SECOND AMENDMENT TO PSA CONTRACT NO. 22-204

THIS SECOND AMENDMENT (this "Amendment") TO CONTRACT NO. 22-204, effective as of March 24, 2023, is made by and between Purchasing Solutions Alliance, a purchasing cooperative for public agencies ("PSA"), having its principal place of business at 3991 East 29th Street, Bryan, Texas 77802 and UBEO LLC dba UBEO Business Services (the "Contractor"), having its principal place of business at 4700 Elmo Weedon Road Suite 101, College Station, Texas 77845.

WHEREAS, PSA and Contractor entered into that certain Contract No. 22-204 dated as of June 1, 2022, (the "Agreement") and amended the agreement July 29, 2022; and,

WHEREAS, PSA entered into the Agreement as Agent for participating governmental agencies, each hereinafter referred to as END USER; and,

WHEREAS, PSA and Contractor desire to amend the Agreement in order to update the description of software solutions for wide format printers;

NOW THEREFORE, in consideration of the mutual promises and covenants contained herein, and other good valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereby agree to replace Exhibit A: Pricing with the attached document in its entirety.

<u>Counterparts:</u> This Amendment may be executed in separate counterparts (including by means of facsimile or electronic transmission), each of which is deemed to be an original and all of which taken together constitute one and the same agreement.

Delivery by Facsimile or Electronic Transmission: This Amendment, to the extent signed and delivered by means of a facsimile machine or electronic transmission, shall be treated in all manner and respects as an original agreement or instrument and shall be considered to have the same binding legal effect as if it were the original signed version thereof delivered in person. At the request of any party hereto or to any such agreement or instrument, each other party hereto or thereto shall re-execute original forms thereof and deliver them to all other parties. No party hereto or to any such agreement or instrument shall raise the use of a facsimile machine or electronic transmission to deliver a signature or the fact that any signature or agreement or instrument was transmitted or communicated through the use of a facsimile machine or electronic transmission as a defense to the formation of a contract and each such party forever waives any such defense.

IN WITNESS WHEREOF, the undersigned have executed this Second Amendment to Contract No. 22-204 as of the date first written above.

CONTRACTOR: UBEO BUSINESS SERVICES	PSA: PURCHASING SOLUTIONS ALLIANCE BRAZOS VALLEY COUNCIL OF GOVERNMENTS
By:BOALDASF65084D2	By:
Name: Michael Emanuel	Name:Michael Parks
Title:VP Vendor Relations	Title:Executive Director
3/24/2023	3/24/2023

Contract 22-204 Amendment 2

Exhibit A: Cost Proposal

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

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

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

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 48 Month 60 Month Monthly 36 Month Base Month Month Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor, MFG # or Vendor Product # **MSRP** % From Rental (Cost Per Supplies Optional Components, Add-ons and Price Per Page MSRP Copy) Accessories Rate Support Rate Rate Rate Rate Rate Rate Rate Per Month "Yes or No *SEE NOTE 1 **UBEO LLC SERVICE RATES ARE VOLUME BASED** *SEE NOTE 1 UBEO LLC SERVICE RATES ARE VOLUME BASED SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS 418775 IM 7000 \$26,949 55% \$12,127 \$567 \$378 \$312 \$263 IM 8000 418786 \$34,099 45% \$18,754 \$877 \$585 \$483 \$407 418787 IM 9000 \$42,899 55% \$19,305 \$903 \$602 \$497 \$419 418796 PostScript3 Unit Type M44 \$2.845 40% \$1,707 \$80 \$53 \$44 \$37 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 418801 IPDS Unit Type M44 \$2,459 40% \$1,475 \$69 \$46 \$38 \$32 \$7 417428 OCR Unit Type M13 \$369 40% \$221 \$10 \$6 \$5 40% \$7 \$5 413009 Unicode Font Package for SAP 1 Device License \$385 \$231 \$11 \$6 417595 Smart Card Reader Built-in Unit Type M19 \$119 40% \$71 \$3 \$2 \$2 \$2 006429MIU ESP XG-PCS-20D \$350 40% \$210 \$10 \$7 \$5 \$5 \$365 40% \$219 \$7 \$5 007138MIU \$10 \$6 20 amp power filter 418805 Fax Option Type M44 \$1,419 40% \$851 \$40 \$27 \$22 \$18 417644 64MB Fax Memory Unit Type M25 \$105 40% \$63 \$2 \$2 \$1 416229 \$225 40% \$135 \$6 \$4 \$3 \$3 Copy Tray Type 9002 Mail Box CS4010 \$3,135 40% \$1.881 \$88 \$59 \$48 \$41 416633 40% \$2 \$1 417111 Optional Counter Interface Unit Type M12 \$89 \$53 \$2 \$1 418790 LCIT RT4080 (4,400 sheet LT) \$2,585 40% \$1,551 \$73 \$48 \$40 \$34 418793 A3/11" x 17" Tray Type M44 \$2,145 40% \$1,287 \$60 \$40 \$33 \$28 \$10 \$515 40% \$14 \$8 \$7 417630 Output Jogger Unit Type M25 \$309 \$57 418178 Finisher SR4150 \$4.355 40% \$2,613 \$122 \$81 \$67 418180 Booklet Finisher SR4160 \$7,245 40% \$4,347 \$203 \$136 \$112 \$94 418332 Punch Unit PU3090 NA \$1,099 40% \$659 \$3 \$21 \$17 \$14 418185 Multi-Folding Unit FD4020 \$12,665 40% \$7,599 \$355 \$237 \$196 \$165 418826 IM 4000 \$13.885 53% \$6,490 \$304 \$202 \$141 \$167 418828 IM 5000 \$16.689 54% \$7.714 \$361 \$241 \$199 \$167 418830 IM 6000 \$21,445 51% \$10,405 \$487 \$324 \$268 \$226 \$815 40% \$489 \$15 \$13 \$11 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$23 40% \$7 417430 OCR UNIT TYPE M13 \$385 \$231 \$11 \$6 \$5 418889 PostScript3 Unit Type M45 \$659 40% \$395 \$18 \$12 \$10 \$9 \$11 \$5 413009 Unicode Font Package for SAP 1 Device License \$385 40% \$231 \$7 \$6 006428MIU ESP XG-PCS-15D \$346 51% \$170 \$8 \$5 \$4 \$4 418893 Smart Card Reader Build-in Unit Type M45 \$125 40% \$75 \$4 \$2 \$2 \$2 MX417518RA FAX Memory Unit Type M19 64MB \$105 56% \$46 \$2 \$1 \$1 \$1 418871 Fax Option Type M45 \$1,569 40% \$941 \$44 \$29 \$24 \$20 418337 Finisher SR3260 \$1.945 49% \$993 \$46 \$31 \$26 \$22 \$3.649 49% \$1.863 \$87 \$58 \$48 \$40 418385 Finisher SR3280 418339 Internal Multi-Fold Unit FD3010 \$3,905 52% \$1,886 \$88 \$59 \$49 \$41 418327 Punch Unit PU3070 NA \$1,099 54% \$504 \$24 \$16 \$13 \$11 418381 Punch Unit PU3080 NA \$1,099 54% \$504 \$24 \$16 \$13 \$11 417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$1 \$1 418335 \$4.065 49% \$2.074 \$97 \$65 \$53 \$45 Booklet Finisher SR3270 418345 Bridge Unit BU3090 \$229 49% \$117 \$4 \$3 \$4 \$3 100478FNG Cabinet Type F \$275 52% \$132 \$6 \$3 418378 Internal Finisher SR3250 \$1,605 49% \$820 \$38 \$26 \$21 \$18 55% \$224 \$10 \$7 \$5 418343 Internal Shift Tray SH3080 \$495 \$6 418358 LCIT RT3040 \$2,105 52% \$1,003 \$31 \$26 \$22

