board, each Board Member communicated with Directors, the Corporate Global Audit Division, etc. of the internal audit department and employees of Kyocera Corporation (hereinafter referred to as the “Company”) and endeavored to gather information and create an improved environment for auditing, according to the auditing policies, auditing plans and role sharing for the fiscal year, and conducted the audit by the following methods.
  - (i) Board Members attended the meetings of the Board of Directors and other important meetings, received reports from Directors, the Corporate Global Audit Division and employees of the Company on business execution, and, when necessary, requested their explanations regarding those reports. Board Members also inspected documents related to important decisions and examined operations and assets at the Company’s head office, plants, major operational establishments, etc. In addition, Board Members had regular meetings with the Chairman of the Board and Representative Director and the President and Representative Director of the Company and exchanged opinions and information on issues, etc. with respect to auditing. With respect to subsidiaries, Board Members not only visited and examined subsidiaries based on the auditing plans, but also received reports on auditing condition of subsidiaries from their Board Members, etc. at the regular meetings with them, and facilitated communications and exchanged information with Directors of them too, and, when necessary, attended important meetings, received reports on business, requested explanations and expressed opinions.
  - (ii) Board Members received reports on the status of maintenance and operations from Directors, the Corporate Global Audit Division and Board Members of subsidiaries, etc., and, when necessary, requested their explanations and expressed opinions regarding the content of the resolution of the Board of Directors with respect to the development and maintenance of a system to ensure that the execution of duties by Directors as described in the business report shall be in compliance with laws and regulations and with the Company’s Articles of Incorporation and other systems required by paragraphs 1 and 3 of Article 100 of the Ordinance for Enforcement of the Companies Act as being necessary for ensuring the appropriateness of operations of the corporate group consisting of the Company and its consolidated subsidiaries, and the systems (internal control systems) established under such resolution. With respect to the internal control systems regarding financial reporting, Board Members received reports on the evaluation of such internal control systems and the auditing condition from Directors, the Corporate Global Audit Division and from PricewaterhouseCoopers Kyoto, and, when necessary, requested their explanations regarding those reports.
  - (iii) Board Members monitored and examined whether the Accounting Auditors maintained their independence and performed their audits in an appropriate manner, and received reports from the Accounting Auditors on the execution of their duties and, when necessary, requested their explanations regarding those reports. Board Members also received notification from the Accounting Auditors that they have taken steps to improve the “system for ensuring appropriate execution of their duties”

(matters set forth in the items of Article 131 of the Ordinance on Accounting of Companies) in compliance with the “Quality Control Standards Relating to Auditing” (adopted by the Business Accounting Council on October 28, 2005), etc. and, when necessary, requested their explanations regarding such notification.

Based on the foregoing methods, Board Members reviewed the business report and supplementary schedule thereto, the financial statements (balance sheet, statement of income, statement of changes in net assets and notes to financial statements) and supplementary schedules thereto as well as consolidated financial statements (consolidated balance sheet, consolidated statement of income, consolidated statement of equity and notes to consolidated financial statements) for the fiscal year.

## 2. Results of Audit

### (1) Result of the Audit of the Business Report, etc.

- (i) The business report and the supplementary schedules thereto fairly present the condition of the Company in accordance with Japanese laws and regulations and the Articles of Incorporation of the Company.
- (ii) There has been neither unfair conduct nor any material violation of Japanese law or regulation or the Articles of Incorporation of the Company in connection with the execution of duties of the Directors.
- (iii) The content of the resolution by the Board of Directors regarding internal control systems is due and proper. Furthermore, nothing has arisen that requires comment on the description in the business report and the Directors’ execution with respect to the internal control systems, including financial reporting.

### (2) Result of the Audit of Financial Statements and Supplementary Schedules Thereto

The methods and results of the audit by the Accounting Auditors, PricewaterhouseCoopers Kyoto are due and proper.

### (3) Result of the Audit of Consolidated Financial Statements

The methods and results of the audit by the Accounting Auditors, PricewaterhouseCoopers Kyoto are due and proper.

May 26, 2016

Audit & Supervisory Board,  
Kyocera Corporation

Yoshihiro Kano [Seal]  
Full-time Audit & Supervisory Board Member

Kouji Mae [Seal]  
Full-time Audit & Supervisory Board Member

Osamu Nishieda [Seal]  
Audit & Supervisory Board Member

Yoshinori Yasuda [Seal]  
Audit & Supervisory Board Member

Nichimu Inada [Seal]  
Audit & Supervisory Board Member

Yasunari Koyano [Seal]  
Audit & Supervisory Board Member

Note: Messrs. Yoshinori Yasuda, Nichimu Inada and Yasunari Koyano are Outside Audit & Supervisory Board Members as specified in Item 16 of Article 2 and Paragraph 3 of Article 335 of the Companies Act.







Managed Document Services

# Quarterly Trend Analysis Report

*Prepared for*

**AEPA**

**Philip Borchardt**

National Account Manager

Kyocera Americas

Wednesday, October 05, 2016

## Table of Contents

---

<b>The Bottom Line:</b> .....	<b>3</b>
<b>Recommendations:</b> .....	<b>3</b>
<b>Section 1: Inventory</b> .....	<b>4</b>
1.1 Devices by Manufacturer .....	4
1.2 Monthly Trends by Device Lifecycle.....	5
<b>Section 2: Overall Print Volume Trends</b> .....	<b>6</b>
2.1 Monthly Color vs. Black & White Trends .....	6
<b>Section 3: Overall Device Utilization Trends</b> .....	<b>7</b>
3.2 Top <i>under</i> Utilized Devices.....	7
3.3 Top <i>over</i> Utilized Devices .....	8
<b>Section 4: Overall Cost Efficiency Trends</b> .....	<b>9</b>
4.1 Cost of color vs. Cost of Black & White .....	9
<b>Section 5: Total Spend</b> .....	<b>10</b>
5.1: Total Spend by Expense Type .....	10
<b>Appendix A.1: Hardware by Manufacturer</b> .....	<b>12</b>
<b>Appendix A.2: Device Lifecycles</b> .....	<b>14</b>
<b>Appendix B.1: Monthly Color vs. Black &amp; White Trends</b> .....	<b>15</b>

**Executive Summary:**

The Managed Document Services team at Kyocera is pleased to present to Your Company our Quarterly Trend Report for October 2015. If you have any questions regarding this material, please don't hesitate to contact your Account Manager.

**The Bottom Line:**

Analysis of the major trends over the last three months show that Your Company's print output continues to decrease and the overall spend is decreasing due to the drop in hardware purchases over the past quarter.

The cost efficiency continues to be overridden by the increasing use of color within your print environment. While color output represents 35% of the overall output from Your Company, it comprises 82% of your overall printed document costs. Kyocera recommends the following three step process to understand and remove these costs.

**Recommended Steps:**

1. Internal Analysis of Color Usage (Where it is being used and why)
2. Employee Education on the cost and proper usage of color
3. Rules Based assistance to Color usage (Re-enforcement if necessary)

The average age of the fleet, which is over six years old, has increased over the past year. Devices over five years old, specifically the copiers, should be replaced with newer technology as older devices may have more device failures and decrease the productivity of the employees.

**Recommendations:**

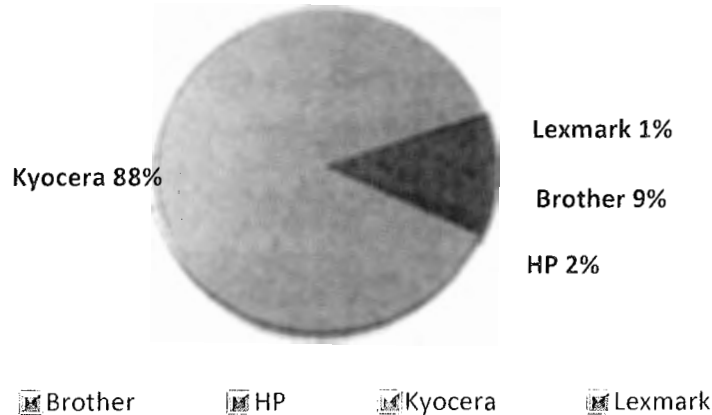
- Continue investigation on the use of color usage within Your Company. Use the recommended three phase process for what works best within the Your Company environment.
- Review the older devices in Appendix A.2 to see if more of the Kyocera Mita copiers can be replaced with newer models to help the age of the fleet and your overall employee satisfaction.
- Work towards improving the utilization per device, which may mean consolidating devices that are to be removed without replacing devices within that area.

## Section 1: Inventory

The following section provides the trends on your printed document hardware, as to the overall size of the fleet and its current age (lifecycle).

### 1.1 Devices by Manufacturer

The following section provides the breakdown of your fleet by manufacturer compared to a year ago.



*Number of Devices by Manufacturer*

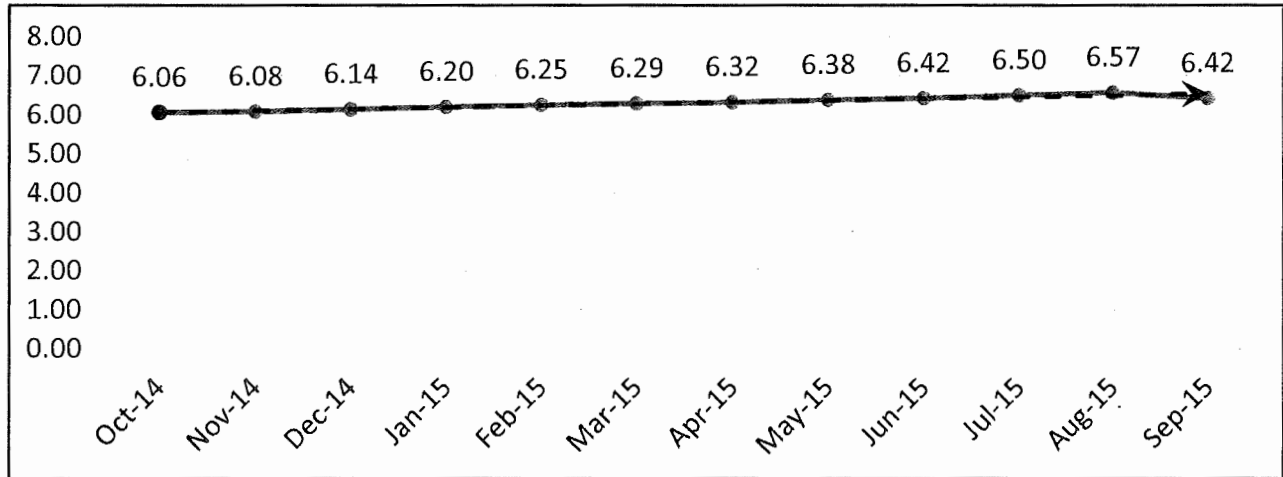
Make	October-14	September-15	Change
Brother	70	63	-7
HP	19	14	-5
Kyocera	589	590	1
Lexmark	6	6	0
Xerox	3	0	-3
<b>Total</b>	<b>687</b>	<b>673</b>	<b>-14</b>



Above, we can see that Your Company's fleet decreased by 14 over the past year, which is a 2% decrease.

## 1.2 Monthly Trends by Device Lifecycle

The following chart shows the average physical age of the devices, based upon install date or time under Kyocera’s program, to help you manage the overall lifecycle of your overall fleet.



*Age of Fleet and Percentage Change*

Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15
6.06	6.08	6.14	6.20	6.25	6.29	6.32	6.38	6.42	6.50	6.57	6.42



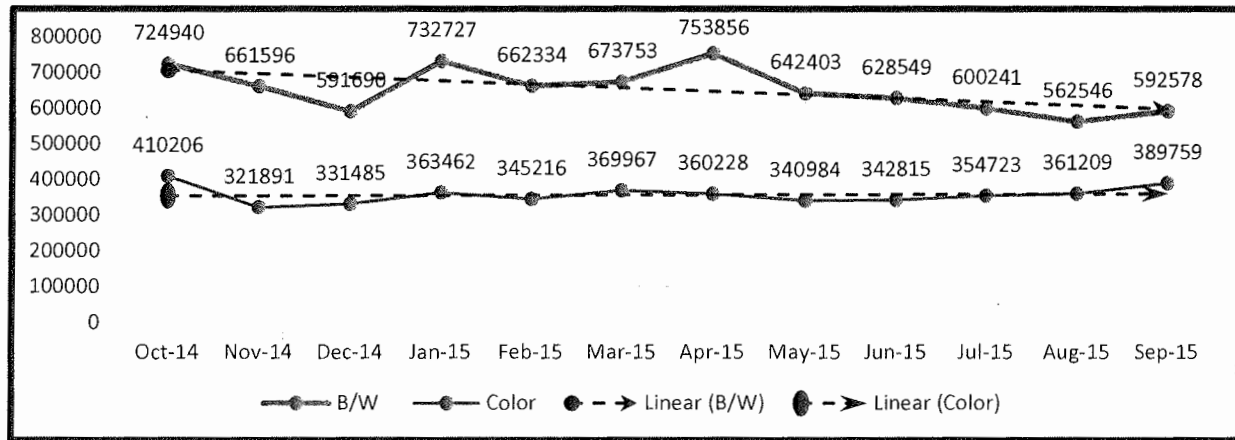
Over the last 12 months the average age of the printed document fleet increased by 5.9%, showing an above average aged fleet. Kyocera recommends that Your Company take steps to remove the older models listed in A.2, which will reduce potential risk of increased failure rates due to aging devices.