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

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		RICOH				MAINTANAN	ICE AND SU	IPPLIES INC	LUDED (less p	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	CLUDED		Monthly Fees	;			1
1	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement	24 Month Lease Agreement	36 Month Lease Agreement	48 Month Lease Agreement	60 Month Lease Agreement	Month to Month Rental Agreement	24 Month Lease Agreement		48 Month Lease Agreement	60 Month Lease Agreement	Base Allowance Impressions	Overage Rate Per Page	Monthly Consumables / Supplies Included	Monthly Labor, Service,	Maintenance (Cost Per Copy)
		Accessories	** ***		21.22	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Per Month		"Yes or No"	Support	
	418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47		\$26	\$22					
	418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38		\$21	\$18					
	418376	One Bin Tray BN3130	\$589	49%	\$301							\$14		\$8	\$7					
	418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31		\$17	\$14					
Changed	418819	IM 2500	\$8,239	38%	\$5,108							\$239		\$132	\$111					
	418825	IM 3500	\$12,319	54%	\$5,623							\$263		\$145	\$122					
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23		\$13	\$11					
	417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11		\$6	\$5					
	418889	PostScript3 Unit Type M45	\$659	40%	\$395							\$18	\$12	\$10	\$9					
	413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231							\$11		\$6	\$5					
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8			\$4					
	418893	Smart Card Reader Build-in Unit Type M45	\$125	40%	\$75							\$4			\$2					.
	MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2			\$1		1			
	418871	Fax Option Type M45	\$1,569	40%	\$941							\$44		\$24	\$20		+ +			-
	418337	Finisher SR3260	\$1,945	49%	\$993							\$46		\$26	\$22					
	418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88		\$49	\$41					
	418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24		\$13	\$11					
	418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24		\$13	\$11					
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2		\$1	\$1					
	418376	One Bin Tray BN3130	\$589	49%	\$301							\$14								
	418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97		\$53	\$45					
	418345	Bridge Unit BU3090	\$229	49%	\$117							\$5			\$3					
	100478FNG	Cabinet Type F	\$275	52%	\$132							\$6			\$3					
	418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38		\$21	\$18					
	418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6						
	418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47		\$26	\$22					
	418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47		\$26	\$22					
	418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38		\$21	\$18					
	418227	IM C4500	\$19,865	57%	\$8,615							\$403		\$222	\$187					
	418228	IM C6000	\$24,219	55%	\$10,857							\$508		\$280	\$236					
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23		\$13	\$11					
	418535	IPDS Unit Type M37	\$1,815	40%	\$1,089							\$51		\$28	\$24					
	418408	POSTSCRIPT3 UNIT TYPE M37	\$649	51%	\$318							\$15		\$8	\$7					
	417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	<u> </u>	\$6	\$5					
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8			\$4					
	418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9								
	418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3			\$1		1			ļ
	418410	VM CARD Type M37	\$55	40%	\$33							\$2			\$1					
	MX418397RA	Memory Unit Type M37 4GB	\$469	49%	\$239							\$11		\$6						
	MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2			\$1					
	418600	Fax Option Type M37	\$1,425	49%	\$726							\$34		\$19	\$16					
	418337	Finisher SR3260	\$1,945	49%	\$993							\$46		\$26	\$22					
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2			\$1					
	418385	Finisher SR3280	\$3,649	49%	\$1,863							\$87		\$48	\$40					
	418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88		\$49	\$41					
	418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24		\$13	\$11	·				
	418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24		\$13	\$11					
	418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7					
	418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45					
	100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					

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

Name of Off	eror:	UBEO LLC	1																	
	,	RICOH	4			MAINTANAI	NCE AND SU	IPPLIES INC	LUDED (less p	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3					
	418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18					
	418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5					
	418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
	418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
	418349	Paper Feed Unit PB3280 (550 x 2)	\$1,815	54%	\$833							\$39	\$26	\$21	\$18					
	404602	Auto Trap Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	418433	Color Controller E-25C	\$6,909	49%	\$3,543							\$166	\$110	\$91	\$77					
	007183MIU	EFI Productivity Pack for Fiery E22b E22c	\$5,000	21%	\$3,933							\$184	\$123	\$101	\$85					
	404600	Hot Folders Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	404601	Spot On Type FS100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$128	\$85	\$70	\$59					
	45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
	418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14					
Changed	418292	IM C3000	\$13,959	48%	\$7,259							\$340	\$226	\$187	\$157					
	418300	IM C3500	\$16,675	52%	\$8,001							\$374	\$249	\$206	\$174					
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
	418535	IPDS Unit Type M37	\$1,815	40%	\$1,089							\$51	\$34	\$28	\$24					
	418408	POSTSCRIPT3 UNIT TYPE M37	\$649	51%	\$318							\$15	\$10	\$8	\$7					
	417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
	418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9	\$6	\$5	\$4					
	418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3	\$2	\$2	\$1					
	418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
	MX418397RA	Memory Unit Type M37 4GB	\$469	49%	\$239							\$11	\$7	\$6	\$5					
	MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1					
	418600	Fax Option Type M37	\$1,425	49%	\$726							\$34	\$23	\$19	\$16					
	418337	Finisher SR3260	\$1,945	49%	\$993							\$46	\$31	\$26	\$22					
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
	418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88	\$59	\$49	\$41					
	418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
	418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
	418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7					
	418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45					
	418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4		\$3					
	100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4							
	418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18					
	418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5					
	418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47	\$31	\$26						
	418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
	418349	Paper Feed Unit PB3280 (550 x 2)	\$1,815	54%	\$833							\$39	\$26	\$21	\$18					
	404602	Auto Trap Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	418433	Color Controller E-25C	\$6,909	49%	\$3,543							\$166	\$110	\$91	\$77					
	007183MIU	EFI Productivity Pack for Fiery E22b E22c	\$5,000	21%	\$3,933							\$184	\$123	\$101	\$85					
	404600	Hot Folders Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	404601	Spot On Type FS100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$128	\$85	\$70	\$59					
	45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
	418284	IM C2500	\$10,265	49%	\$5,215							\$244	\$163	\$134	\$113					
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11			_		

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

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		Manufacturer (MFG) Name of Product				Month to	24 Month	36 Month	48 Month	60 Month	Month to	24 Month	36 Month	48 Month	60 Month	·		Monthly	Manthh	
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month Rental Agreement Rate	Lease Agreement Rate	Lease	Lease Agreement Rate	Lease Agreement Rate	Month Rental Agreement Rate	Lease	Lease Agreement Rate	Lease	Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenand (Cost Per Copy)
	418408	POSTSCRIPT3 UNIT TYPE M37	\$649	51%	\$318	rtato					rtato	\$15	\$10	\$8	\$7	7		100 01 110		
	417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5	5				
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4	1				
	418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3	\$2	\$2	\$1	1				
	418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9	\$6	\$5	\$4	1				
	418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$^	1				
	MX418397RA	Memory Unit Type M37 4GB	\$469	49%	\$239							\$11	\$7	\$6	\$5	5				
	MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1	1				
	418600	Fax Option Type M37	\$1,425	49%	\$726							\$34	\$23	\$19	\$16	3				
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1	1				
	418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11	1				
	418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11	1				
	418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18	3				
	100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3	3				
	418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7	7				
	418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5	5				
	418378	Internal Finisher SR3250	\$1,605		\$820							\$38	\$26			3				
	418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65							
	418345	Bridge Unit BU3090	\$229		\$117		1	1				\$5								1
		IM C6500	\$41,555		\$20,778		1	1				\$972	\$648							1
		IM C8000	\$53,039		\$23,868							\$1,117	\$744							
	418192	PostScript3 Unit Type M42	\$695	40%	\$417							\$20	\$13							
	418198	IPDS Unit Type M42	\$1,925		\$1,155							\$54				5				
	417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7			5				
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15			1				
	417430	OCR UNIT TYPE M13	\$385		\$231		-	-				\$11	\$7							+
	418410	VM CARD Type M37	\$55		\$33		-	-				\$2				1				+
	417595	Smart Card Reader Built-in Unit Type M19	\$119	40%	\$71		-	-				\$3								+
	006429MIU	ESP XG-PCS-20D	\$350	40%	\$210		-	-				\$10	\$7			1				+
	007138MIU	20 amp power filter	\$365		\$219		-	-				\$10	\$7							-
	418209	Fax Option Type M42	\$1,639	40%	\$983		1	1				\$46	\$31							1
	417695	Fax Memory Unit Type M26 64MB	\$229	40%	\$137		1	1				\$6								1
	417883	A3/11x17 Tray Unit Type M2	\$2,155		\$1,293		1	1				\$60								+
	416633	Mail Box CS4010	\$3,135		\$1,881							\$88	\$59			1				+
	417111	Optional Counter Interface Unit Type M12	\$3,133		\$53			1				\$2				1				+
	416642	Tab Sheet Holder Type M2	\$79		\$47							\$2								+
	418204	LCIT RT4070	\$7,095	40%	\$4,257							\$199	\$133							+
	418190	LCIT RT4070	\$3,415		\$2,049			1				\$96	\$133 \$64							+
	418189		\$5,413	40%	\$3,011							\$141	\$94			-				+
	418189	Cover Interposer Tray CI4050 Output Jogger Unit Type M25	\$5,019 \$515		\$3,011		+	1				\$141				7		1		1
	417630	Cooling Fan Unit Type M26	\$725		\$309 \$435		-					\$14	\$10					1		+
	417677	Finisher SR4150	\$4,355		\$2,613		+	1				\$20 \$122	\$14			7		1		1
	418178	Booklet Finisher SR4160	\$4,355 \$7,245		\$2,613		+	1				\$122	\$81 \$136		\$57			1		+
	418180 418332		\$1,099	40%	\$4,34 <i>7</i> \$659		-	-				\$203 \$31	\$136 \$21			1	1	1		-
		Punch Unit PU3090 NA					-					\$31	\$21 \$149			† 		1		+
	418183 418184	Finisher SR4140	\$7,945 \$245		\$4,767 \$147		<u> </u>	-				\$223 \$7	\$149 \$5					1		1
	418184 418187	Copy Tray Type M42		40%			<u> </u>	-					\$5 \$133		\$92			1		-
		Multi-Folding Unit FD4010	\$7,085		\$4,251		-	-				\$199					1	1		+
	418185 418201	Multi-Folding Unit FD4020 Punch Unit PU 5050 NA	\$12,665 \$1,085	40% 40%	\$7,599 \$651			 				\$355 \$30	\$237 \$20	\$196 \$17	\$165 \$14	7] (1	1	1		1
	41×701	PUNCO LIDIT PULSUSU NA	 %1 085 	40%	S651											11		•		1