## Section 2: Overall Print Volume Trends

The following section provides the trends on your volume of printed document output, as to the overall monthly trend and the trend of color vs. black and white (mono) output.

### 2.1 Monthly Color vs. Black & White Trends

This section provides the analysis of color vs. mono output to ensure that color output is not being overused, or adding undue extra cost without a justifiable business reason.



Total Monthly Volume by Type of Output

Month	B/W	Color
Oct-14	724940	410206
Nov-14	661596	321891
Dec-14	591690	331485
Jan-15	732727	363462
Feb-15	662334	345216
Mar-15	673753	369967
Apr-15	753856	360228
May-15	642403	340984
Jun-15	628549	342815
Jul-15	600241	354723
Aug-15	562546	361209
Sep-15	592578	389759



Overall print output decreased 6.77% when compared to the previous quarter. However, we can see that B/W print output decreased 13.31% while color, which is more costly, increased by 5.91%.

## Section 3: Overall Device Utilization Trends

The following section provides the actual utilization of the different devices to bring attention on which device can be better-utilized. Kyocera recommends improving the utilization per device by consolidating older devices into the newer ones.

### 3.2 Top under Utilized Devices

The following table provides a starting point on devices that should be reviewed to see if they should be removed, redeployed or consolidated.

City	State	Model	SerialNumber	Installeddate	Monthly Recommended	Utilization
STURTEVANT	WI	FS-1135MFP	NR42312445	12/19/2012	2000	0%
RACINE	WI	FS-C5030N	APE7309651	3/1/2005	3000	0%
RACINE	WI	FS-C5030N	APE7510144	3/1/2005	3000	0%
RACINE	WI	FS-4000DN	XPK7Y22319	5/29/2008	5000	0%
RACINE	WI	FS-4020DN	XVK9804670	4/13/2009	5000	0%
RACINE	WI	FS-4020DN	XVK9Y08407	4/13/2009	5000	0%
RACINE	WI	FS-C5350DN	QVQ1Y04642	1/7/2003	6000	0%
RACINE	WI	FS-C5350DN	QVQ3309461	7/26/2013	6000	0%
RACINE	WI	FS-C5350DN	QVQ1603539	1/7/2003	6000	0%
RACINE	WI	FS-C5350DN	QVQ3309469	7/26/2013	6000	0%
RACINE	WI	FS-C5350DN	QVQ3309527	7/26/2013	6000	0%
RACINE	WI	FS-C5350DN	QVQ2607134	10/24/2012	6000	0%
RACINE	WI	TASKalfa 520i	QWC0102073	2/18/2010	12500	0%
RACINE	WI	KM-1650	AGK3042532	12/15/2000	2500	1%
RACINE	WI	KM-5035	AJM3025479	10/7/2005	3000	1%
RACINE	WI	FS-3830N	ABU6521231	4/1/2004	3500	1%
STURTEVANT	WI	FS-C2026MFP 120V	Q590X01240	10/1/2012	4000	1%
RACINE	WI	FS-4000DN	XPK8328241	6/5/2008	5000	1%
RACINE	WI	FS-4000DN	XPK7Y22239	10/28/2013	5000	1%
STURTEVANT	WI	FS-4020DN	XVK0413507	4/13/2009	5000	1%
STURTEVANT	WI	FS-4020DN	XVK1529064	4/13/2009	5000	1%
RACINE	WI	FS-C5350DN	QVQ1Y04628	1/7/2003	6000	1%
RACINE	WI	FS-C5350DN	QVQ3810437	9/25/2013	6000	1%
RACINE	WI	FS-C5350DN	QVQ3409578	7/26/2013	6000	1%
RACINE	WI	FS-C5350DN	QVQ3309473	7/26/2013	6000	1%
RACINE	WI	FS-C5350DN	QVQ3409564	7/26/2013	6000	1%
RACINE	WI	FS-C5350DN	QVQ3409567	7/26/2013	6000	1%
RACINE	WI	TASKalfa 520i	QWC9Y01728	2/18/2010	12500	1%
RACINE	WI	FS-1135MFP	NR43633371	9/3/2013	2000	2%
RACINE	WI	FS-1920	ABT4X10198	4/1/2004	2000	2%
STURTEVANT	WI	FS-3830N	ABU5412452	4/1/2004	3500	2%
ASHAWAY	RI	ECOSYS M6526cidn	LWN4200699	6/19/2014	5000	2%
RACINE	WI	FS-4000DN	XPK8428498	3/8/2006	5000	2%
RACINE	WI	FS-4000DN	XPK8428501	3/8/2006	5000	2%
RACINE	WI	FS-4020DN	XVK0615111	4/13/2009	5000	2%
RACINE	WI	FS-4020DN	XVK1529712	4/13/2009	5000	2%
MINNEAPOLIS	MN	FS-C5350DN	QVQ2X08551	12/10/2012	6000	2%
STURTEVANT	WI	FS-C8026N	UPE5400559	6/4/2004	30000	2%

### 3.3 Top over Utilized Devices

Over utilization could cause employee productivity issues, such as long wait times or service repairs, so it is important to add devices to the area or use others already existing in the area.

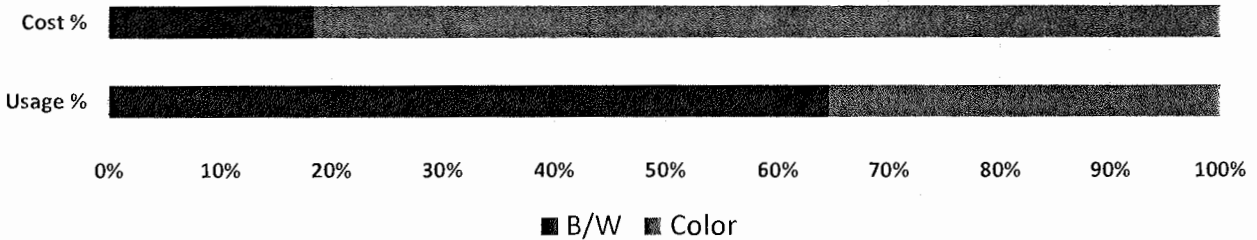
City	State	Model	SerialNumber	Installeddate	Monthly Recommended	Utilization
Pierrefonds		ECOSYS FS-6525MFP	NWZ3907361	5/28/2014	3000	286%
RACINE	WI	FS-1128MFP	QRH9801843	9/18/2009	2000	235%
RACINE	WI	TASKalfa 255c	Q721801287	2/16/2011	3000	231%
RACINE	WI	FS-4020DN	XVK0413688	4/13/2009	5000	213%
RACINE	WI	TASKalfa 255	81904400	2/16/2011	3000	207%
RACINE	WI	ECOSYS FS-6525MFP	NWZ3706156	9/3/2013	3000	195%
RACINE	WI	TASKalfa 5550ci	NWL2900601	2/27/2013	12500	176%
RACINE	WI	TASKalfa 255c	N8B1100010	2/16/2011	3000	153%
RACINE	WI	TASKalfa 5500i	NWN2Y01702	2/27/2013	12500	150%



## Section 4: Overall Cost Efficiency Trends

While Section 2.1 looked at the overall Black & White print volume trend in regards to Black & White vs. Color, the following section looks at cost efficiency based upon the volume of output.

### 4.1 Cost of color vs. Cost of Black & White



*Total Yearly Volume vs. Total Yearly Costs*

Type	Usage %	Cost %	Usage	Cost
B/W	65%	18%	7827213	\$50,078.04
Color	35%	82%	4291945	\$222,605.24

The cost of color is eroding overall savings. While color output represents only 35% of the overall output it represents 82% of your overall printed document costs. Kyocera recommends the following steps to better understand and control these costs:

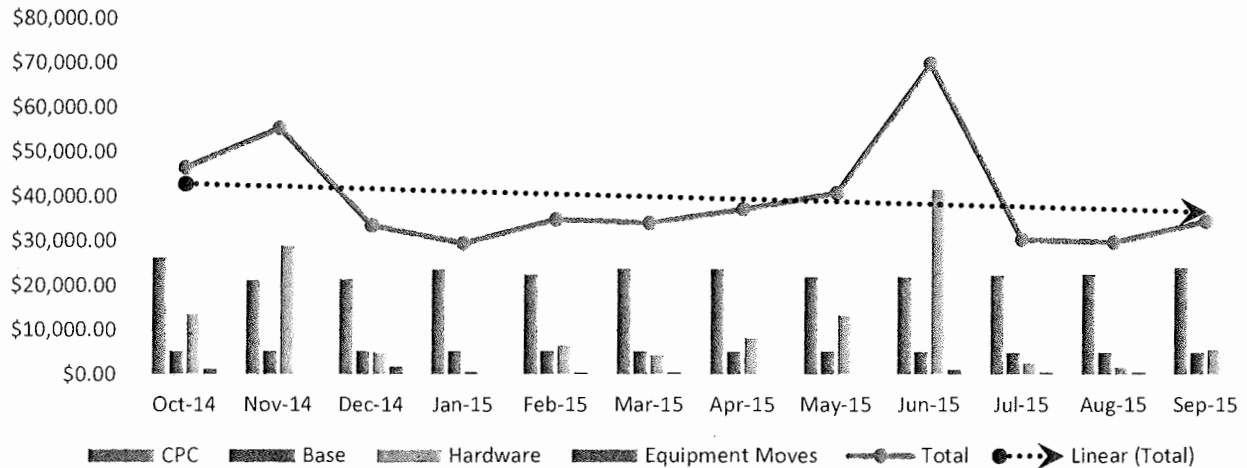


1. Employee Education! Communications as to the acceptable use of color, and its cost.
2. Employ technology that can track color usage by user and department to better understand where these costs are coming from.
3. Utilize rules based printing technology to control unwanted/unneeded color printing.

## Section 5: Total Spend

The following section provides the trends on your overall spend over the past year.

### 5.1: Total Spend by Expense Type



*Total Monthly Spend by Expense Type*

Month	CPC	Base	Hardware	Equipment Moves	Total
Oct-14	\$26,283.99	\$5,307.00	\$13,668.21	\$1,315.00	\$46,574.20
Nov-14	\$21,204.07	\$5,307.89	\$28,830.34		\$55,342.30
Dec-14	\$21,448.84	\$5,306.99	\$5,036.26	\$1,771.57	\$33,563.66
Jan-15	\$23,630.21	\$5,307.00	\$636.65		\$29,573.86
Feb-15	\$22,552.97	\$5,307.00	\$6,554.82	\$500.00	\$34,914.79
Mar-15	\$23,842.82	\$5,348.60	\$4,453.84	\$545.00	\$34,190.26
Apr-15	\$23,783.89	\$5,168.65	\$8,262.10		\$37,214.64
May-15	\$21,977.60	\$5,259.52	\$13,341.42	\$250.00	\$40,828.54
Jun-15	\$21,985.80	\$5,149.79	\$41,544.93	\$1,173.88	\$69,854.40
Jul-15	\$22,391.90	\$4,988.18	\$2,467.45	\$545.00	\$30,392.53
Aug-15	\$22,623.64	\$5,024.82	\$1,663.85	\$545.00	\$29,857.31
Sep-15	\$24,014.87	\$4,988.18	\$5,508.74		\$34,511.79
<b>Totals</b>	<b>\$275,740.60</b>	<b>\$62,463.62</b>	<b>\$131,968.61</b>	<b>\$6,645.45</b>	<b>\$476,818.28</b>



The overall cost of print services in the past year was \$476,818.28. Compared to the last quarter, overall costs decreased by 36%. This is mainly due to the 85% decrease in hardware purchases after the spike in June. Cost-per-copy expenses increased by only 1.89% when compared to the last quarter.

# Appendices

## Appendix A.1: Hardware by Manufacturer

The following table shows more detail on the number of devices by model.