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

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

UBEO LLC Name of Offeror: RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 48 Month **60 Month** Monthly 36 Month Base Month Month Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor, MFG # or Vendor Product # **MSRP** % From Rental Supplies Included (Cost Per Optional Components, Add-ons and Price MSRP greemen Copy) Accessories Rate Rate Per Month Support Rate Rate Rate Rate Rate Rate Rate Rate "Yes or No 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 408097 PostScript3 Unit Type P13 \$455 33% \$307 \$10 \$14 \$7 408076 IPDS UNIT TYPE P13 \$845 40% \$507 \$24 \$16 \$13 \$11 408100 VM CARD TYPE P13 \$219 54% \$100 \$5 \$3 \$3 \$2 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 MX408078RA HDD Option Type P13 \$559 65% \$196 \$9 \$6 \$5 \$4 54% \$30 \$25 \$21 408116 LCIT PB3260 \$2,105 \$961 \$45 \$33 416548 LCIT RT3030 \$2,105 50% \$1,058 \$49 \$27 \$23 32% \$48 \$32 \$27 \$22 407964 Attention Light AL3000 \$1.519 \$1.031 100478FNG Cabinet Type F \$275 52% \$132 \$6 \$4 \$3 \$3 \$25 408112 Paper Feed Unit PB3240 \$1,815 56% \$795 \$37 \$20 \$17 416612 Punch Unit PU3060 NA \$1,085 51% \$533 \$25 \$17 \$14 \$12 \$12 416609 Punch Unit PU3050 NA \$1,079 51% \$531 \$25 \$17 \$14 417587 Bridge Unit BU3070 \$229 50% \$115 \$5 \$4 \$3 \$2 417483 \$1.945 50% \$973 \$46 \$30 \$25 \$21 Finisher SR3210 417487 Finisher SR3230 \$3.649 50% \$1,823 \$85 \$57 \$47 \$40 \$7 417630 Output Jogger Unit Type M25 \$515 40% \$309 \$14 \$10 \$8 408105 SP C840DN \$4,275 17% \$3,555 \$166 \$111 \$92 \$77 417493 IEEE 802.11a/g/n Interface Unit Type M19 \$815 40% \$489 \$23 \$15 \$13 \$11 407866 \$135 33% \$91 \$3 \$2 VM Card Type P8 \$4 \$2 408093 POSTSCRIPT3 UNIT TYPE P11 \$649 53% \$304 \$14 \$9 \$7 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 MX408386RA HDD Option Type P11 \$235 32% \$160 \$7 \$5 \$4 \$3 \$30 \$25 \$21 \$2,105 54% \$961 \$45 408116 LCIT PB3260 50% \$33 \$27 \$23 416548 LCIT RT3030 \$2,105 \$1.058 \$49 \$63 \$44 417484 Booklet Finisher SR3220 (1,000-sheet) \$4,065 50% \$2,030 \$95 \$52 407964 Attention Light AL3000 \$1,519 32% \$1,03 \$48 \$32 \$27 \$22 408047 HDD Option Type P11 \$235 32% \$159 \$7 \$5 \$4 \$3 \$835 \$12 \$10 \$8 408114 Paper Feed Unit PB3250 (550 x 1) 55% \$379 \$18 52742 Caster Table Type M3 \$270 40% \$162 \$8 \$5 \$4 \$4 100478FNG Cabinet Type F \$275 52% \$132 \$6 \$4 \$3 \$3 \$25 \$20 \$17 408112 \$1.815 56% \$795 \$37 Paper Feed Unit PB3240 416612 Punch Unit PU3060 NA \$1,085 51% \$533 \$25 \$17 \$14 \$12 51% \$17 \$14 \$12 416609 Punch Unit PU3050 NA \$1,079 \$531 \$25 417587 Bridge Unit BU3070 \$229 50% \$115 \$5 \$4 \$3 \$2 417483 Finisher SR3210 \$1.945 50% \$973 \$46 \$30 \$25 \$21 417487 Finisher SR3230 \$3,649 50% \$1,823 \$8 \$57 \$47 \$40 417630 Output Jogger Unit Type M25 \$515 40% \$309 \$14 \$10 \$8 \$7 \$67 418458 IM 550F \$3.849 20% \$3.079 \$144 \$96 \$79 418465 IM 600SRF \$5,375 20% \$4,300 \$201 \$134 \$111 \$93 407863 \$539 32% \$364 \$17 \$11 \$8 IEEE 802.11 Interface Unit Type M24 \$0 \$469 40% \$281 \$9 \$6 418519 POSTSCRIPT3 UNIT TYPE M40 \$13 \$7 417430 OCR UNIT TYPE M13 \$385 40% \$231 \$11 \$7 \$6 \$5 \$15 \$12 \$10 418516 IPDS UNIT TYPE M40 \$799 40% \$479 \$22 418410 VM CARD Type M37 \$55 40% \$33 \$1 \$1 \$2 \$1 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 ESPS1 ESP S1 Power Filter \$30 3% \$29 \$1 \$1 \$1 \$1 MX417518RA FAX Memory Unit Type M19 64MB \$105 56% \$46 \$2 \$1 \$1 \$1 417111 \$89 40% \$53 \$2 \$1 Optional Counter Interface Unit Type M12 \$2 \$1 \$345 \$307 \$10 \$7 418475 Paper Feed Unit PB1160 11% \$14 \$8

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

Name of Off	feror:	UBEO LLC	1																	
inamic or on		RICOH	1			ΜΔΙΝΤΔΝΔΝ	ICE AND SI	IDDI IES INC	LUDED (less p	nanerl	NO MAINTE	NANCE OR	SUPPLIES II	ICI LIDED		Monthly Fees				٦
						Month to					Month to					Monthly rees		Monthly		
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease t Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	52652	Tall Cabinet Type U	\$265	40%	\$159							\$7	7 \$5	\$4	\$3					
	52642	Medium Cabinet Type T	\$255	40%	\$153							\$7	7 \$5	\$4	\$3					
	22633	Caster Table Type Z	\$309	40%	\$185							\$9	\$6	\$5	\$4					
	418485	IM 350F	\$3,425	50%	\$1,720							\$80	\$54	\$44	\$37					
	418490	IM 430F	\$3,659	50%	\$1,828							\$86	\$ \$57	\$47	\$40					
	417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
	407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$364							\$17	7 \$11	\$9	\$8					
	418070	PostScript3 Unit Type M34	\$469	33%	\$315							\$15	5 \$10	\$8	\$7					
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	3 \$5	\$4	\$4					
	ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	1 \$1	\$1	\$1					
	417111	Optional Counter Interface Unit Type M12	\$89		\$53							\$2								
	418080	Paper Feed Unit PB1110 (1x250 Sheets)	\$259	14%	\$223							\$10								
	418081	Paper Feed Unit PB1120 (1x500 Sheet)	\$415	17%	\$344							\$16								
	418143	Caster Table Type M34	\$365	30%	\$257							\$12								
	418219	Paper Feed Unit PB1110 TL 250 Sheets	\$385	22%	\$300							\$14								
	418218	Paper Feed Unit PB 1120TL 500 Sheets	\$485	22%	\$378							\$18						1		1
	418093	Offline Stapler Type M34	\$219	32%	\$148							\$7								
	52005	Medium Cabinet Type P	\$215	42%	\$124							\$6								
	52006	Tall Cabinet Type Q	\$245	44%	\$137							\$6								
	418562	IM C400F	\$5,365		\$3,219							\$151								
	418574	IM C400SRF	\$6,135		\$3,681							\$172						1		1
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23								
	417428	OCR Unit Type M13	\$369	40%	\$221							\$10								
	418579	PostScript3 Unit Type M41	\$689	40%	\$413							\$19								
	417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11						1		1
	418581	POSTSCRIPT3 UNIT TYPE M41	\$689	40%	\$413							\$19								
	ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$13						1		1
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8						1		1
	418410	VM CARD Type M37	\$55		\$33							\$2								
	418584	1 Bin Tray BN1040	\$319	40%	\$191							\$9								
	52780	Caster Table Type Y	\$449	40%	\$269							\$13								
	52780	**	\$309	40%	\$269 \$185							\$13								
	52790 52800	Low Cabinet Type V Medium Cabinet Type W	\$309 \$319	40%	\$185 \$191							\$9								
		,,			\$191							\$20								-
	418583	Paper Feed Unit PB1170	\$695 \$345	40% 40%	\$207							\$10						-		
	52810 418569	Tall Cabinet Type X IM C300F	\$345 \$5,049		\$207 \$3,029							\$10 \$142								+
	417493		\$5,049 \$815	40%	\$3,029 \$489							\$142					-	+		+
	417493	IEEE 802.11a/g/n Interface Unit Type M19 OCR Unit Type M13	\$369	40%	\$489 \$221							\$23 \$10					-	+		+
	417428	· ·		40%								\$10								1
		PostScript3 Unit Type M41	\$689 \$385		\$413 \$231															1
	417430	OCR UNIT TYPE M13		40%								\$11								1
	418581	POSTSCRIPT3 UNIT TYPE M41	\$689	40%	\$413							\$19								1
	ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1								1
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8								
	418410	VM CARD Type M37	\$55		\$33							\$2								1
	418584	1 Bin Tray BN1040	\$319	40%	\$191							\$9								
	52780	Caster Table Type Y	\$449		\$269							\$13								
	52790	Low Cabinet Type V	\$309	40%	\$185							\$9								
	52800	Medium Cabinet Type W	\$319	40%	\$191							\$9								
	418583	Paper Feed Unit PB1170	\$695	40%	\$417							\$20								
	52810	Tall Cabinet Type X	\$345	40%	\$207			ĺ			l	\$10	\$6	\$5	\$4					