Make	Model	Month 1	Month 12	Change
<b>Brother</b>	Brother 6490CW	1	1	0
	Brother 9460	5	5	0
	Brother J6910	1	1	0
	MFC-9440CN	63	56	-7
<b>Brother Total</b>		<b>70</b>	<b>63</b>	<b>-7</b>
<b>HP</b>	Color LaserJet 2605dn	1	1	0
	HP LaserJet 2200	2	1	-1
	HP LaserJet 4000	8	5	-3
	HP LaserJet 4050	3	3	0
	HP LaserJet 5000	2	2	0
	HP LaserJet 5Si	1	1	0
	HP LaserJet P3005	2	1	-1
<b>HP Total</b>		<b>19</b>	<b>14</b>	<b>-5</b>
<b>Kyocera</b>	CS-C2525E	1	1	0
	ECOSYS FS-4100DN	2	2	0
	ECOSYS FS-4200DN	1	1	0
	ECOSYS FS-6525MFP	4	4	0
	ECOSYS FS-C8525MFP	3	3	0
	ECOSYS M2035dn	5	5	0
	ECOSYS M6526cdn		1	+1
	ECOSYS M6526cidn	7	22	+15
	ECOSYS M6535cidn		6	+6
	ECOSYS P6026cdn	5	9	+4
	ECOSYS P6030cdn		1	+1
	ECOSYS P6130cdn		1	+1
	FS-1128MFP	4	4	0
	FS-1135MFP	9	9	0
	FS-1920	1	1	0
	FS-3640MFP	1	1	0
	FS-3830N	41	38	-3
	FS-4000DN	26	25	-1
	FS-4020DN	66	65	-1
	FS-C2026MFP 120V	1	1	0
	FS-C2126MFP+	4	4	0
	FS-C2626MFP	44	44	0
	FS-C2626MFP J	1	1	0
	FS-C5030N	58	47	-11
	FS-C5300DN	11	9	-2
	FS-C5350DN	57	56	-1
	FS-C8026N	1	1	0
	KM-1650	12	12	0
	KM-1820	7	7	0
	KM-3035	25	21	-4
	KM-3050	7	7	0
	KM-4035	4	4	0
	KM-5035	9	8	-1
KM-5050	8	8	0	
KM-C2230	1		-1	

Quarterly Trend Analysis Report – July through September 2015

Make	Model	Month 1	Month 12	Change
	KM-C2525E	1	1	0
	KM-C3232	1		-1
	TASKalfa 255	2	2	0
	TASKalfa 255c	9	9	0
	TASKalfa 300ci	1	1	0
	TASKalfa 3501i	1	1	0
	TASKalfa 400ci	1	1	0
	TASKalfa 500ci	15	10	-5
	TASKalfa 520i	52	50	-2
	TASKalfa 5500i	55	55	0
	TASKalfa 5550ci	23	23	0
	TASKalfa 5551ci	1	7	+6
	TASKalfa 620	2	2	0
Kyocera Total		589	590	+1
<b>Lexmark</b>	C534DN	1	1	0
	Lexmark E352DN	1	1	0
	Lexmark T630	1	1	0
	Lexmark T632	1	1	0
	Lexmark T634	1	1	0
	Lexmark T650N	1	1	0
Lexmark Total		6	6	0
<b>Xerox</b>	Phaser 3250D	2		-2
	Phaser 6200DP	1		-1
Xerox Total		3		-3
<b>Total</b>		<b>687</b>	<b>673</b>	<b>-14</b>

## Appendix A.2: Device Lifecycles

The following table outlines the physical age of the devices, based upon a calculation on the average installation date of each model.

Model	Quantity	Average Age
HP LaserJet 5Si	1	19.93
HP LaserJet 4000	5	17.93
HP LaserJet 5000	2	17.55
HP LaserJet 4050	3	16.43
HP LaserJet 2200	1	14.55
FS-C5300DN	9	12.74
Lexmark T630	1	12.5
Lexmark T632	1	12.5
Lexmark T634	1	12.5
FS-1920	1	11.51
FS-3830N	38	11.47
FS-C8026N	1	11.33
FS-C5030N	47	10.59
KM-4035	4	10.53
KM-3050	7	10.48
KM-3035	21	9.99
KM-1820	7	9.78
KM-5035	8	9.7
KM-1650	12	9.69
Color LaserJet 2605dn	1	9.46
CS-C2525E	1	9.34
FS-4000DN	25	9.09
KM-5050	8	9.05
HP LaserJet P3005	1	9
C534DN	1	8.95
Lexmark E352DN	1	8.95
TASKalfa 300ci	1	7.76
KM-C2525E	1	7.52
Brother 6490CW	1	7.34
MFC-9440CN	56	7.07
Lexmark T650N	1	6.95
FS-C5350DN	56	6.57
TASKalfa 500ci	10	6.5
FS-1128MFP	4	6.16
FS-4020DN	65	6.16
TASKalfa 400ci	1	5.57
TASKalfa 520i	50	5.38
TASKalfa 620	2	5.04
TASKalfa 255	2	4.63
FS-1135MFP	9	4.39
TASKalfa 255c	9	3.86
FS-C2126MFP+	4	3.08
FS-C2026MFP 120V	1	3
TASKalfa 5500i	55	2.81
TASKalfa 5550ci	23	2.74
Brother 9460	5	2.5
Brother J6910	1	2.5

Quarterly Trend Analysis Report – July through September 2015

Model	Quantity	Average Age
FS-C2626MFP	43	2.46
FS-C2626MFP J	1	2.39
ECOSYS FS-C8525MFP	3	2.2
ECOSYS FS-6525MFP	4	2.07
FS-3640MFP	1	1.77
ECOSYS FS-4200DN	1	1.69
TASKalfa 3501i	1	1.35
ECOSYS FS-4100DN	2	1.26
ECOSYS M2035dn	5	1.25
ECOSYS P6026cdn	9	0.84
ECOSYS M6526cidn	22	0.78
TASKalfa 5551ci	7	0.66
ECOSYS P6030cdn	1	0.56
ECOSYS M6526cdn	1	0.41
ECOSYS P6130cdn	1	0.27
ECOSYS M6535cidn	6	0.13

## Appendix B.1: Monthly Color vs. Black & White Trends

The following table shows more details for page volumes over the past year by location.

City	B/W Monthly Average	Color Monthly Average
FAIRFIELD	482456	296806
DETROIT	69256	25175
New York	56801	4045
Philadelphia	24338	2118
Pierrefonds	9906	0
Secaucus	2149	3655
San Francisco	1996	8183
MINNEAPOLIS	1212	7934
CINCINNATI	904	1912
WASHINGTON	825	519
PLEASANT PRAIRIE	608	0
Rogers	568	2233
NEENAH	479	0
CHICAGO	289	605
OVIDO	183	2521
TUXEDO	133	1116
LAKE BLUFF	117	410
TAMPA	48	315
ASHAWAY	0	94
BURLINGTON	0	23





# Kyocera Organizational Chart for AEPA

**KYOCERA**  
Document  
Solutions  
America

**Single Point of Contact:**  
Philip Borchardt, Account Manager

**Program Management**

**Neil Kelly,**  
Director, *Solutions Architecture*  
**Ed Beano,**  
Strategic Account Manager  
**Yusuke Arita,**  
Business Development Manager

**Marketing**

**Raymond Miney,**  
Marketing Manager,  
*Sustainability and Learning*

**Technical**

**Scott Davidson,**  
Director, *Technical Services*  
**Terry Knopsnyder,**  
VP, *Engineering*

**Senior Management**

**Peter Morisco, VP**  
**Nicholas Maimone, CFO**  
**Yukio Ikeda, President and CEO**

**KYOCERA**  
Document  
Solutions  
HQ

**Sales**

**Keiji Hayashi,**  
General Manager,  
*Global Account Sales*  
**Norihiko Ina,**  
Senior General  
Manager, *Corporate Sales*

**R&D**

**Keisuke Koyama,**  
General Manager,  
*R&D*  
**Hiroyuki Ando,**  
Senior General  
Manager,  
*Corporate R&D*

**QA**

**Ryuji Shiimoto,**  
Manager, QA  
*Section 11*  
**Seitaro Yoshida,**  
Senior General  
Manager, *Corporate Quality Assurance*

**SD**

**Naoaki Fukuoka,**  
General Manager,  
*Software Development*  
**Atsushi Yuki,**  
Senior General  
Manager, *Corporate Software Development*

**Production**

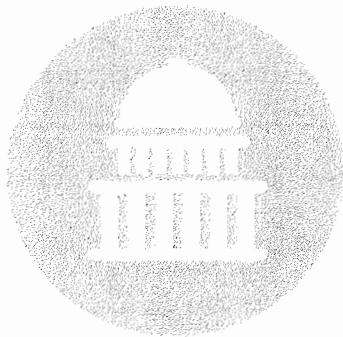
**Masahiro Hashizume & Haruhisa Ogata,**  
General Manager,  
*Production*  
**Takashi Nagai,**  
Senior General  
Manager, *Corporate Production*

**Top Management**

**Takashi Kuki, President and CEO**



# Broward Sherriff's Office Implements New and Improved Records Management System



## Broward County, Florida

### At a Glance

A cost-effective document management solution that can be incrementally enhanced has helped Broward Sheriff's Office manage more than 10,000 applicant files and countless other records generated in operating one of the largest local jail systems and serving residents of Fort Lauderdale metro area.

## Lock Down Human Resources, Jail and Other Records

Finding the right employees is important in any operation, but for public safety organizations like the Broward Sheriff's Office (BSO) the weight of that responsibility is especially heavy.

One of the largest public service agencies in the United States, BSO has about 6,300 employees, including certified deputies, firefighter/paramedics and civilians, who serve residents of Broward County, Florida. Responsible for all of Broward's unincorporated areas, BSO also provides contracted services to 14 municipalities, the Ft. Lauderdale/Hollywood International Airport, Port Everglades and Broward County Mass Transit. About one-third of the nearly 2 million residents of Broward County, which encompasses the Ft. Lauderdale metro area, receive the services of BSO.

BSO receives 15,000 applications annually, each with at least seven pages. In addition, BSO operates one of the nation's largest local jail systems, which detains approximately 5,000 inmates every day, as well as handles county probation, drug court, pre-trial services, in-custody treatment programs, Child Protective

"We began to look at document imaging because we were running out of space. In addition, we realized that imaging could save us a lot of time by making records faster to locate and preventing mis-filings."

-Donna Fleming

Records Supervisor, Broward Sheriff's Office

Investigative Services and Broward County's Fire Rescue Department. All of these important services generate countless pages of records with strict retention and security requirements.

After spending a year and a half evaluating vendors, BSO chose OnBase, an integrated suite of enterprise content management software solutions from Hyland Software, Inc. that includes core capabilities in document imaging and workflow, COLD/ERM and records management.

"The OnBase solution proposed by DataBank was the one we kept comparing everyone else to," comments Ms. Fleming. "No one else had all the pieces we wanted together in one package."

BSO was even more certain of their decision after records manager Pam LeSieur attended that year's OnBase Training and Technology Conference, an annual educational event attended by OnBase users and partners. "I was amazed at what OnBase had to offer," comments Ms. LeSieur. "I go to a lot of conferences, and this was the first time I was at one where I couldn't wait for the sessions to start. I really learned a lot."

### Benefits

- Improved customer service by making records immediately available upon request
- Easily configured security features limit access to sensitive documents
- Modular design supports incremental enhancements for ongoing process improvements that meet budgetary challenges
- Reduces time and labor associated with routine file audits
- Enhances the ability to share information during the hiring process
- Supports disaster recovery initiatives

"OnBase also has the security features we need," adds Brad Bohnet, HR analyst at BSO. "For instance, the redaction feature is easy to use and allows us to save both the redacted and un-redacted images and limit access to them. In addition, we needed a solution that would allow us to maintain an audit trail of the document history."

## Secure Document Repository Protects Records, Serves Customers Better

Human Resources documents, vendor contracts, booking information, jail records, probable cause documents, accident reports and more are converted to electronic images using scanners from Fujitsu Computer Products of America. BSO has also begun offering scanning services for some of the cities with which it contracts for services. VRS (Virtual ReScan<sup>®</sup>) from Kofax Image Products, Inc. is used to ensure image quality and reduce the number of images requiring rescanning.

BSO also uses bar code recognition technology from Kofax to identify document types and other information. In addition to generating face sheets with bar codes, BSO also re-designed some of its forms, such as psychological and polygraph reports, to include pre-printed bar codes. The unique



identifier encoded in the bar code makes it possible to automatically populate other indexing values. For example, when a new employee is hired, the face sheet includes bar codes indicating the Social Security Number and recruitment number. OnBase matches this data to a text file exported from a transactional application from Sigma Data Systems, Inc. and uses that file to autofill the necessary keywords.

Maintaining the records in a centralized electronic repository significantly improves customer service while reducing labor. Prior to using OnBase, the Records Department would receive requests at the counter or by phone and have to locate and pull a file. That file would have to be photocopied or faxed. The entire process resulted in longer waits and more demand on human and physical resources. With OnBase, clerks can enter a keyword value such as a case number and print, e-mail or fax a record directly from OnBase. "When you're responsible for managing records for the public, how do you put a dollar value on the ability to provide someone with a copy of an accident report or other important document in seconds?" asks Ms. Fleming.



Combined with its security features, OnBase's ability to provide access to multiple simultaneous users make it a good solution for self-service, further reducing labor. For instance, BSO can provide access to departments and users that require records, while setting user privileges that prevent unauthorized access to documents. An electronic repository is not only easier to secure than paper records, it can also be backed up as part of a disaster recovery plan. To complement network redundancies, BSO uses OnBase to create DVD backup copies.

In Human Resources, OnBase also helps to support accountability and compliance requirements as many of the files associated with employees must include certifications and other critical documents that are regularly audited by the state in addition to routine audits required of most employers. "The FDLE [Florida Department of Law Enforcement] recently completed an audit of employee files and afterwards e-mailed us that 'This system is great. I wish everyone could do it.'" says Bohnet. "Not only did OnBase save time for FDLE, but our employees didn't have to spend time locating, pulling and re-filing the files they requested." Sworn new hire files are checked before their starting date, and again

quarterly, to make sure all required forms are completed, signed and notarized, and all sworn files are checked bi-annually. OnBase also ensures that critical documents, such as emergency contact forms, are readily available when needed – but only to authorized users.

However, even declined applications must be preserved and available, adding approximately a quarter of a million pages annually to BSO's files. The ability to retain and manage the enormous volume of declined applications will also save a significant amount of time for BSO's HR Department. "There may have been information on the application that would have disqualified a candidate in the past, but all we would have is a code in the computer," comments Bohnet. "That applicant might reapply and be declined based on a standard that has changed, and something that disqualified a candidate in the past may no longer be an issue. We also support a mutual applicant verification process with other agencies. An applicant may submit an application to another agency after being declined by our agency. When a request comes in asking why an applicant was declined, we can look up that file and answer the question immediately. OnBase has saved us many hours just for those requests."



- Kofax Image Products, Inc. Virtual ReScan® image quality software and Adrenaline™ scanner controllers
- Fujitsu Computer Products of America document scanners

## Ease of Use Frees Users and Administrators from Complex Processes

"It's one thing to tell people about how OnBase will work for them; it's another thing to show them," comments Ms. LeSieur. "Some people don't like change, but once they found out how much easier OnBase made their jobs, they loved it." She estimates that less than half an hour of training was necessary to get scanner operators and records personnel using the system.

OnBase is also very easy to use from an administrative standpoint and can be incrementally enhanced as needs, preferences, users or budgets dictate. "As we use it, more things come up that we would like to do, and we often find that we can come up with a way to do them by changing something in the configuration or that OnBase is already set up to do them," says Bohnet. "It's so easy to set up that

often when we have an idea to add something, we can do it ourselves without having to call IAS every time."

With more than 60 fully integrated modules, OnBase can also provide BSO with additional functionality in the future, such as Digital Signatures, Workflow and Application Enabler™, which image-enables transactional applications. "From a technology standpoint, this project is still a baby," comments Bohnet. "We're looking forward to doing even more with OnBase in the future and rolling it out to more users."

## Business Processes, Simplified.

Are business processes holding you back? We can simplify the way you work to help you meet your organization's objectives—reducing costs, saving time and increasing productivity each step of the way. As North America's leading end-to-end business

process solution provider, we put decades of industry experience to work for you—delivering award-winning solutions to thousands of customers nation-wide, backed by a 100% satisfaction guarantee.

## Connect with a Business Process Expert

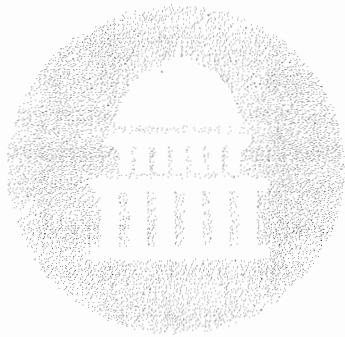
When it comes to simplifying your business processes, the first step is connecting with one of our experts to better understand how we can help. Get started now!

[Connect With an Expert](#)





# Compass OnBase in Carver County Financial Assistance



## Carver County, Minnesota

### At a Glance

**Solutions:**

- Increased customer satisfaction
- Improved staff efficiency
- Improved workflow
- Paperless process
- Improved document organization
- Enhanced agency communications

*In recognition of these achievements, this project was nominated for and won the County's inaugural "Public Employee Excellence Recognition" award for teamwork in 2008.*

## When the Status Quo Just Isn't Good Enough

Business as usual was not an option. Confronted with multiple operational issues at a time of increased demand for services and projected budget deficits, management of the Community Social Services (CSS) Division knew something needed to be done. As a rapidly growing Minnesota county in the southwest twin cities metropolitan area, Carver County had experienced increased demand for county government services. Metropolitan Council projections were for the county to more than double its current population to over 163,000 by the year 2020. Since 2000, financial assistance caseloads, which include food support, cash and health assistance, had seen explosive growth, increasing annually by an average of 203 cases. In just 9 ½ years the financial assistance caseload had increased by over 150%, growing in size from 1281 to 3213 cases. To meet statutory requirements for processing applications for assistance, the County had historically authorized the hiring of new staff.

Paper proliferation and its unintended consequences also loomed large within the agency. While the MN Department of Human Services tracks financial assistance client information statewide via MAXIS, a mainframe-based automated system that caseworkers utilize to accept applications, determine eligibility and issue benefits to clients, the basic system for performing day-to-day tasks in CSS Financial Assistance, from reception tasks to caseworker activities, was paper-based, involving over 300 unique forms. Documents were continually being lost. The space consumed by active files stored in caseworkers' offices minimized the available room for clients. Maintaining closed files for three years before they could legally be destroyed consumed a sizable amount of space, along with the area devoted to storage of unused forms.

Work processes for caseworkers were also extremely labor intensive. During application and re-determination processes, clients met with caseworkers who help them fill out the requisite state and county forms. Manually completing an average of six to eight different paper forms during each client face-to-face meeting was time consuming and error prone. Caseworkers were repeatedly filling out the same demographic information on each form during the meeting. Once completed, the forms would have to be signed by the caseworker and client and copied to allow the client to retain a copy. The original form would be manually filed in the appropriate section of the case file. Further, staff from other units within the division including child support, child care, employment services and accounting were continually requesting access to the financial cases files to obtain birth certificates, verifications of address, and citizenship data.

Another operational concern was the existing scheduling and client monitoring system. Outlook Calendar was being used to schedule clients for appointments. Front desk workers would either page, e-mail, telephone or physically go to a caseworkers office and inform them that their client had arrived for the appointment to ensure that the caseworker was notified. Management staff had no idea who was sitting in the lobby waiting to be seen or how long it took for a caseworker to see their client, let alone how long it was actually taking individual caseworkers to interview clients in their office.

A final concern was the limited access to real time information. Once again management staff had no idea of the volume of information coming into the organization on a daily basis either by mail, fax or in person. Outside of

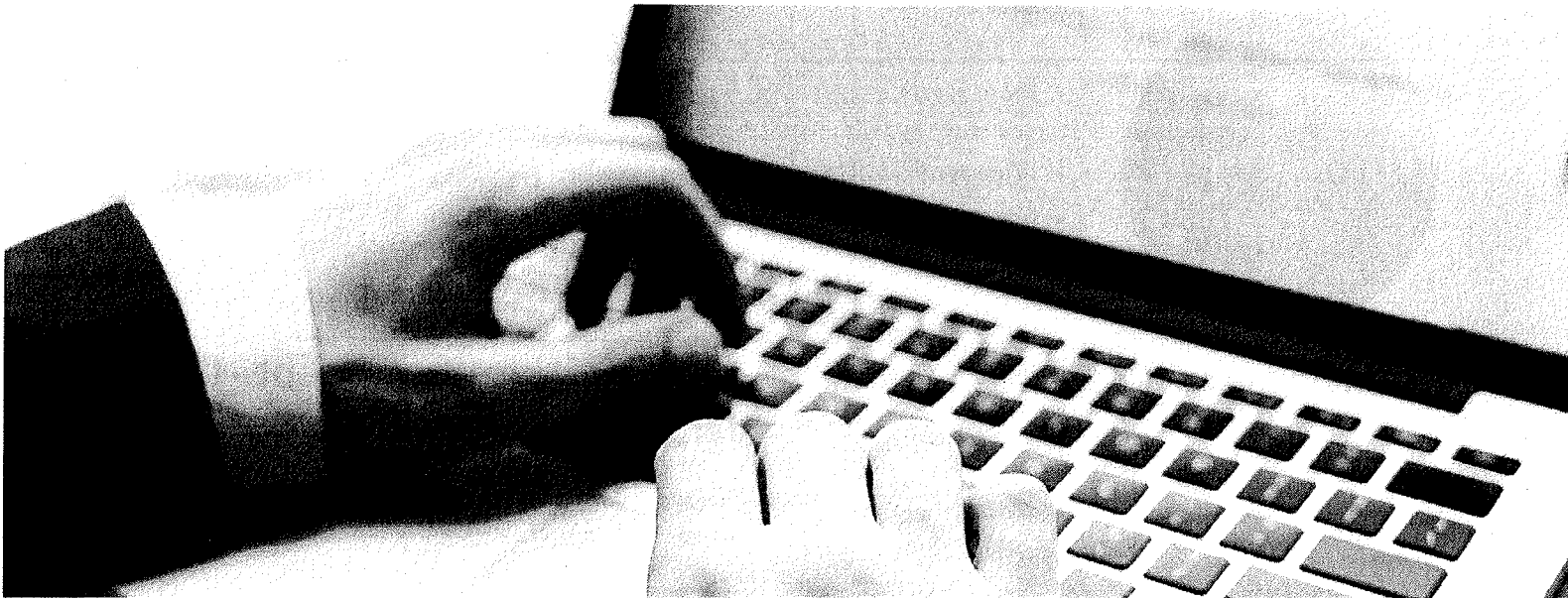
manually counting the individual documents, there was no way to determine the number of new applications for assistance that were received at any time; MAXIS provided updated enrollment information only on a weekly and monthly basis. Further, it was impossible to determine if caseworkers were actually entering information into the MAXIS system and processing an application in a timely fashion, or just putting the application in a desk drawer and dealing with it later or not at all.

## Expectations for the future - a 21st Century Solution

In response to the increased ongoing demand for services and the multiple operational concerns facing the department, CSS staff began to explore electronic case management alternatives to its' existing financial assistance operations. The department identified four unique outcomes that the adopted solution needed to incorporate. These outcomes are listed below.

### Outcomes

- An automated electronic appointment scheduling system for clients
- Ability for caseworkers to access information electronically at their fingertips rather than by hard copy
- Ability for management to see in real time from their desktops what was occurring with clients in the agency and the volume and type of incoming information that was being received.
- Improved productivity that would reduce the need for additional staff as caseloads increased.



After evaluating a number of options and vendors, the County selected Databank, a Minnesota IT consulting firm focused on content management and workflow optimization, to implement a solution. DataBank recommended the Compass/OnBase suite of products for Carver County Financial Assistance. Compass is a comprehensive, integrated document management, imaging, online forms and appointment management system developed by Northwood Consulting Partners, a software developer and service provider headquarter in Dublin, Ohio. OnBase is enterprise content management software developed by Hyland Software, Inc, located in Cleveland, Ohio.

## A Paper Solution that Works

Begun in April of 2007, piloted in March the following year and fully implemented by July 2008, Compass/OnBase revolutionized the manner in which information was handled and stored in financial assistance. All caseworkers now have dual monitors, scanners, signature pads and printers on their desk. With the exception of the 8 and 24 page initial applications, all forms have been recreated in Compass Forms with barcodes for ease of scanning. All forms and case files are now processed and stored electronically; physical case files no longer exist. Support service staff scans all incoming and dropped off mail the same day it is received using Compass Capture, automatically sending it

to the caseworkers in box. Documents are no longer being lost. Caseworkers scan information obtained from clients in face-to-face interviews. Without the paper record, file cabinets could be removed from the caseworker offices, creating a more spacious and comfortable area for the clients to sit. Additional space was freed up for the agency when the financial assistance forms rack was removed and closed case files were eliminated.

## A Client Scheduling & Monitoring Remedy

When a client arrives at CSS for a caseworker appointment, front desk staff now use Compass Appointments to notify caseworkers. A pop-up window appears on the caseworkers' monitor which must be acknowledged in order for it to be removed. This simple feature of the software has eliminated the e-mailing, paging and phone calls to caseworkers that was prevalent before the solution was implemented. Caseworkers like being notified electronically for their appointments, and enjoy being able to see their daily and weekly schedules at a glance. Front desk staff can monitor all caseworker availability, and the system includes tools to escalate an appointment to a supervisor or manager if a client is kept waiting too long. From their desk managers and supervisors can see if lines are forming in the lobby and can reassign available staff to handle the increased volume.