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

Name of Off	eror:	UBEO LLC																		
		RICOH				MAINTANAN	ICE AND SU	IPPLIES INC	LUDED (less p	aner)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				
		_				Month to			` '	· ·	Month to							Monthly		
		Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description		Discount	PSA Purchase	Month	24 Month Lease	36 Month Lease	48 Month Lease	60 Month Lease	Month	24 Month Lease	36 Month Lease	48 Month Lease	60 Month Lease	Base Allowance	Overage Rate	Consumables /	Monthly Labor,	Maintenance
	MFG # or Vendor Product #	Optional Components, Add-ons and	MSRP	% From MSRP	Price	Rental	Agreement	Agreement	Agreement	Agreement	Rental	Agreement		Agreement	Agreement	Impressions		Supplies Included	Service,	(Cost Per
		Accessories		MORP		Agreement Rate	Rate	Rate	Rate	Rate	Agreement Rate	Rate	Rate	Rate	Rate	Per Month		"Yes or No"	Support	Copy)
	408301	P C600	\$1,649	10%	\$1,484							\$69	\$46	\$38	\$32					
	407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$367							\$17	\$11	\$9						
	408307	PostScript3 Unit Type P17	\$479	22%	\$374							\$17		\$10	\$8					
	MX408384RA	Hard Disk Drive Option Type P17	\$245	3%	\$238							\$11								
	408309	POSTSCRIPT3 UNIT TYPE P17	\$479	22%	\$374							\$17		\$10	\$8					
	ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1		\$1	\$1					
	408300	Paper Feed Unit PB1150	\$545	22%	\$425							\$20		\$11	\$9					
	52700	Low Cabinet Type R	\$149	22%	\$116							\$5			\$3					
	52710	Tall Cabinet Type S	\$195	22%	\$152							\$7			\$3					
	417289	MP W6700SP	\$24,205	44%	\$13,439							\$629								
	417301	SD Card	\$85	52%	\$41							\$2		\$1	\$1					
	417300	Browser Unit Type M14	\$85	52%	\$41							\$2			\$1					
	416572	IEEE 802.11a/g/n Interface Unit Type M2	\$885	50%	\$440							\$21			\$10		1			
	415873	PrintCopy Tool	\$2,538	22%	\$1,980							\$93		\$51	\$43		1			
	416604	OCR Unit Type M2	\$375	51%	\$184							\$9								
	410844	Roll Holder Type A	\$179	43%	\$102							\$5								
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2			\$1					
	413717	Original Hanger	\$449	41%	\$263							\$12			\$6					
	406305	MultiStacker Type 7140	\$2,219	48%	\$1,144							\$54		\$29	\$25					
	410842	Original/Copy Catch Tray	\$795	38%	\$489							\$23		\$13	\$11					
	404830	MP CW2201SP	\$15,955	45%	\$8,797							\$412	\$274	\$227	\$191					
	404858	NFC Card Reader	\$369 \$369	50%	\$184 \$221							\$9 \$10								
	417428	OCR Unit Type M13		40% 40%	\$221 \$489							\$10 \$23		\$6						
	417493 415873	IEEE 802.11a/g/n Interface Unit Type M19 PrintCopy Tool	\$815 \$2.538	22%	\$489 \$1.980							\$23 \$93		\$13 \$51	\$11 \$43					
	415873 404836	MP CW2201 B unit	\$2,538 \$1,565	49%	\$1,980							\$93		\$20						
	404833	2nd Roll Option	\$2,455	49%	\$1,254							\$57 \$59		\$32			1			
	404834	Roll Holder Unit Type M3	\$2,433 \$149	50%	\$1,234							\$39 \$4		\$32	\$27 \$2		1			
	404835	File Format Converter	\$739	49%	\$377							\$18		Ψ <u>2</u> \$10	\$8					
	409236	Pro 8300s	\$51,699	60%	\$20,680							\$967			\$449					
	409326	PostScript Unit Type S11	\$2,879	40%	\$1,727							\$81	1	\$45						
	417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23		\$13	\$11					
	409328	PostScript3 Unit Type S11	\$2,879	40%	\$1.727							\$81		\$45	\$37					
	409334	IPDS Unit Type S11	\$8,799	40%	\$5,279							\$247	\$165	\$136	\$115		†			
	007138MIU	20 amp power filter	\$365	40%	\$220							\$10					†			
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8			\$4		1			
	MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72		\$40						
	MXARHDPPRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33		\$18			1			
	407964	Attention Light AL3000	\$1,519	32%	\$1,031							\$48		\$27	\$22		1			
	409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45		1			
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
	409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95	\$63	\$52	\$44					
	409000	ADF Double- Feed Detection Kit	\$495	49%	\$251							\$12	\$8	\$6	\$5					
	404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5					
	409047	NFC Card Reader Type S6	\$375	50%	\$188							\$9		\$5						
	409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87					
	409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142					
	409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170					
	404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40					

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

Name of Off	eror:	UBEO LLC																		
		RICOH				MAINTANA	NCE AND SU	JPPLIES INC	LUDED (less p	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	NCLUDED		Monthly Fees	i			
		Manufacturer (MFG) Name of Product				Month to	24 Month	36 Month	48 Month	60 Month	Month to	24 Month	36 Month	48 Month	60 Month	Base		Monthly	Monthly	
	MFG # or Vendor Product #	Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month Rental Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Month Rental Agreement Rate	Lease Agreement Rate	Lease	Lease Agreement Rate	Lease Agreement Rate	Allowance Impressions Per Month	Overage Rate Per Page	Consumables / Supplies Included "Yes or No"	Labor, Service, Support	Maintenance (Cost Per Copy)
	409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115	Nate					Nate	\$52	\$35	\$29	\$24			Tes of No		
	409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45								
	409096	Multi Bypass Attachment Kit for Vacuum Feed L	\$619	50%	\$307							\$14	\$10							
	409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12					
	409338	A3/11"x17" Tray Kit TK5020	\$2,025	40%	\$1,215							\$57	\$38	\$31	\$26					
	409264	Printer Controller EB-35	\$14,199	40%	\$8,519							\$399	\$266	\$219	\$185					
	404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42					
	45181852	NX Station ONE	\$1,855	3%	\$1,799							\$84	\$56	\$46	\$39					
	45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81	\$54	\$45	\$38					
	45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
	409235	Finisher SR5090	\$6,159	40%	\$3,695							\$173	\$115	\$95	\$80					
	409234	Finisher SR5100	\$10,449	40%	\$6,269							\$293	\$195	\$162	\$136					
	417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14			\$7					
	418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31			\$14					
	409253	Shift Sort Tray SH5000	\$1,665		\$999							\$47								
	409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68								
	409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96						
	409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8								
	404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302								
	409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295								
	409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350		\$244					
	409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39								
	409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472								
	404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155							\$7			\$3					
	409240	Pro 8320	\$70,949		\$39,022							\$1,825		. ,						
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815		\$489							\$23								
	409331	PostScript3 Unit Type S12	\$2,879	40%	\$1,727							\$81								
	409334	IPDS Unit Type S11	\$8,799		\$5,279							\$247								
	007138MIU	20 amp power filter	\$365	40%	\$220							\$10								
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8		,						
	MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72								
	MXARHDPPRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33								
	409355	TCRU/ORU Type S11 (Set A)	\$3,465		\$2,079							\$97								
	409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95								
	404882 409047	Media Identification Unit Type S3	\$439	50%	\$219							\$10 \$9								
		NFC Card Reader Type S6	\$375	50%	\$188			1												
	409256 409117	LCIT RT5130	\$6,675 \$11,975	40% 45%	\$4,005 \$6,564							\$187 \$307	7 \$125 7 \$205		\$87 \$142					
		LCIT RT5110		45%	\$7,832							\$307	\$205							
	409082 404652	Vacuum Feed LCIT RT5120 Bridge Unit BU5010	\$15,459 \$3,595	49%	\$7,832 \$1,838							\$366								
	404652	ů	,	49%								\$52								
		Vacuum Feed Banner Sheet Tray Type S9	\$2,149 \$1,619	48%	\$1,115 \$958							\$45								
	409090 409096	Multi Bypass Tray BY5020	\$1,619 \$619	50%	\$958 \$307		-	-				\$45 \$14					+	-		
		Multi Bypass Attachment Kit for Vacuum Feed L Multi Bypass Banner Sheet Tray Type S9					-	-			-	\$14		<u> </u>			+			+
	409099 409338	A3/11"x17" Tray Kit TK5020	\$1,209 \$2,025	40%	\$551 \$1,215		-	-	-		}	\$26			\$12 \$26		+	-		
	409264	Printer Controller EB-35	\$14,199	40%	\$8,519		-	-				\$399					+			
	409493	EB-35 OS LTSC Upgrade Kit	\$14,199	40%	\$1,079		1	1			1	\$50					+			+
	404827	Fiery Image Viewer B/W	\$1,799	22%	\$1,079		+	+			1	\$90					 			+
	45202146	EFI ES-3000	\$1,440		\$1,123		 	 			-	\$53					 			
	45181852	NX Station ONE	\$1,855		\$1,799		 	 			 	\$84					 			
	42101032	TAX STREET OF THE	ψ1,033	3 /0	φ1,199		<u> </u>	<u> </u>	1		1	φ04	φυο	φ40	φυθ		1			1