- Increased customer satisfaction
- Improved staff efficiency
- Improved workflow
- Paperless process
- Improved document organization
- Enhanced agency communications

## Time Saving Work Processes

During the application and re-application processes, clients meet with caseworkers who gather information and help explain what additional forms and documentation is needed. To reduce redundant work and speed the interview process, caseworkers now use Compass Forms, which automatically pre-populates forms with current client data, saving valuable time. Caseworkers can even fill out forms with clients interactively, on-screen without printing anything. Once completed, forms can be endorsed with electronic signatures and converted to an unalterable format for permanent storage, and filed immediately into the electronic document management system. During the interview process, caseworkers also scan completed forms and documents, such as citizenship, address, & birth verifications, using Compass Capture. Data is scanned one time only, then goes directly into the system and becomes available immediately to other authorized users, such as child support, child care and workforce services staff, who love being able to access this information from their desktop in lieu of walking over the caseworkers office and physically making a copy of the document.

## Real Time Data for Managers

With electronic document storage and retrieval capabilities through OnBase, information is now available instantaneously in an aggregate form over any time period desired. Queries can be run that request how many unique document types were scanned in, enabling managers to gauge the volume of applications received. From a supervisory standpoint, it is now much easier to view the status of applications and identify bottlenecks or other issues that could affect compliance and customer service.

## Productivity Improvement - the Significant Payoff

Compass/OnBase has made it easier for caseworkers to manage the volume of cases and information they deal with and meet requirements for expedited and routine processing of benefits. It puts the information they need at their fingertips with the click of a mouse. Appointments go much faster and caseworkers can look things up immediately without having to access a paper file. The system has significantly cut down phone time related to client inquiries. If someone calls to see if a document has been received, anyone with appropriate rights can immediately provide that information by looking it up electronically in OnBase.

Increased caseworker capacity was an expected outcome of adopting the Compass/OnBase solution. As indicated in the report published by Northwoods Consulting Partners titled Reducing Expenses and Increasing Productivity at Human Services Agencies, "Michael J. Colburn, PHD PE – a visiting professor at Ashland University who teaches Organizational Development and Operations Management in Ashland's MBA program – conducted a study to assess the impact of Compass on human services agencies by comparing agencies using Compass against agencies that do not. This study was carefully designed to minimize any process differences between the agencies that participated. The participating case managers were also carefully selected to represent an average worker – not the best performers. Participants in the study were trained and monitored by Dr. Colburn. The study showed that the agencies using Compass Software significantly reduced the time to perform these case management functions." As indicated in Dr. Colburn's Building a Business Case PowerPoint presentation, agencies could expect to see a total caseworker time savings of up to 40% after adopting the Compass/OnBase software solution.

The implementation of Compass/OnBase in CSS financial assistance has resulted in a more productive and accountable staff, increased customer satisfaction, enhanced agency communications, and greater value for the citizens of Carver County.

Carver County's results were remarkably similar to the case study. When the last previous financial assistance worker was hired in July 2006, total caseload size was 2302. By the time the next financial assistance worker was authorized and hired in July 2009, three years had elapsed and the total caseload size had grown to 3213. This was a net increase of 911 cases, a 39.6% increase in caseload size. 60% of the growth, 540 new cases, came in the last 12 months as the effects of the recession became more pronounced. Without the improved productivity obtained through Compass/OnBase, at least three additional full time financial assistance workers would have been needed to process and maintain the increased caseload. At a cost of approximately \$65,000 per FTE for salary and fringe benefits, the implementation of Compass/OnBase has generated a savings of \$195,000 annually on just staffing expenses alone.

The implementation of Compass/OnBase in CSS financial assistance has resulted in a more productive and accountable staff, increased customer satisfaction, enhanced agency communications, and greater value for the citizens of Carver County. In recognition of these achievements, the project was nominated for and won the County's inaugural "Public Employee Excellence Recognition" award for teamwork in 2008. CSS is currently implementing Compass/OnBase in the child support area, and intends to expand the solution into the child care and workforce services area in 2010.

## Business Processes, Simplified.

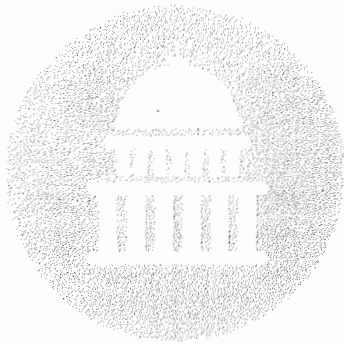
Are business processes holding you back? We can simplify the way you work to help you meet your organization's objectives—reducing costs, saving time and increasing productivity each step of the way. As North America's leading end-to-end business process solution provider, we put decades of industry experience to work for you—delivering award-winning solutions to thousands of customers nation-wide, backed by a 100% satisfaction guarantee.

## Connect with a Business Process Expert

When it comes to simplifying your business processes, the first step is connecting with one of our experts to better understand how we can help. Get started now!

[Connect With an Expert](#)

# Hillsborough County Clerk of the Circuit Court & Comptroller Revives Board Records Processes with Award-Winning Solution



## Hillsborough County, Clerk of the Circuit Court & Comptroller Florida

### At a Glance

Hillsborough County Clerk of the Circuit Court & Comptroller was burdened with lengthy and tedious Board Records processes, requiring them to spend hours scanning documents and bringing signature processes to a crawl. With DataBank's assistance, they've been able to significantly reduce turnaround times, cut costs, and remove much of the manual work within their operations. Their solution has recently earned them the 2016 Advanced Commitment to Excellence Award from the Florida Government Finance Officers Association.

Hillsborough County serves almost 1.3 million residents, making it the fourth largest county in the state of Florida. Hillsborough's Clerk of the Circuit Court & Comptroller strives to provide quality constituent service through efficient management of records and legal documents. In recognition for their efficient Board Records solution, they've received the 2016 Advanced Commitment to Excellence Award from the Florida Government Finance Officers Association.

## Processes of the Past: Labor-Intensive Board Records Procedures

The Hillsborough County Clerk of Circuit Court & Comptroller is responsible for processing and executing all Board of County Commissioners (BOCC) documents, including contracts and agreements. Since these documents are often the basis for the pre-auditing of AP invoices, operations need to flow quickly and effectively. However, the initial processes were laden with time-intensive, manual procedures.

"Before implementing our current system, we had over 187,000 documents and 60 doc types in a repository system without any workflows or processes behind them," says Larry Lavacca, Solutions Specialist Manager (OnBase) at Hillsborough County Clerk of the Circuit Court & Comptroller.

The BOCC Records document processing staff received large amounts of paper documents from various departments by hand or by mail every day, which they would then scan and upload into a repository for storage. If the document required a signature, the records staff would evaluate it page by page to ensure the content matched expectations and all blanks were filled in. Any missing information would need to be filled in manually with a typewriter, which was tedious and time consuming. Once the documents were inspected, staff would add "Sign Here" tabs where needed and, finally, load all items into a box for signature.

"Before implementing our current system, we had over 187,000 documents and 60 doc types in a repository system without any workflows or processes behind them."

- Larry Lavacca

*Solutions Specialist Manager, Hillsborough County Clerk of Circuit Court & Comptroller*

The records staff personally delivered prepared documents to the BOCC Chairman. These documents could not leave the record staff's possession at any time and needed to be signed in the presence of the Deputy Clerk, requiring an appointment to be made with everyone involved.

"We would have to sit with [the Chairman] and take him through all the little 'sign here' tabs and go 'Ok, sign here, sign here, sign here...'" says Kimberly Richards, Director of Board Records at Hillsborough County Clerk of Circuit Court & Comptroller. "It was a time-consuming process that could take up to several hours."

The Deputy Clerks would then sign and stamp the documents themselves, as well as manually label each document with a document number. Once the signature process was completed, staff re-scanned the documents. Finally, staff sent the fully-executed document, along with a manually-created memorandum signed by the Department Director, to the department that had submitted the documents for signature.

In addition to a lengthy signature process, operations relating to agenda management and zoning processes were time-consuming as well.

"There were anywhere from fifty to a hundred items on any BOCC agenda and we were getting paper copies of every single one," says Richards.

Board Secretaries would receive background materials in a variety of ways, including through mail, thumb drives, or in paper form, that needed to be scanned or imported into the document

## Results

- Saved \$85,000 annually on agenda printing costs alone
- Reduced Chairman signature process from up to a week to less than one day
- Substantially reduced amounts of paper used
- Significantly decreased amount of time spent scanning documents

management system. Agenda minutes were manually created and distributed and also needed to be scanned once they were approved.

Knowing they needed relief from their paper build-up, Hillsborough Clerk of the Circuit Court & Comptroller partnered with DataBank to design an improved method for records processing and management.

## A Phased Approach to Improvement

In an effort to ensure a smooth transition to new processes, the Clerk of the Circuit Court & Comptroller decided on a phased approach to implementing their solution. The first phase

introduced OnBase as the new document management system. While most material was still received in a physical format, OnBase created a simplified way of indexing the various types of documents they took in every day.

Once content was uploaded, staff could easily search it with keywords and view all related information simultaneously. Materials were made available to the public much more rapidly through a connection between OnBase and Hillsborough's Public Access Viewer.

With the commencement of Phase II, electronic signatures made their way into the BOCC signature process. County staff began to transition from submitting paper documents to sending electronic copies. Now, documents could be electronically routed to the BOCC Chairman for signature, who only needed to click a button to sign and send for approval. Electronic approval and stamping by the records staff could be completed with a click as well, and notification emails were automatically created and sent to the submitting departments.

Phase III introduced the requirement that all documents must be submitted electronically through OnBase. These documents are now entered into automatic workflows. Agenda minutes can be approved easily and distributed via electronic notifications, and documents can be processed for signature much faster.

## Planning and Partnership Pays Off

Prior to the solution implementation, getting a document signed by the Chairman would take anywhere from three days to a week, as securing an appointment that fit everyone's schedules was difficult. Since documents can now be signed electronically and an appointment is no longer necessary, documents are signed by the next day – sometimes within a matter of hours!

"The solution has been a huge improvement in efficiency," says Lavacca. "I'm very thankful to DataBank for helping us."

The Hillsborough Clerk of the Circuit Court & Comptroller has eliminated huge amounts of paper, particularly from agenda printing. Attendees used to receive a physical document for each of the 50-100 items on each agenda. Now that those agendas are viewed digitally, staff has significantly reduced the amount of time spent scanning documents. They've been able to remove the bulky scanners each document scanning employee needed on their desk for that purpose. As a result, the Clerk of the Circuit Court & Comptroller expects to save approximately \$85,000 annually on agenda printing costs.

Hillsborough expects to see additional savings as a result of eliminating old systems, servers, and File Transfer Protocols and associated administration costs.

Hillsborough County is already working on new ways to further improve their operations, focusing now on their Official Records system and their tax deeds system. They hope to be able to spread their experience and knowledge to other government agencies within Florida to promote efficient government processes across the state.

## Connect with a Business Process Expert

When it comes to simplifying your business processes, the first step is connecting with one of our experts to better understand how we can help. Get started now!

[Connect with a Business Process Expert](#)





# AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services Bid Proposal Checklist

**Bidder Name:** \_\_\_\_\_

**Name of Authorized Representative:** \_\_\_\_\_

**Office Address:** \_\_\_\_\_

**Time Zone:**                                     Eastern       Central       Mountain       Pacific

**Telephone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Email:** \_\_\_\_\_ **Website:** \_\_\_\_\_

**Instructions:** Please complete the checklist below, confirming that the following documents have been uploaded to Public Purchase, in their required format, by the due date and time listed for this IFB. Bidders are reminded that failure to follow, comply with, and adhere to these instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its member agencies, affiliate agencies and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the deadline.

"x"	Document Title, Uploaded to Public Purchase <i>(Bidder must submit forms in the required title/format)</i>	Format of Uploaded Document	Notes
	Part B – Specifications – Name of Bidder	Scanned PDF	Signature required
	Bid Proposal Checklist – Name of Bidder	Scanned PDF	
	Form A – Bid Affidavit – Name of Bidder	Scanned PDF	Signature and notarization required
	Form B – Acceptance of Bid & Contract Award – Name of Bidder	Scanned PDF	Signature required
	Form C – Service Questionnaire – Name of Bidder	Scanned PDF	Signature required
	Form D – Company Information – Name of Bidder	Scanned PDF	Signature required
	Form E – Exceptions – Name of Bidder	Scanned PDF	Signature required
	Form F – Deviations – Name of Bidder	Scanned PDF	Signature required
	Form G – Discount & Pricing Schedules – Name of Bidder	Scanned PDF	Signature required
	Form G.1– BW MFD – Name of Bidder	Excel Workbook	Must not be password protected
	Form G.2 – Color MFD – Name of Bidder	Excel Workbook	Must not be password protected
	Form G.3 – BW Printers – Name of Bidder	Excel Workbook	Must not be password protected
	Form G.4 – Color Printers – Name of Bidder	Excel Workbook	Must not be password protected
	Form G.5-G.8 – Discount & Pricing Schedules MFDs- Printers – Name of Bidder	Excel Workbook	Must not be password protected

	Forms G.9-G.11 – Discount & Pricing Schedules Related Services – Name of Bidder	Excel Workbook	Must not be password protected
	Form G.12 – Warranties, Additional Services – Name of Bidder	Scanned PDF	Not provided by AEPA, Bidder Created
	Form G.13 – Additional Discounts (optional)	Scanned PDF	Not provided by AEPA, Bidder Created
	Letter of Line of Credit and/or Annual Report – Name of Bidder	Scanned PDF	Not provided by AEPA, Bidder Created
	State Specific Required Forms (See Part A)	Scanned PDF	Not provided by AEPA, Bidder Created

# AEPA IFB 017 – Pre-Bid Conference Call Registration Form

**Only one registration form for each company will be  
accepted.**

*Please Print or Type – This Form is Fillable PDF*

Name \_\_\_\_\_

Company \_\_\_\_\_

E-mail \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Your Time Zone:  Eastern  Central  Mountain  Pacific

Please check off each bid category that you would like to participate in:

**Copiers/MFPs & Related Services**

**Athletic Surfaces - Hardwood & Synthetic Flooring**

**Kitchen Equipment & Supplies**

**LED Lighting**

**Athletic Field Lighting**

**Roofing & Building Envelope Services**

Please refer to AEPA 017 Part A Page 5 for time of conference call for your  
time zone.

**Please fax to Sue McDermott at 888-490-3184 or email to**

**[smcdermott@csiu.org](mailto:smcdermott@csiu.org) no later than Thursday,**

**September 1, 2016, by 3:00 PM EDT**

**AEPA IFB #017-B**  
**Digital Multi-function Devices/Copiers, Printers and Related Services**  
**Form A – Bid Affidavit**

**Name of Bidder:** \_\_\_\_\_

**Instructions:** This form must be signed by the Bidder's authorized representative and notarized below. The completed document must be scanned to a PDF format and uploaded to Public Purchase with the Bidder's proposal. If awarded, the Bidder is required to produce a copy of this document for each of the member agencies with which it contracts.

1. The undersigned, duly authorized to represent the persons, firms and corporations joining and participating in the submission of the foregoing bid (such persons, firms and corporations hereinafter being referred to as the bidder), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, firm or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other bidders, or with any official of the **Member Agency**, or any employee thereof, or any person, firm or corporation under contract with the **Member Agency** whereby the bidder, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid or is to pay to any other bidder or to any of the aforementioned persons anything of value whatever, and that the bidder has not, directly nor indirectly entered into any arrangement or agreement with any other bidder or bidders which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the bidder, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the bidder, nor any officer, director, partner, member or associate of the bidder, nor any of its employees directly involved in obtaining contracts with the State of **Member Agency, Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the bidder or any person on his behalf has examined and understands the terms, conditions, scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the bidder will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the bidder is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved and have included all information that is required in Sections C, D, E, F and G of these bid forms.

\_\_\_\_\_  
Authorized Representative (Please print or type)

\_\_\_\_\_  
Mailing Address

\_\_\_\_\_  
Title (Please print or type)

\_\_\_\_\_  
City, State, Zip

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Date

\_\_\_\_\_  
Phone

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_

Notary Public in and for County of \_\_\_\_\_ State of \_\_\_\_\_

My commission expires: Signature: \_\_\_\_\_

**AEPA IFB #017-B**  
**Digital Multi-function Devices/Copiers, Printers and Related Services**  
**Form B – Acceptance of Bid & Contract Award**

**Name of Bidder:** \_\_\_\_\_

**Instructions:** PART I of this form is to be completed by the Bidder and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. The completed document must be scanned to a PDF format and uploaded to Public Purchase with the Bidder's proposal. If approved by AEPA, the Bidder is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

**PART I: BIDDER**

In compliance with the Invitation For Bid (IFB), the undersigned warrants that I/we have examined the Instructions to Bidders, associated documents, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies and equipment incurred in compliance with all terms, conditions, specifications and amendments associated with this IFB and any written exceptions to the bid. Signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Company Name \_\_\_\_\_ Date \_\_\_\_\_  
Company Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Contact Person \_\_\_\_\_ Title \_\_\_\_\_  
Authorized Signature \_\_\_\_\_ Title \_\_\_\_\_  
Email Address \_\_\_\_\_ Phone \_\_\_\_\_

**PART II: AWARDDING MEMBER AGENCY**

Your bid response for the above identified bid is hereby accepted. As a Vendor Partner you are now bound to offer and provide the products and services identified within this IFB, your response and approved by AEPA, including all terms, conditions, specifications, exceptions and amendments. As Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. The intent of this contract is to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2018 unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency \_\_\_\_\_

Agency Executive \_\_\_\_\_

Awarded this \_\_\_\_\_ day of \_\_\_\_\_ Contract Number \_\_\_\_\_

Contract to commence (Member Agency to select):  \_\_\_\_\_ or  March 1, 2017

# AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services Form C – Service Questionnaire

Name of Bidder: \_\_\_\_\_

**Instructions:** Please respond to Yes/No and choice questions by using an (X). If a text reply is required, respond in the space below. Scan this form and any attachment pages into a single document and convert to a PDF file. The scanned PDF file must be uploaded to Public Purchase with the Bidder’s proposal. As part of evaluating the Bidder’s qualifications, the following is being requested and the Bidder is forewarned failure to respond and/or meet the minimum specifications in these areas, may deem their response as non-responsive.

1. The following chart indicates which AEPA Member States intend to participate in this bid category. Please place an “X” in response to questions in the last three (3) columns. **Note: A Bidder must be willing and able to deliver the proposed products and/or services to ninety (90%) of the participating AEPA Member States.**

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years?	If awarded, which states does the bidding company propose to sell in?	Indicate which states the bidding company has sales reps, distributors or dealers in.
California				
Colorado	Yes			
Connecticut	Yes			
Florida	Yes			
Indiana	Yes			
Iowa	No			
Kansas	Yes			
Kentucky	Yes			
Massachusetts	Yes			
Michigan	Yes			
Minnesota	Yes			
Missouri				
Montana	Yes			
Nebraska	Yes			
New Jersey	Yes			
New Mexico				
North Dakota	Yes			
Ohio	Yes			
Oregon	Yes			
Pennsylvania	Yes			
Texas	Yes			
Virginia	Yes			
Washington	Yes			
West Virginia	Yes			
Wisconsin				
Wyoming	Yes			

2. **e-Commerce:** Does this company have an e-commerce website? \_\_\_\_\_ Yes \_\_\_\_\_ No  
If **Yes**, what is the website? \_\_\_\_\_

3. **Customer and Support Service:** It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

a. Does this company have online customer support options? \_\_\_\_\_ Yes \_\_\_\_\_ No

- b. Does this company have a toll-free customer support phone option? \_\_\_\_\_ Yes \_\_\_\_\_ No
- c. Does this company offer local customer and support service options? \_\_\_\_\_ Yes \_\_\_\_\_ No
- d. Describe the type, level, available and location(s) of your customer and support service options, including number of dedicated customer/support staff and hours of operation. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

4. **Training:** If applicable, does this company offer customer training for the products and services sold? \_\_\_\_\_  
 Yes \_\_\_\_\_ No

If **Yes**, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

5. **Pricing:**

- a. Is your pricing methodology guaranteed for the term of the contract? \_\_\_\_\_ Yes \_\_\_\_\_ No
- b. Will you offer customized price lists to Participating Entities as required per the Pricing terms of Part A? \_\_\_\_\_ Yes \_\_\_\_\_ No
- c. Will you offer hot list pricing (optional) as described in the Pricing terms of Part A? \_\_\_\_\_ Yes \_\_\_\_\_ No
- d. Will you offer Volume Price Discounts as described in the Pricing terms of Part A? \_\_\_\_\_ Yes \_\_\_\_\_ No

6. **Competitiveness:** In order for your bid to be considered, your company must offer AEPA prices that are equal to or lower than what your company offers to individual customers and/or cooperatives with equal to or lower volume. Is the pricing that is proposed to AEPA equal to or lower than pricing offered to individual customers and/or cooperatives with equal to or lower volume? \_\_\_\_\_ Yes \_\_\_\_\_ No

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

- \_\_\_\_\_ Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.
- \_\_\_\_\_ Pricing is LESS THAN individual customer and/or cooperatives. Lower by \_\_\_\_\_%

7. **Cooperative Contracts:** Does your company currently have contracts with other cooperatives (local, regional, state, national)? \_\_\_\_\_ Yes \_\_\_\_\_ No

If Yes, identify which cooperative and the respective expiration date(s). \_\_\_\_\_  
 \_\_\_\_\_

If Yes, and your company is awarded an AEPA contract, which contract will you lead with in marketing and sales representative presentations (sales calls)? \_\_\_\_\_  
 \_\_\_\_\_

8. **Administrative Fee:** Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".

	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.



	The pricing for the products and/or services includes all (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.
--	---

9. **Shipping & Handling: Orders that are \$50.00 or more shall include free shipping and handling.** What is the flat rate your company will charge, regardless of where shipped in the continental United States, for orders less than \$50.00? \$ \_\_\_\_\_

10. **Product Returns:** Does your company have a return policy? \_\_\_\_\_ Yes \_\_\_\_\_ No

If Yes, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment). \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

11. **Payment Terms:** Will you offer AEPA Buyer's a quick pay discount? \_\_\_\_\_ Yes \_\_\_\_\_ No

If Yes, what is the discount? \_\_\_\_\_ % Net \_\_\_\_\_

12. **Leasing:** Do you offer leasing arrangements under this bid? \_\_\_\_\_ Yes \_\_\_\_\_ No

If Yes, remember to indicate the rate factor and other cost factors on Form G – Discount & Pricing Schedules Workbook.

13. **If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:**

Responsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the contract.		
2. Train and educate sales staff on what the AEPA cooperative contract is including pricing, who can order from the contract (by state), terms/conditions of the contract and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.		
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. Plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.		
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.		
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, a \$0 report is required.		
6. On a quarterly basis, complete the online Vendor Partner sales report for each Member Agency.		
7. Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.		
8. Attend two (2) AEPA meetings each year (see page 9 in Part A)		
9. Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School		

Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).		
10. Increase sales over the term of the contract with all participating AEPA Member Agencies.		

**Signature** \_\_\_\_\_

*Must be same signature as on Bid Affidavit and Acceptance Forms*

**AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services  
Form D – Company Information**

Name of Bidder: \_\_\_\_\_

**Company Contact Information**

Company Name \_\_\_\_\_ Website \_\_\_\_\_  
Company Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Contact Person \_\_\_\_\_ Title \_\_\_\_\_  
Contact Phone \_\_\_\_\_ Contact Email \_\_\_\_\_

**Background**

*Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its own investigation of the company.*

This business is a: \_\_\_\_ public company \_\_\_\_ privately owned company.

In what year was this business started under its present name? \_\_\_\_\_

Under what other or former name(s) has your business operated? \_\_\_\_\_  
\_\_\_\_\_

Is this business a corporation? \_\_\_\_\_ No \_\_\_\_\_ Yes. If Yes, please complete the following:

Date of incorporation: \_\_\_\_\_ State of incorporation: \_\_\_\_\_  
\_\_\_\_\_

Name of President: \_\_\_\_\_

Name(s) of Vice President(s): \_\_\_\_\_

Name of Secretary: \_\_\_\_\_

Name of Treasurer: \_\_\_\_\_

Is this business a partnership? \_\_\_\_\_ No \_\_\_\_\_ Yes. If yes, please complete the following:

Date of organization: \_\_\_\_\_ State founded: \_\_\_\_\_  
\_\_\_\_\_

Type of partnership, if applicable: \_\_\_\_\_

Name(s) of general partner(s): \_\_\_\_\_  
\_\_\_\_\_

Is this organization individually owned? \_\_\_\_\_ No \_\_\_\_\_ Yes. If yes, please complete the following:

Date of organization: \_\_\_\_\_ State founded: \_\_\_\_\_  
\_\_\_\_\_

Name of owner: \_\_\_\_\_  
\_\_\_\_\_

This organization is a form other than those identified above. \_\_\_\_\_ No \_\_\_\_\_ Yes.