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

Name of Off	feror:	UBEO LLC	1																	
	·	RICOH	4			MAINTANA	NCE AND SU	JPPLIES INC	LUDED (less i	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				1
						Month to	24 Month	36 Month	48 Month		Month to	24 Month	36 Month	48 Month	60 Month			Monthly	Mandala	
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description	MSRP	Discount % From	PSA Purchase	Month Rental	Lease	Lease	Lease	60 Month Lease	Month Rental	Lease	Lease	Lease	Lease	Base Allowance	Overage Rate	Consumables / Supplies	Monthly Labor,	Maintenance (Cost Per
	WIFG # OF VEHICOT FTOCUCE #	Optional Components, Add-ons and	MORP	MSRP	Price	Agreement	Agreement	Agreement	Agreement	Agreement	Agreement	Agreement		Agreement	Agreement	Impressions	Per Page	Included	Service,	Copy)
		Accessories				Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Per Month		"Yes or No"	Support	
	45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81		\$45	\$38					
	45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146		\$101					
	409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68		\$37	\$31					
	409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522					
	409262	Buffer Pass Unit Type S11	\$8,989	40%	\$5,393							\$252	\$168	\$139	\$117					
	404542	Perfect Binder GB5010	\$51,779	22%	\$40,365							\$1,888	\$1,259	\$1,040	\$876					
	404544	Transit Pass Unit for Perfect Binder Type S1	\$2,755	22%	\$2,149							\$101	\$67	\$55	\$47					
	404545	Cover Interposer Tray for Perfect Binder Type S	\$2,455	22%	\$1,912							\$89		\$49	\$41					
	409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81					
	409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8			\$4					
	404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302		\$166	\$140					
	409260	Ring Binder RB5030	\$34,889	40%	\$20,933							\$979	\$653	\$539	\$454		1			
	409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395						ļ	\$486		\$268	\$226		1			
	404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22		\$12	\$10					
	409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295		\$163	\$137					
	409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244					
	409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39		\$22	\$18					
	409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472		\$260	\$219					
	404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$156							\$7			\$3					
	409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193			\$89					
	404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85		\$47	\$40					
	409358	Plockmatic PBM350e	\$23,649	40%	\$14,189							\$664		\$366	\$308					
	404716	Plockmatic Production Booklet Maker upgrade		30%	\$14,139							\$661	\$441	\$364	\$307					
	404718	Plockmatic Production Booklet Maker Trim Mod	\$14,965	29%	\$10,564							\$494		\$272	\$229					
	404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216					
	404720	Plockmatic Production Booklet Maker Cover Fe		27%	\$4,473							\$209	\$139	\$115	\$97					
	12205110	Plockmatic RCTe	\$48,949	40%	\$29,369							\$1,374		\$757	\$637					
	409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143	\$96	\$79	\$66					
	409232	MPS-PBM COMMUNICATION SPLITTER	\$835	40%	\$501							\$23			\$11					
	409233	MPS RAIL UNIT	\$585	40%	\$351							\$16		\$9						
	404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540		\$297	\$250					
	404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32		\$17	\$15					
	404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349		\$678							\$32		\$17	\$15					
	404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30		\$17	\$14					
	404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31		\$17	\$14					
	404765	DIE RICOH VB LTR	\$1,485		\$750							\$35		\$19						
	404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678 \$750							\$32 \$35		\$17	\$15 \$16					
	404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Di	\$1,485											\$19						
	409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93		\$51	\$43					
	409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148							\$54			\$25					
	409059 404771	GBC ComBind 19H HD	\$4,515 \$3,269	51% 50%	\$2,208						-	\$103 \$77		\$57 \$42	\$48 \$35		 			-
		GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 4	\$3,269 \$905	22%	\$1,635 \$706						-	\$77		\$42 \$18	\$35 \$15		 			-
	404772	Die Stream Wire Round					-	-			 	\$33 \$33			\$15 \$15		+ +			
	404770	Die Stream Wire Square	\$905	22%	\$706		-	-			 			\$18			+ +			
	409221	GBC Streamwire	\$41,055	22%	\$32,023		-	1			ļ	\$1,498		\$825	\$695		 			1
	409238	Pro 8320s	\$76,999		\$46,199		-	-			 	\$2,161			\$1,002		+ +			
	409326	PostScript Unit Type S11	\$2,879	40%	\$1,727							\$81		\$45	\$37		 			
	417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7		\$5 044		 			
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23			\$11 \$27		 			
	409328	PostScript3 Unit Type S11	\$2,879	40%	\$1,727			l			<u> </u>	\$81	\$54	\$45	\$37					l

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

Name of Offe	eror:	UBEO LLC																		_
	•	RICOH	='			MAINTANA	NCE AND S	JPPLIES INC	LUDED (less)	oaper)	NO MAINTE	NANCE OR S	UPPLIES II	NCLUDED		Monthly Fees				
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	409334	IPDS Unit Type S11	\$8,799	40%	\$5,279							\$247	\$165	\$136	\$115	5				
	007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5	5				
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4	l I				
	MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33	3				
	MXARHDPPRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15	5				
	409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45	5				
	409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95	\$63	\$52	\$44	ı				
	409000	ADF Double- Feed Detection Kit	\$495	49%	\$251							\$12	\$8			5				
	404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7			<u> </u>				
	409047	NFC Card Reader Type S6	\$375	50%	\$188							\$9	\$6							
	417111	Optional Counter Interface Unit Type M12	\$89		\$53							\$2	\$2			1				
	409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125			 				
	409236	LCIT RT5130	\$11,975		\$6,564				 			\$307	\$205							†
	409117	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$203	1	\$170					1
	404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57							
	404652	Ť	\$3,595	49%	\$1,030							\$52	\$37 \$35			<u>'</u>				
		Vacuum Feed Banner Sheet Tray Type S9														1				
	409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30							
	409096	Multi Bypass Attachment Kit for Vacuum Feed L	\$619	50%	\$307							\$14	\$10			1				
	409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17			2				
	409338	A3/11"x17" Tray Kit TK5020	\$2,025	40%	\$1,215							\$57	\$38			8				
	409264	Printer Controller EB-35	\$14,199	40%	\$8,519							\$399	\$266		\$185	5				
	409493	EB-35 OS LTSC Upgrade Kit	\$1,799		\$1,079							\$50	\$34			3				
	404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42	2				
	45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35			Į.				
	45181852	NX Station ONE	\$1,855	3%	\$1,799							\$84	\$56	\$46	\$39	9				
	45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81	\$54	\$45	\$38	3				
	45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
	409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522	2				
	409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68	\$45	\$37	\$31					
	409262	Buffer Pass Unit Type S11	\$8,989	40%	\$5,393							\$252	\$168	\$139	\$117	,				
	404542	Perfect Binder GB5010	\$51,779	22%	\$40,365							\$1,888	\$1,259		\$876	5				
	404544	Transit Pass Unit for Perfect Binder Type S1	\$2,755	22%	\$2,149							\$101	\$67			,				
	404545	Cover Interposer Tray for Perfect Binder Type S	\$2,455		\$1,912							\$89	\$60							
	409258	Cover Interposer Tray 161 Terrect Billider Type 3	\$6,225	40%	\$3,735		1					\$175	\$116			 				†
	409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5							†
	404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201							
	409260	Ring Binder RB5030	\$34,889	40%	\$20,933							\$979	\$653	1	\$454					
	409260	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324		\$226					†
	404218	Roll-Away Cart Type 5010	\$785	49%	\$472				+			\$22	\$15	1	\$10	1			1	1
	404218	Finisher SR5110	\$10,515	40%	\$6,309							\$22 \$295	\$197			,				1
	409249 409250	Finisher SR5110 Finisher SR5120	\$10,515	40%	\$6,309 \$11,231				 			\$295 \$525	\$197		\$137 \$244	 				-
																1				-
	409268	Punch Unit PU5030 NA	\$1,395	40%	\$837		1	1	 		1	\$39	\$26			9				ļ
	409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315		\$219	1				1
	404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155				ļ			\$7	\$5			1				ļ
	409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193	\$128			9				ļ
	404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85	\$57)				ļ
	P450-010	10FT CBL NULL MODEM GOLD DB9 F F	\$11	22%	\$9							\$1	\$1							
	409358	Plockmatic PBM350e	\$23,649	40%	\$14,189							\$664	\$442	1		3				
	404716	Plockmatic Production Booklet Maker upgrade l			\$14,139							\$661	\$441			'				
	404718	Plockmatic Production Booklet Maker Trim Moo	\$14,965	29%	\$10,564							\$494	\$329	\$272	\$229	9				