If Yes, describe the company's format, year and state of origin, and names and titles of the principals. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Company Headquarter Location**

Company Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Main Phone Number \_\_\_\_\_ How long at this address? \_\_\_\_\_

**Company Branch Locations**

Branch Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Branch Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Branch Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Branch Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

*If more branch locations, insert information here or add another sheet with above information.*

**Sales History**

Provide you company's annual sales for 2014, 2015, 2016 YTD in the United States by the various public segments:

	<b>2014</b>	<b>2015</b>	<b>2016 YTD</b>
K-12 (public & private), Educational Service Agencies			
Higher Education Institutions			
Counties, Cities, Townships, Villages			
States			
Other Public Sector & Non-profits			
Private Sector			
<b>Total</b>			

**Work Force**

1. **Key Contacts and Providers:** Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

<b>Function</b>	<b>Name</b>	<b>Title</b>	<b>Phone</b>	<b>Email</b>
Contract Manager				
Sales Manager				
Customer & Support Manager				
Distributors, Dealers, Installers, Sales Reps				
Consultants & Trainers				
Technical, Maintenance & Support Services				
Quotes, Invoicing & Payments				
Warranty & After the Sale				
Financial Manager				

2. **Sales Force:** Provide total number and location of salespersons employed by your company in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

<b>Number of Sales Reps</b>	<b>City</b>	<b>State</b>

3. **Service/Support and Distribution Centers:** Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State

**Marketing**

1. **Key Marketing Contact(s):** List the name(s), title(s) and contact information of the business’s key national and regional marketing office(s). *(To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email

2. **Marketing Activities:** Describe how this company marketed its products and services to schools and other public sector audiences in Fiscal Year 2015 – 2016 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

3. **Cooperative Marketing:** Describe ways in which this business can collaborate with Member Agencies in marketing the bid. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

4. **Sales Training:** Explain how your company will education your sales staff on the AEPA contract including timing, methods, etc. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Environmental Initiatives**

1. Describe how your products and/or services support environmental goals. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

2. Describe the company’s “green” objectives (i.e. LEED, reducing footprint, etc.). \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Independent Subcontractors, Distributors, Installers, etc.**

If the Bidder is not the sole provider of all goods and services provided under this contract, the following must be answered:

- Selection Criteria for Independent Providers:** Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.
- Current Subcontractors, Distributors, Installers, Etc.:** Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license information and the state(s) wherein they are eligible to provide services on behalf of this business.

**Disclosures**

1. Letter of Line of Credit or Annual Financial Report (REQUIRED): Attach a letter from the business's chief financial institution indicating the current line of credit available in its name and evidence of financial stability for the past three calendar years (2013, 2014 and 2015). This letter should state the line of credit as a range (ie. "credit in the low six figures" or "a credit line exceeding five figures"). If company is a publicly traded company a complete Annual Financial Report is required in place of Line of Credit Letter.
2. Legal: Does this business have actions currently filed against it? \_\_\_\_\_ No \_\_\_\_\_ Yes.

If Yes, AN ATTACHMENT IS REQUIRED: List and explain current actions such as Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

**References**

Provide contact information of your company's ten largest public agency customers:

Agency	Name	Title	Phone Number	Email
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

**Signature** \_\_\_\_\_  
*Must be same authorized signature that appears on the Bid Affidavit and Acceptance Form.*

**COPIER PRICING CHART  
VOLUME BAND I**

**Pricing: Volume Band I 500 to 10,000**

**Evaluation Volume =**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI	
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -	
Minimum 30 PPM Digital A4 MFD; _____ PPM					
Print, Scan, Copy yes ___ or No ___					
8.5 X 11 to 8.5 X 14 Available Paper Sizes					
Single Drawer 250 or ___ Sheets					
50 sheet By-Pass					
<b>Options:</b>					
Document Feeder					\$ -
Additional Paper Drawer					\$ -

Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
<b>Tier 1: No Minimum</b>				
<b>Tier 2: 500 Impressions Per Month Minimum</b>				
<b>Tier 3: 1,000 Impressions Per Month Minimum</b>				

**COPIER PRICING CHART  
VOLUME BAND I**

**2,000 per month**

---

---

---

---



**COPIER PRICING CHART  
VOLUME BAND II**

**Pricing: Volume Band II 2,500 to 18,000**

**Evaluation Volume = 6,000**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
Minimum 40 PPM Digital A4 MFD: _____ PPM				
Copy, Print, Scan: <input type="checkbox"/> Yes <input type="checkbox"/> No				
8.5 X 11 to 8.5 X 14 Available Paper Sizes				
Document Feeder				
Auto Duplex				
Single Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution _____				
Standard Copier Memory _____				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution _____ DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _____				
Standard Trayless Auto Duplex				
Standard interface: _____				
USB interface: yes <input type="checkbox"/> No <input type="checkbox"/>				
Enhanced Software solution capability				
Print Drive Compatibility Windows/Apple Version: _____				
<b>Options:</b>	\$ -			
Additional Paper Drawers	\$ -			
Finisher 30 Sheet Auto Staple One Position	\$ -			
Fax Feature (with network faxing)	\$ -			
Cabinet	\$ -			

**COPIER PRICING CHART  
VOLUME BAND II**

per month

---

---

---

**COPIER PRICING CHART  
VOLUME BAND II**

**Pricing: Volume Band II 2,500 to 18,000**

**Evaluation Volume = 6,000**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
Minimum 25 PPM Digital MFD: _____ PPM				
Copy, Print, Scan: Yes _____ No _____				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Auto Duplex				
Dual Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution _____				
Standard Copier Memory _____				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution _____ DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _____				
Standard Trayless Auto Duplex				
Standard interface: _____				
USB interface: yes _____ No _____				
Print Drive Compatibility Windows/Apple Version: _____				
<b>Options:</b>				
Document Feeder	\$ -			
Additional Paper Drawers	\$ -			
Finisher 30 Sheet Auto Staple One Position	\$ -			
Fax Feature (with network faxing)	\$ -			
Cabinet	\$ -			

COPIER PRICING CHART  
VOLUME BAND II

per month

---

---

---

**COPIER PRICING CHART  
VOLUME BAND III**

**Pricing: Volume Band III 5,000 to 25,000**

**Evaluation Volume = 10,000 per month**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI	
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -	
Minimum 30 PPM Digital MFD					
8.5 X 11 to 11 X 17 Available Paper Sizes					
Dual Drawer 500 Sheets					
200 or _____ sheet Multi-Purpose Tray					
Color GUI Interface					
Network, Print, Scan, Copy					
Scan Resolution _____ DPI					
Emulations: PCL Postscript					
For Networked Units: Standard Memory _____					
Standard Trayless Auto Duplex					
Network Connectivity: _____					
USB interface: yes _____ No _____					
Print Drive Compatibility Windows/Apple Version: _____					
Standard RADF					
Cabinet					
<b>Options:</b>					
Dual scan document feeder					\$ -
Large Capacity Paper Source					\$ -
Additional Paper Drawers	\$ -				
Punch Unit	\$ -				
Basic Finisher	\$ -				
Saddle Stitch Finisher	\$ -				
Printer Hard Drive (____ GB Minimum)	\$ -				
Hard Drive Erase (ISO standard 15408)	\$ -				
Wireless NIC	\$ -				
Fax Feature (with Network Faxing)	\$ -				

Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
Tier 1: No Minimum				
Tier 2: 5,000 Impressions Per Month Minimum				
Tier 3: 10,000 Impressions Per Month Minimum				

**COPIER PRICING CHART  
VOLUME BAND IV**

**Pricing: Volume Band IV 8,000 to 30,000**

**Evaluation Volume = 15,000 per month**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI	
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -	
Minimum 40 PPM Digital MFD					
8.5 X 11 to 11 X 17 Available Paper Sizes					
Dual Drawer 500 Sheets					
200 or _____ sheet Multi-Purpose Tray					
Scan Resolution True 600 DPI capable					
For Networked Units: Standard Memory _____					
Color GUI Interface					
Network, Print, Scan, Copy					
Emulations: PCL Postscript					
For Networked Units: Standard Memory _____					
Standard Trayless Auto Duplex					
Network Connectivity: _____					
USB interface: yes _____ No _____					
Print Drive Compatibility Windows/Apple Version: _____					
Standard RADF					
Cabinet					
<b>Options</b>					\$ -
Dual scan document feeder					\$ -
Large Capacity Paper Source					\$ -
Additional Paper Drawers					\$ -
Punch Unit	\$ -				
Hard Drive Erase (ISO standard 15408)	\$ -				
Printer Hard Drive (_____ GB Minimum)	\$ -				
Basic Finisher	\$ -				
Saddle Stitch Finisher	\$ -				
Wireless NIC	\$ -				
Fax Feature (with Network Faxing)	\$ -				

	<b>Zone 1: Local Full Service Maintenance &amp; Supplies Cost per Impression (CPI)</b>	<b>Zone 2: 25 to 50 Miles Full Service Maintenance &amp; Supplies Cost per Impression (CPI)</b>	<b>Zone 3: 50 to 75 Miles Full Service Maintenance &amp; Supplies Cost per Impression (CPI)</b>	<b>Zone 4: Greater than 75 Miles Full Service Maintenance &amp; Supplies Cost per Impression (CPI)</b>
<b>Full Service Maintenance &amp; Supply Cost Per Impression</b>				

**COPIER PRICING CHART  
VOLUME BAND V**

**Pricing: Volume Band V 10,000 to 45,000**

**Evaluation Volume = 20,000 per month**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
Minimum 50 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or _____ sheet Multi-Purpose Tray				
Scan Resolution _____ DPI				
For Networked Units: Stand. Memory _____				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution _____ DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _____				
Standard Trayless Auto Duplex				
Network Connectivity: _____				
USB interface: yes _____ No _____				
Print Drive Compatibility Windows/Apple Version:				
Printer Hard Drive (20 GB or _____ GB)				
Standard Trayless Auto Duplex				
Standard RADF				
Cabinet				
<b>Options:</b>				
Dual scan document feeder	\$ -			
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Punch Unit	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive (____ GB Minimum)	\$ -			

**COPIER PRICING CHART  
VOLUME BAND VI**

Pricing: Volume Band VI 25,000 to 100,000

Evaluation Volume = 50,000 per month

Company Name: \_\_\_\_\_  
Proposed Model: \_\_\_\_\_  
Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
Minimum 60 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 or _____ Sheets				
Single 3,000 Sheet Paper Deck				
100 or _____ sheet Multi-Purpose Tray				
Scan Resolution DPI _____				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units; Standard Memory _____				
Standard Trayless Auto Duplex				
Network Connectivity: _____				
USB interface: yes _____ No _____				
Print Drive Compatibility Windows/Apple Version: _____				
For Networked Units; Standard Memory _____				
Standard _____ GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
<b>Options:</b>				
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Punch Unit	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive ( _____ GB Minimum)	\$ -			



**COPIER PRICING CHART  
VOUME BAND VII**

**Pricing: Volume Band VII 50,000 to 250,000**

**Evaluation Volume = 100,000 per month**

Company Name: \_\_\_\_\_  
Proposed Model: \_\_\_\_\_  
Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI	
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -	
Minimum 75 PPM Console Digital MFD					
8.5 X 11 to 8.5 X 17 Available Paper Sizes					
Dual Drawer 500 or ___ Sheets					
Single 3,000 Sheet Paper Deck					
100 or ___ sheet Multi-Purpose Tray					
Color GUI Interface					
Network, Print, Scan, Copy					
Emulations: PCL Postscript					
For Networked Units: Standard Memory _____					
Standard Trayless Auto Duplex					
Network Connectivity: _____					
USB interface: yes ___ No ___					
Print Drive Compatibility Windows/Apple Version:					
For Networked Units: Standard Memory _____					
Standard ___ GB Copier Hard Drive					
Standard Trayless Auto Duplex					
Standard Dual Scan Document Processor					
<b>Options:</b>					
Large Capacity Paper Source					\$ -
Additional Paper Drawers					\$ -
Punch Unit	\$ -				
Basic Finisher	\$ -				
Saddle Stitch Finisher	\$ -				
Printer Hard Drive ( ___ GB Minimum)	\$ -				
Hard Drive Erase (ISO standard 15408)	\$ -				
Wireless NIC	\$ -				
Fax Feature (with Network Faxing)	\$ -				

	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
<b>Full Service Maintenance &amp; Supply Cost Per Impression</b>				
<b>Tier 1: No Minimum</b>				
<b>Tier 2: 50,000 Impressions Per Month Minimum</b>				
<b>Tier 3: 100,000 Impressions Per Month Minimum</b>				

**COPIER PRICING CHART  
VOLUME BAND VIII**

**Pricing: Volume Band VIII 100,000 to 500,000**

**Evaluation Volume = 250,000**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: **None**

	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
Minimum 90 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
Single 1,000 Sheet Paper Deck				
150 or ___ sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units; Standard Memory _____				
Standard Trayless Auto Duplex				
Network Connectivity: _____				
USB interface: yes ___ No ___				
Print Drive Compatibility Windows/Apple Version:				
For Networked Units; Standard Memory _____				
Standard 20 or ___ GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
<b>Options:</b>				
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Punch Unit	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive ( ___ GB Minimum)	\$ -			
Hard Drive Erase (ISO standard 15408)	\$ -			

**COPIER PRICING CHART  
VOLUME BAND VIII**

per month  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**COLOR COPIER PRICING CHART  
VOLUME BAND I**