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

RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) Month to Month to Month to Month to Ontional Components Addons and On	Name of Off	eror:	UBEO LLC	1																
### Comment of the Comment of Management of Product of Wilson Comment of Management of							MAINTANA	NCE AND SI	JPPLIES INC	LUDED (less	naper)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees			1
### A ref whether whet																	-	Monthly		
40-773 Polsowate Production State Mark More For 15 10 27 10 10 17 17 17 17 17 1		MFG # or Vendor Product #	Multifunction Device (MFD) Item Description Optional Components, Add-ons and	MSRP	% From		Month Rental Agreement	Lease Agreement	Lease Agreement	Lease Agreement	Lease Agreement	Month Rental Agreement	Lease Agreement	Lease Agreement	Lease Agreement	Lease Agreement	Allowance Impressions	Consumables / Supplies Included	Labor, Service,	Maintenance (Cost Per Copy)
173705110 Price-mark RPG		404719	Plockmatic Production Booklet Maker Book Fol	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216				
March Marc		404720	Plockmatic Production Booklet Maker Cover Fe	\$6,105	27%	\$4,473							\$209	\$139	\$115	\$97				
## ## ## ## ## ## ## #		12205110	Plockmatic RCTe	\$48,949	40%	\$29,369							\$1,374	\$916	\$757					
### MATERIAL DIATE \$500 40% \$11.00 \$1.		409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143							
MODIFIED		404722	Plockmatic Production Booklet Maker Belt Stack	\$4,895		\$3,584							\$168							
404799 Oil RICON WS Source 32-34H Workshor Dis 51,348 50% 5978 512 527 517 518		409233	MPS RAIL UNIT	\$585	40%	\$351														
407767 DE RECOF MEXICAL PROPERTIES 51,98 599 5978 502 521 517 518			STREAMPUNCH ULTRA 115V RICOH																	
404767		404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349																
404700 DE RICCH 910LE \$1205 50% \$000 \$330 \$20 \$311 \$14 \$4049 \$700 \$350 \$20 \$310 \$40400 \$40400		404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32		\$17					
404765 DR ROCH VB LTM																				
Add/15 Die RECOLD 4-7 FOLE \$1,449 60% 8570 8570 8580 8590 85		404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31		\$17	\$14				
A00777 DEF INCHICA Round 93-PM 277 Color Cold D \$14.85 49% \$750 \$19.80 \$39 \$40 \$35 \$40 \$40 \$40 \$40 \$15 \$19.80 \$19.80 \$39 \$40 \$35 \$40			DIE RICOH VB LTR																	
409577 GBC Coll Find 44/10 \$4.016 \$51% \$1.988 \$51 \$40 \$52 \$52 \$53 \$53 \$53 \$54 \$55 \$56 \$5																				
400908 GBC 3 hole 8mm HD																				
Hardward																				
404771 GIS.STREAMPUNCH LUTRA DIE LA COLI DIE LA CO			GBC 3 Hole 8mm HD																	
A04777																				
Mode March																				
A09221 GRC Streamwire																				
Mail																				
Main																				
### ### ##############################																				
A17428													. , .							
Al19192																				
A			**																	
O07138MIU 20 amp power filter \$365 40% \$220 \$10 \$7 \$6 \$55 \$5 \$1 \$1 \$1 \$1 \$1 \$																				
D06428MIU ESP X6-PCS-15D \$346 51% \$168			71-	, ,		. ,														
418410			• •																	
ESPS1 ESP S1 Power Filter \$30 3% \$29 \$ \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$																				
418209 Fax Option Type M42 \$1,639 40% \$983																				
417695 Fax Memory Unit Type M26 64MB \$229 40% \$137 \$ \$6 \$4 \$4 \$4 \$3 \$ \$3 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$																				
409410 TCRU/ORU Set A Type S13 \$2,205 40% \$1,323 \$3,195 40% \$1,917 \$90 \$60 \$49 \$42 \$2 \$2 \$2 \$409415 TCRU/ORU Set C Type S6 \$129 40% \$777 \$90 \$90 \$60 \$49 \$42 \$2 \$2 \$2 \$2 \$2 \$2 \$2 \$2 \$2 \$2 \$2 \$2 \$2			' ''	, ,																
409411 TCRU/ORU Set B Type S13 \$3,195 40% \$1,917															Ţ.					
40946 TCRI/ORU Set C Type S6 \$129 40% \$77 \$4 \$2 \$2 \$2 \$2 \$2 \$									1											
A09415 Optional Feed Roller Unit Type S13 \$629 40% \$377 \$18 \$12 \$10 \$8 \$10			, , , , , , , , , , , , , , , , , , , ,					-	-	-										—
409416 Carbonless Paper Unit S13 \$875 40% \$525 \$25 \$16 \$14 \$11			, , , , , , , , , , , , , , , , , , , ,							<u> </u>										-
409383 Numeric Keypad Type S13 \$739 40% \$443 \$11 \$10 \$10 \$10 \$								-	-	-										<u> </u>
404882 Media Identification Unit Type S3 \$439 50% \$219 \$10 \$10 \$7 \$6 \$5 \$10 \$11 \$11 \$11 \$11 \$11 \$11 \$11 \$11 \$11			·					 	 	 										
417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$2 \$1 \$1 \$1 \$1 \$2 \$2 \$1 \$1 \$1 \$2 \$2 \$1 \$1 \$1 \$2 \$2 \$2 \$2 \$1 \$2 \$2 \$2 \$2 \$1 \$2								-	-	-										
409001 Smart Card Reader Built-in Unit Type S6 \$125 51% \$62 \$3 \$2 \$2 \$1 \$1 417883 A3/11x17 Tray Unit Type M2 \$2,155 40% \$1,293 \$60 \$40 \$33 \$28 \$2 \$4			71					 	 	 										
417883 A3/11x17 Tray Unit Type M2 \$2,155 40% \$1,293 \$60 \$40 \$33 \$28 \$28 \$34 \$48190 \$40 \$40 \$2,049 \$40 \$								-	-	-										
418190 LCIT RT4060 \$3,415 40% \$2,049 \$96 \$64 \$53 \$44 409417 LCIT RT5140 \$7,095 40% \$4,257 \$199 \$133 \$110 \$92 409082 Vacuum Feed LCIT RT5120 \$15,459 49% \$7,832 \$366 \$244 \$202 \$170								-	-	-		-								
409417 LCIT RT5140 \$7,095 40% \$4,257 \$199 \$133 \$110 \$92 \$134 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$10								-	-	-										<u> </u>
409082 Vacuum Feed LCIT RT5120 \$15,459 49% \$7,832 \$366 \$244 \$202 \$170								-	-	-		-								
								-	-	-										
+03033 νασιατιτίσει ματιτίτε ταν τίνε 37 φΖ, 147 40/0 φ1, 110 φΖ φ30 φΖσ δΖ4								 	+	+										+
409389 Bridge Unit BU5030 \$3,499 40% \$2,099 \$98 \$65 \$54 \$46																				
404878 Banner Sheet Guide Tray for A3/11"x17" LCIT T \$945 50% \$471 \$2,099 \$22 \$15 \$12 \$10																				
416642 Tab Sheet Holder Type M2 \$79 40% \$477 \$22 \$10 \$12 \$10 \$11 \$11 \$11 \$11 \$11 \$11 \$11 \$11 \$11																				

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

Name of Off	eror:	UBEO LLC																		
		RICOH				MAINTANAI	NCE AND SU	IPPLIES INC	LUDED (less p	aper)	NO MAINTE	NANCE OR	SUPPLIES IN	CLUDED		Monthly Fees				
						Month to					Month to							Monthly		
		Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description		Discount	PSA Purchase	Month	24 Month Lease	36 Month Lease	48 Month Lease	60 Month Lease	Month	24 Month Lease	36 Month Lease	48 Month Lease	60 Month Lease	Base Allowance	Overage Rate	Consumables /	Monthly Labor,	Maintenance
	MFG # or Vendor Product #	Optional Components, Add-ons and	MSRP	% From MSRP	Price	Rental	Agreement	Agreement	Agreement	Agreement	Rental	Agreement		Agreement	Agreement	Impressions	Per Page	Supplies	Service,	(Cost Per
		Accessories		MSRP		Agreement Rate	Rate	Rate	Rate	Rate	Agreement Rate	Rate	Rate	Rate	Rate	Per Month		Included "Yes or No"	Support	Copy)
	409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958	Itate					Itate	\$45	\$30	\$25	\$21			res or no		
	409096	Multi Bypass Attachment Kit for Vacuum Feed L	\$619	50%	\$307							\$14	\$10	\$8	\$7					
	409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12					
	409390	Color Controller E-27B	\$7,729	22%	\$6,029							\$282	\$188	\$155	\$131					
	409401	Color Controller E-47B	\$26,499	40%	\$15,899							\$744	\$496	\$410	\$345					
	409384	Fiery APPE	\$2,575	22%	\$2,009							\$94		\$52	\$44					
	45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
	409283	EFI Server HDD Security Type E-45	\$2,000	20%	\$1,598							\$75	\$50	\$41	\$35					
	404600	Hot Folders Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
	45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
	409216	NX Station LS	\$3,915	22%	\$3,054							\$143	\$95	\$79	\$66					
	409217	NX Station GL	\$2,525	22%	\$1,970							\$92	\$61	\$51	\$43		ļ			
	45209552	EFI TotalFlow Bundle Basic Digital	\$4,530	40%	\$2,718							\$127	\$85	\$70	\$59		 			
	45209551	EFI TotalFlow Bundle Advanced with GA Pro Sub	\$13,590	40% 40%	\$8,154							\$381 \$50	\$254 \$34	\$210 \$28	\$177 \$23		 			
	409418 409258	Cover Interposer CI5050 Cover Interposer Tray CI5040	\$1,799 \$6,225	40%	\$1,079 \$3,735							\$50 \$175	\$34 \$116	\$28 \$96	\$23 \$81					
	409258	Double Feed Detection CI5040	\$0,225	40%	\$ა, <i>1</i> ან \$171							\$175		\$96 \$4	\$4					
	409259	Decurl Unit DU5080	\$3,505	40%	\$2,103							\$98	\$66	\$4 \$54	\$4 \$46					
	409186	Buffer Pass Unit Type S9	\$8,819	40%	\$4,459							\$209	\$139	\$115	\$97					
	404540	Multi-Folding Unit FD5020	\$11,459	49%	\$6,457							\$302	\$201	\$166	\$140					
	409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219					
	409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193	\$128	\$106	\$89					
	418184	Copy Tray Type M42	\$245	40%	\$147							\$7	\$5	\$4	\$3					
	409235	Finisher SR5090	\$6,159	40%	\$3,695							\$173	\$115	\$95	\$80					
	409234	Finisher SR5100	\$10,449		\$6,269							\$293	\$195	\$162	\$136					
	418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14					
	409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137					
	409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244					
	409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18					
	409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226					
	404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10					
	417677	Cooling Fan Unit Type M26	\$725	40%	\$435							\$20	\$14	\$11	\$9					
	417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
	404872	SR4000 series Output Tray for Banner Sheet Typ	\$305	50%	\$152							\$7		\$4	\$3					
	404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155							\$7		\$4	\$3					
	409358	Plockmatic PBM350e	\$23,649	40%	\$14,189							\$664	\$442	\$366	\$308					
	404716	Plockmatic Production Booklet Maker upgrade	\$20,245	30%	\$14,139							\$661	\$441	\$364	\$307					
	404718	Plockmatic Production Booklet Maker Trim Mod	\$14,965	29%	\$10,564							\$494	\$329	\$272	\$229					
	404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216					
	404720	Plockmatic Production Booklet Maker Cover Fe	\$6,105	27%	\$4,473							\$209	\$139	\$115	\$97					
	12205110	Plockmatic RCTe	\$48,949	40%	\$29,369							\$1,374	\$916	\$757	\$637		 			
	409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143	\$96	\$79	\$66		 			
	404722	Plockmatic Production Booklet Maker Belt Stacl	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78		 			
	409233 409379	MPS RAIL UNIT	\$585 \$32,065	40%	\$351 \$19,239							\$16 \$900	\$11 \$600	\$9	\$8		 			-
	409379 404773	Plockmatic Square Back Trimmer STREAMPUNCH ULTRA 115V RICOH	\$32,065 \$20,785	40% 44%	\$19,239 \$11,544							\$900 \$540	\$600 \$360	\$496 \$297	\$417 \$250		 			-
	404773	DIE RICOH W3 square 32-34H Wirebind Die	\$20,785	50%	\$11,5 44 \$678							\$340 \$32	\$360 \$21	\$297 \$17	\$250 \$15		 			+
	404768	DIE RICOH W3 Square 32-34H Wirebind Die DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15 \$15		 			
	404767	DIE RICOH W23Q 21n-23n Wirebilla Die DIE RICOH CombBind 19-20-21 Hole Die	\$1,349	50%	\$647							\$30	\$20	\$17	\$13 \$14		 			
	404760	DIE RICOH COMBBING 19-20-21 HOIE DIE	\$1,295		\$652							\$30 \$31		\$17	\$14 \$14					
	704700	DIE MICOTI STIOLE	ψ1,290	JU /0	φυθΖ	l	l	1				φ31	φ∠∪	φ1/	φ14		1			

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

Name of Off	eror:	UBEO LLC																		
	•	RICOH				MAINTANAI	NCE AND SU	JPPLIES INC	LUDED (less)	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16					
	404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15					
	404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Di	\$1,485	49%	\$750							\$35	\$23	\$19	\$16					
	409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93	\$62	\$51	\$43					
	409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148							\$54	\$36	\$30	\$25					
	409059	GBC ComBind 19H HD	\$4,515	51%	\$2,208							\$103	\$69	\$57	\$48					
	404771	GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 4	\$3,269	50%	\$1,635							\$77	\$51	\$42	\$35					
	409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695					
	404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15					
	404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15					
	409151	Pro C7210SX	\$118,375	67%	\$39,355							\$1,841	\$1,227	\$1,014	\$854					
	409155	Pro C7210X	\$107,695		\$35,802							\$1,675		\$922	\$777					
	417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6						
	007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7							
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8								
	409205	TCRU Type S9 (Set B)	\$4,335	49%	\$2,231							\$104		\$57	\$48			1		
	409189	5th Station Replacement Kit Type S9	\$2,419	49%	\$1,240							\$58		\$32				1		
	409193	Toner Interchange Unit Type S9	\$3,765	51%	\$1,860							\$87		\$48						
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2		\$1	\$1					
	409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142					
	409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170					
	404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86		\$47	\$40					
	409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52		\$29	\$24					
	409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45		\$25						
	409096	Multi Bypass Attachment Kit for Vacuum Feed L	\$619	50%	\$307							\$14		Ψ <u>2</u> 3						
	409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26		\$14	\$12					
	404195	TK5010 11" x 17" Tray Unit	\$1,735	38%	\$1,081							\$51		\$28	\$23					
	412203	Tab Sheet Holder Type 3260	\$69	51%	\$34							\$2		\$1	Ψ23 \$1					
	95002404501	VX370-790	\$52.999	40%	\$31,799							\$1,488		\$819	\$690					
	37617800103	VX370-790 VX370-790 Feeder Cart	\$29,999	40%	\$17,999							\$1,400	\$561	\$464	\$390					
	95002405401	VX370-1280	\$67,999	40%	\$40,799							\$1,909	\$1,272	\$1,051	\$885			1		
	37617801001	VX370-1280 Feeder Cart	\$31,999	40%	\$19,199							\$898		\$495	\$417			1		
	932938	Side Cover for Bridge Unit BU5010	\$209	40%	\$125							\$6		\$3	\$3			1		
	409488	E-46A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50		\$28	\$23			1		
	409351	Color Controller E-86A	\$66,812	40%	\$40,087							\$1,875	\$1,250	\$1,033	\$870					
	409349	Color Controller E-46A	\$27,199	40%	\$16,319							\$763	\$ \$509	\$420	\$354			-		+
	409489	E-86A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50		\$28	\$23			-		
	409192	EFI 5th Station Hardware Upgrade Kit Type S9	\$15,550	22%	\$12,129				1			\$567	\$378	\$312	\$263					
	3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$307 \$128	\$85	\$70	\$59					
	3000013159	EFI CPS V5.X ES-3000 1 year Digital	\$4,325	3%	\$2,730 \$4,195							\$126	\$131	\$108	\$39 \$91					
	3000013159	EFI CPS V5.X ES-3000 5 year Digital	\$5,150	3%	\$4,195							\$234		\$100	\$108			+		
	45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53		\$29	\$100			+		
	409216	NX Station LS	\$1,440	22%	\$1,123							\$143	\$ \$95	\$29 \$79	\$24 \$66			+		
	409216	NX Station GL	\$2,525	22%	\$3,054				1			\$143		\$79 \$51	\$43					
	409217		\$2,525	22%	\$1,970 \$1,598				-			\$92 \$75		\$51 \$41	\$43 \$35			+		-
	409283 409274	EFI Server HDD Security Type E-45 EFI Server HDD Security Type E-85	\$2,000	38%	\$1,598 \$2,426				1			\$75 \$114	\$50	\$41	\$35 \$53					
		, ,,							1				\$85		\$53 \$59					
	45209552	EFI TotalFlow Bundle Basic Digital	\$4,530 \$13,800	40% 40%	\$2,718 \$8,280							\$127 \$387	\$258	\$70	\$59 \$180					-
	45209550	EFI TotalFlow Bundle Advanced with GAPPE Dig		40% 16%	\$8,280 \$4.675				1				\$258	\$213						
	45112781	Fiery JobFlow	\$5,555						1			\$219		\$120	\$101					
	409188	Decurl Unit DU5060	\$2,335	47%	\$1,241							\$58	\$39	\$32	\$27					