**Pricing: Volume Band I Color 500 to 1,000**

**Color Evaluation Volume =**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -
30 PPM B&W 30 PPM Color Digital A4 MFD			
8.5 X 11 to 8.5 X 14 Available Paper Sizes			
Single Drawer 500 Sheets			
100 or _____sheet Multi-Purpose Tray			
Color Capable Scan Resolution True 600 DPI			
<u>For Networked Units:</u> Standard Memory 256 MB			
Standard Trayless Auto Duplex			
Standard RADF			
Network Printing			
Color Network Scanning			
Cabinet			
<b>Options:</b>			
Additional Paper Drawer	\$ -		
Fax Feature (with Network Faxing)	\$ -		
Printer Hard Drive (40 or ___ GB Minimum)	\$ -		



**COLOR COPIER PRICING CHART  
VOLUME BAND II**

**Pricing: Volume Band II 1,000 to 3,000**

**Color Evaluation Volume =**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	<b>Purchase Price</b>	<b>Full Service Maintenance &amp; Color Supplies for 1 Month Based on Evaluation Volume</b>	<b>Full Service Maintenance &amp; Color Supplies for 36 Months Based on Evaluation Volume</b>
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -
25 PPM B&W 20 PPM Color Digital MFD			
8.5 X 11 to 11 X 17 Available Paper Sizes			
Dual Drawer 500 Sheets			
100 or _____ sheet Multi-Purpose Tray			
Color Capable Scan Resolution True 600 DPI			
<b>For Networked Units: Standard Memory 256 MB</b>			
Standard Trayless Auto Duplex			
Standard RADF			
Network Printing			
Color Network Scanning			
Cabinet			
<b>Options:</b>			
Large Capacity Paper Source	\$ -		
Dual Scan Document Processor	\$ -		
Additional Paper Drawers	\$ -		
3 - Hole Drill	\$ -		
Basic Finisher	\$ -		
Printer Hard Drive (40 or _____ GB Minimum)	\$ -		
Fax Feature (with Network Faxing)	\$ -		



**COLOR COPIER PRICING CHART  
VOLUME BAND III**

**Pricing: Volume Band III 2,000 to 10,000**

**Color Evaluation Volume = 5,000**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: \_\_\_\_\_

	<b>Purchase Price</b>	<b>Full Service Maintenance &amp; Color Supplies for 1 Month Based on Evaluation Volume</b>	<b>Full Service Maintenance &amp; Color Supplies for 36 Months Based on Evaluation Volume</b>	<b>Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI</b>
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
30 PPM B&W 30 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or _____ sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
<b>Options:</b>				
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Dual Scan Document Processor	\$ -			
Finisher with 3 - Hole Drill	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive (40 or _____ GB Minimum)	\$ -			
Fax Feature (with Network Faxing)				



**COLOR PRICING CHART  
VOLUME BAND IV**

**Pricing: Volume Band IV 5,000 to 10,000**

**Color Evaluation Volume = 7,500**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: \_\_\_\_\_

	<b>Purchase Price</b>	<b>Full Service Maintenance &amp; Color Supplies for 1 Month Based on Evaluation Volume</b>	<b>Full Service Maintenance &amp; Color Supplies for 36 Months Based on Evaluation Volume</b>	<b>Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI</b>
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
40 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or _____ sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
<u>For Networked Units:</u> Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
<b>Options:</b>				
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Dual Scan Document Processor	\$ -			
Finisher with 3 - Hole Drill	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive (40 or _____ GB Minimum)	\$ -			
Fax Feature (with Network Faxing)				

**COLOR COPIER PRICING CHART  
VOLUME BAND V**

**Pricing: Volume Band V 8,000 to 15,000**

**Color Evaluation Volume = 10,000**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
50 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or _____ sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
<u>For Networked Units:</u> Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
<b>Options:</b>				
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Dual Scan Document Processor	\$ -			
Finisher with 3 - Hole Drill	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive (40 or _____ GB Minimum)	\$ -			
Fax Feature (with Network Faxing)				

**COLOR COPIER PRICING CHART  
VOLUME BAND VI**

**Pricing: Volume Band VI 10,000 to 20,000**

**Color Evaluation Volume = 15,000**

Company Name: \_\_\_\_\_  
Proposed Model: \_\_\_\_\_  
Proposed Options: \_\_\_\_\_

	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
<b>Minimum Configuration</b>	\$ -	\$ -	\$ -	\$ -
60 PPM B&W 50 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or ___ sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
Network Printing				
Color Network Scanning				
Cabinet				
<b>Options:</b>				
Large Capacity Paper Source	\$ -			
Additional Paper Drawers	\$ -			
Finisher with 3 - Hole Drill	\$ -			
Basic Finisher	\$ -			
Saddle Stitch Finisher	\$ -			
Printer Hard Drive (40 or ___ GB Minimum)	\$ -			

	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
<b>Full Service Maintenance &amp; Supply Cost Per Impression</b>			
<b>Tier 1: No Mimimum Color</b>			
<b>Tier 1: No Mimimum Black &amp; White</b>			
<b>Tier 2: 7,500 Impressions Per Month Minimum Color</b>			
<b>Tier 2: 15,000 Impressions Per Month Minimum Black &amp; White</b>			
<b>Tier 3: 7,500 Impressions Per Month Minimum Color</b>			
<b>Tier 3:20,000 Impressions Per Month Minimum Black &amp; White</b>			

## PRINTERS

### Black & White Desk Top Work Group Stand Alone Print Devices (Non-Networked)

**Pricing: Volume Band I 500 to 3,000**

**Evaluation Volume = 1,000 per month**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: \_\_\_\_\_

	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and Supplies
<b>Minimum Configuration</b>	\$ -	\$ -	0.00	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
Up to 30 PPM Stand Alone Printer							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
200 sheet Multi-Purpose Tray							
Standard Memory 32 MB							
Standard Trayless Auto Duplex							
<b>Options:</b>							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							

<b>Additional Operating Costs</b>	
Included Warranty	
Annual Break/Fix Service Agreement After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost per page?	

\* Note: Supply Yields based on 5% fill

**PRINTERS**  
**Black & White Desk Top Work Group Stand Alone Print Devices**

**Pricing: Volume Band II 500 to 3,000**

**Evaluation Volume = 1,500 per month**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and Supplies
<b>Minimum Configuration</b>	\$ -	\$ -	0.00	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
30 PPM Stand Alone Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
<b>Options:</b>							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							

**Additional Operating Costs**

Included Warranty	
Annual Break/Fix Service Agreement After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost per page?	

\* Note: Supply Yields based on 5% fill

## PRINTERS

### Black & White Desk Top Work Group Stand Alone Print Devices

**Pricing: Volume Band III 1,000 to 20,000**

**Evaluation Volume = 4,000 per month**

Company Name: \_\_\_\_\_

Proposed Model: \_\_\_\_\_

Proposed Options: \_\_\_\_\_

	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and Supplies
<b>Minimum Configuration</b>	\$ -	\$ -	0.00	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
42 PPM Stand Alone Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
200 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
<b>Options:</b>							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							

Wireless NIC

**Additional Operating Costs**

Included Warranty	
Annual Break/Fix Service Agreement After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost per page?	

\* Note: Supply Yields based on 5% fill

## PRINTERS

### Black & White High Volume Print Devices

**Pricing: Volume Band IV 3,000 to 50,000**

**Evaluation Volume = 10,000 per month**

Company Name: \_\_\_\_\_  
 Proposed Model: \_\_\_\_\_  
 Proposed Options: \_\_\_\_\_

	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and Supplies
<b>Minimum Configuration</b>	\$ -	\$ -	0.00	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
50 + PPM High Volume Work Group Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 17 Available Paper Sizes							
2 x 500 Sheets							
100 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
<b>Options:</b>							
Additional Paper Drawers							
Large Capacity Paper Tray (State Maximum Capacity)							
Hard Drive							
Printer Memory Up-Grade (State Maximum)							
Standard Finisher							
Advanced Finisher with Multi position Staple/Hole Punch							
Wireless NIC							

**Additional Operating Costs**

Included Warranty	
Annual Break/Fix Service Agreement After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	
Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	

\* Note: Supply Yields based on 5% fill

**PRINTERS**  
**Black & White Desk Top Work Group Stand Alone Print Devices**

**Pricing: Wide Format**

**Evaluation Volume = 4,000 per month**

Company Name: \_\_\_\_\_  
Proposed Model: \_\_\_\_\_  
Proposed Options: \_\_\_\_\_

	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and Supplies
<b>Minimum Configuration</b>	\$ -	\$ -	0.00	#DIV/0!	\$ -	#DIV/0!	#DIV/0!
5.8 D size per minute							
Standard Network Interface							
Standard Memory: _____							

**Additional Operating Costs**

Included Warranty	
Annual Break/Fix Service Agreement After Warranty Period	
Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	
If billed on a linear foot basis, what is the cost per foot?	

\* Note: Supply Yields based on 5% fill



## Tabs for Catalog Pricing Bids

G.5	Catalog Discounts	REQUIRED
G.6	Full Catalog Price Schedule	REQUIRED- Full Catalog (G.2)
G.7	MFD/Copier/Printer Services Price Schedule*	REQUIRED
G.8	MFD/Copier/Printer Volume Discounts	OPTIONAL



**Form G51 – Catalog Discount for Items in a Commercially Available Catalog**

**AEPA IFB #017-B Digital Multi-function Devices, Copiers, Printers and Related Services**

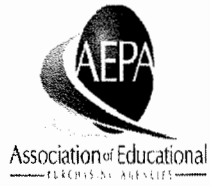
**Bidding Company Name:** *Enter company name here*

**Name of Catalog:** *Enter catalog name here*  
(This must be the catalog in effect as of the bid date)

**Note:** Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

**Form G.5 is a REQUIRED FORM**

No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1				1
2				2
3				3
4				4
5				5
6				6
7				7
8				8
9				9
10				10
11				11
12				12
13				13
14				14
15				15
16				16
17				17
18				18
19				19
20				20
21				21
22				22
23				23
24				24
25				25
26				26
27				27
28				28
29				29
30				30
31				31
32				32
33				33
34				34
35				35
36				36
37				37
38				38
39				39
40				40



**Form G.6 – Full Catalog Price Schedule**  
**AEPA IFB #017-B Digital Multi-function Devices Copiers Printers & Related Services**

**INSTRUCTIONS:** Download the Net Effective Bid Price and respective information for all line items in the entire catalog, up to 65,000 items. Use a separate spreadsheet for each catalog. *Please be sure to set the 'Print Area' PRIOR to submitting your bid response.*

**NOTE:** The Net Effective Price MUST be consistent with the percentage discounts listed on the G.1 tab. Failure to have price correspond may be cause for rejection of your offer.

**Form G.6 is a REQUIRED FORM**

Bidding Company Name:			Enter company name here			Catalog Name:		Enter catalog name here			
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1											1
2											2
3											3
4											4
5											5
6											6
7											7
8											8
9											9
10											10
11											11
12											12
13											13
14											14
15											15
16											16
17											17
18											18
19											19
20											20
21											21
22											22
23											23
24											24
25											25
26											26
27											27
28											28
29											29
30											30
31											31
32											32
33											33
34											34
35											35
36											36
37											37
38											38
39											39
40											40



Association of Educational  
Media Professionals

**Form G.7 – Services Price Schedule**

**AEPA IFB #017-B Digital Multi-function Devices Copiers Printers & Related Services**

**Bidding Company Name:**

*Enter company name here*

**NOTE: If your company provides any of the services listed below, please complete the price schedule.**

**Form G.7 is a REQUIRED FORM**

<b>Design Services</b>	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

<b>Installation Services</b>	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

<b>Training Services</b>	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

<b>Support Services</b>	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N

**\*Please detail additional discounts on large projects.**



# CERTIFIED COPY OF ORDER

STATE OF MISSOURI

County of Boone

} ea.

April Session of the April Adjourned

Term. 20 18

In the County Commission of said county, on the

19th

day of

April

20

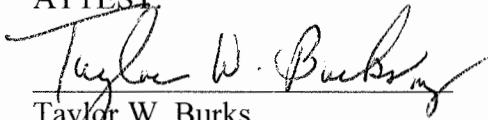
18

the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby authorize a closed meeting on Tuesday, April 24, 2018, at 2:00 p.m. The meeting will be held in the Conference Room 338 of the Roger B. Wilson Boone County Government Center at 801 E. Walnut, Columbia, Missouri, as authorized by RSMo 610.021(1), to discuss legal actions, causes of action or litigation involving a public governmental body and any confidential or privileged communications between a public governmental body or its representatives and its attorneys.

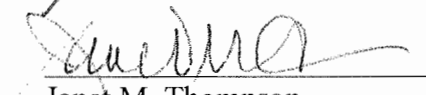
Done this 19th day of April, 2018.

ATTEST:

  
Taylor W. Burks  
Clerk of the County Commission

  
Daniel K. Atwill  
Presiding Commissioner

  
Fred J. Parry  
District I Commissioner

  
Janet M. Thompson  
District II Commissioner