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

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UBEO LLC Name of Offeror: Monthly Fees RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Manufacturer (MFG) Name of Product 36 Month 60 Month 24 Month 60 Month Monthly 24 Month 48 Month 36 Month 48 Month Base Month Month Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor. MFG # or Vendor Product # **MSRP** % From Rental (Cost Per Supplies Optional Components, Add-ons and Price MSRP areemei Copy) Accessories Per Month Support Rate "Yes or No 409186 Buffer Pass Unit Type S9 \$8,819 49% \$4,459 \$209 \$139 \$115 \$97 404539 \$4,045 37% \$2,55 \$55 Cover Interposer Tray \$119 \$80 \$66 409258 \$6,225 40% \$3,735 \$17 \$116 \$96 \$81 Cover Interposer Tray CI5040 409259 Double Feed Detection CI5040 \$285 40% \$17 \$8 \$5 \$4 \$4 409053 High Capacity Interposer HCI3500 \$48,125 50% \$24.063 \$1,126 \$750 \$620 \$522 404540 Multi-Folding Unit FD5020 \$11,459 44% \$6,457 \$302 \$201 \$166 \$140 \$51,779 \$1,888 404542 Perfect Binder GB5010 22% \$40,365 \$1,259 \$1,040 \$876 404544 \$2,755 22% \$2,149 \$10 \$67 \$55 \$47 Transit Pass Unit for Perfect Binder Type S1 \$49 \$41 404545 Cover Interposer Tray for Perfect Binder Type \$2,455 22% \$1.912 \$89 \$60 409093 High Capacity Stacker SK5040 \$20.519 49% \$10.395 \$486 \$324 \$268 \$226 404218 Roll-Away Cart Type 5010 \$785 40% \$472 \$22 \$15 \$12 \$10 404548 Finisher SR5050 \$7,549 41% \$4,439 \$208 \$138 \$114 \$96 \$16 404177 Punch Unit PU5020 NA \$1,155 36% \$741 \$35 \$23 \$19 409249 Finisher SR5110 \$10.515 40% \$6,309 \$295 \$197 \$163 \$137 \$525 \$244 409250 Finisher SR5120 \$18,719 40% \$11.231 \$350 \$289 409268 40% \$837 \$39 \$26 \$22 \$18 Punch Unit PU5030 NA \$1 395 409254 Trimmer TR5050 \$16,829 40% \$10,097 \$472 \$315 \$260 \$219 404877 SR5000 series Output tray for Banner Sheet Ty \$305 49% \$155 \$7 \$5 \$4 \$3 404660 RPIP Interface Box Type S3 \$3.645 50% \$1,823 \$85 \$57 \$47 \$40 P450-010 10FT CBL NULL MODEM GOLD DB9 F F \$1 \$1 \$11 22% \$9 \$1 \$92 \$78 409486 TCRU/ORU Type S9 (Set A2) \$5.965 40% \$3.579 \$167 \$112 409487 TCRU/ORU Type S9 (Set C2) \$1.685 40% \$1,011 \$47 \$32 \$26 \$22 404717 Plockmatic Production Booklet Maker \$23,655 32% \$16,137 \$75 \$503 \$416 \$350 30% \$14,139 \$66 \$441 \$364 \$307 404716 \$20,245 Plockmatic Production Booklet Maker upgrade 29% \$229 404718 Plockmatic Production Booklet Maker Trim Mo \$14,965 \$10.564 \$494 \$329 \$272 404719 Plockmatic Production Booklet Maker Book Fo \$14,305 30% \$9,97 \$46 \$311 \$257 \$216 404720 Plockmatic Production Booklet Maker Cover Fe 27% \$4,473 \$20 \$139 \$115 \$97 \$6,105 409054 Plockmatic PBM Rotate Crease Trim Module 2 53% \$23,153 \$1,083 \$722 \$596 \$502 \$48.955 404722 Plockmatic Production Booklet Maker Belt Stack \$4.895 27% \$3.584 \$168 \$112 \$92 \$78 409055 Trim Waste Conveyor \$3.829 20% \$3.063 \$143 \$96 \$79 \$66 409220 Plockmatic MPS \$16.245 48% \$8,464 \$396 \$264 \$218 \$184 MPS-PBM COMMUNICATION SPLITTER 40% 409232 \$835 \$23 \$11 \$501 \$16 \$13 409233 MPS RAIL UNIT \$585 40% \$351 \$16 \$11 \$8 \$9 \$32,065 40% \$900 \$496 409379 Plockmatic Square Back Trimmer \$19,239 \$600 \$417 409381 Plockmatic PBM5035 \$46,495 40% \$27.897 \$1,305 \$870 \$719 \$605 409380 Plockmatic PBM5035 S \$64.719 40% \$38.83 \$1.81 \$1.21 \$1.000 \$842 409386 Plockmatic FM5000 Module \$32,865 40% \$19,719 \$922 \$615 \$508 \$428 409408 Plockmatic 50 Sheet Upgrade Kit \$17,355 40% \$10,413 \$487 \$325 \$268 \$226 409409 Plockmatic RCT 3.0 \$43,485 40% \$26.091 \$1.22 \$814 \$672 \$566 409419 \$10,425 40% \$6.255 \$293 \$195 \$161 \$136 Plockmatic Convenience Feeder 5000 40% \$435 \$20 \$9 409420 Plockmatic Ultra Sonic DSD Kit \$725 \$14 \$11 \$269 \$8 \$6 409423 \$449 40% \$13 Plockmatic Hand feed tray \$7 409452 Plockmatic 4-Stitch Head Upgrade Kit \$14,035 40% \$8,421 \$394 \$263 \$217 \$183 409382 Plockmatic LCT3500 Base Module \$54,109 40% \$32,465 \$1.51 \$1,012 \$836 \$704 409425 Plockmatic LSM - Long Sheet Module \$12,825 40% \$7,695 \$360 \$240 \$198 \$167 16004000 \$40.682 \$1.903 \$883 PSQ160 PowerSquare \$41,940 3% \$1,268 \$1.048 PSQ160 Bridge 16000011 \$12,685 3% \$12,304 \$576 \$384 \$317 \$267 16000008 P2T. AUX TRANSFORMER ASSY KIT \$530 3% \$514 \$24 \$16 \$13 \$11 STREAMPUNCH ULTRA 115V RICOH \$20,785 44% \$11,544 \$540 \$250 404773 \$360 \$297 409057 51% \$43 GBC Coil Rnd 44HD \$4,015 \$1.986 \$93 \$62 \$51

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

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UBEO LLC Name of Offeror: Monthly Fees RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Manufacturer (MFG) Name of Product 36 Month 60 Month 24 Month 60 Month Monthly 24 Month 48 Month 36 Month 48 Month Base Month Month Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor. MFG # or Vendor Product # **MSRP** % From Rental (Cost Per Supplies Optional Components, Add-ons and Price MSRP areemer Copy) Accessories Per Month Support Rate "Yes or No 409058 GBC 3 Hole 8mm HD \$2,339 51% \$1,148 \$54 \$36 \$30 \$25 409059 GBC ComBind 19H HD \$4,515 51% \$2,208 \$103 \$57 \$48 \$69 404771 GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 50% \$1,635 \$51 \$42 \$35 \$3,269 \$77 404769 DIE RICOH W3 square 32-34H Wirebind Die \$1,349 50% \$678 \$32 \$21 \$17 \$15 404768 DIE RICOH W2SQ 21H-23H Wirebind Die \$1,349 50% \$678 \$32 \$21 \$17 \$15 404767 DIE RICOH CombBind 19-20-21 Hole Die \$1,295 50% \$647 \$30 \$20 \$17 \$14 49% \$750 \$23 \$16 404765 DIE RICOH VB LTR \$1,485 \$35 \$19 404761 DIE RICOH 3-5-7 HOLE \$1,349 50% \$678 \$32 \$21 \$17 \$15 50% \$20 \$17 \$14 404760 DIE RICOH 3 HOLE \$1,295 \$652 \$31 404757 DIE RICOH C4 Round 43-47H .2475 Color Coil Di \$1,485 49% \$750 \$35 \$23 \$19 \$16 409221 **GBC Streamwire** \$41,055 22% \$32,023 \$1,498 \$998 \$825 \$695 404772 Die Stream Wire Round \$905 22% \$706 \$33 \$22 \$18 \$15 \$15 404770 Die Stream Wire Square \$905 22% \$706 \$33 \$22 \$18 409110 TOTALFLOW PRINT SERVER R-62A \$15,385 22% \$12,000 \$561 \$374 \$309 \$260 409124-PS1 R62-A KODAK RIP OPTION \$5.715 34% \$3,744 \$175 \$117 \$96 \$81 \$5.825 33% \$3.890 \$182 \$100 \$84 409126-PS1 R62-A HDM RIP OPTION \$121 \$194 \$90 409143-PS1 IPDS ACTIVATION LICENSE TYPE S9 \$8,289 50% \$4,143 \$129 \$107 409135 VIRTUAL MACHINE UNIT FOR TOTALFLOW PRIN \$1,319 25% \$984 \$46 \$31 \$25 \$21 409136 ADDITIONAL MEMORY FOR TOTALFLOW PRINT 25% \$805 \$38 \$25 \$21 \$17 \$1,077 409549 Pro C7210S \$118.375 67% \$39.352 \$1.841 \$1,227 \$1.014 \$854 40% \$221 \$5 417428 OCR Unit Type M13 \$369 \$10 \$7 007138MIU 20 amp power filter \$365 40% \$220 \$10 \$7 \$6 \$5 006428MIU ESP XG-PCS-15D \$346 51% \$168 \$8 \$5 \$4 \$4 \$70 \$57 \$48 \$4,335 49% \$2,231 \$104 409205 TCRU Type S9 (Set B) \$1 417111 Optional Counter Interface Unit Type M12 \$89 40% \$53 \$2 \$1 409117 LCIT RT5110 \$11,975 45% \$6,564 \$307 \$205 \$169 \$142 409082 Vacuum Feed LCIT RT5120 \$15,459 49% \$7,832 \$366 \$244 \$202 \$170 404652 Bridge Unit BU5010 \$3,595 49% \$1,838 \$86 \$57 \$47 \$40 \$35 \$24 409095 Vacuum Feed Banner Sheet Tray Type S9 \$2,149 48% \$1,115 \$52 \$29 409090 Multi Bypass Tray BY5020 \$1.619 41% \$958 \$45 \$30 \$25 \$21 409096 Multi Bypass Attachment Kit for Vacuum Feed \$619 50% \$307 \$14 \$10 \$8 \$7 54% \$14 409099 \$551 \$26 \$17 \$12 Multi Bypass Banner Sheet Tray Type S9 \$1,209 404195 TK5010 11" x 17" Tray Unit \$1,735 38% \$1,081 \$51 \$34 \$28 \$23 51% \$1 412203 Tab Sheet Holder Type 3260 \$69 \$34 \$2 \$1 \$1 95002404501 VX370-790 \$52.999 40% \$31,799 \$1,488 \$992 \$819 \$690 37617800103 VX370-790 Feeder Cart \$29,999 40% \$17.999 \$842 \$561 \$464 \$390 95002405401 VX370-1280 \$67,999 40% \$40,799 \$1,909 \$1,272 \$1,05 \$885 37617801001 VX370-1280 Feeder Cart \$31,999 40% \$19,199 \$898 \$599 \$495 \$417 932938 Side Cover for Bridge Unit BU5010 \$209 40% \$125 \$6 \$4 \$3 409351 Color Controller E-86A \$66.812 40% \$40.087 \$1.875 \$1,250 \$1.033 \$870 409349 \$27,199 40% \$354 Color Controller E-46A \$16,319 \$76 \$509 \$420 E-86A OS LTSC Upgrade Kit \$23 409489 \$1,799 40% \$1,079 \$50 \$34 \$28 409488 E-46A OS LTSC Upgrade Kit \$1,799 40% \$1,079 \$50 \$34 \$28 \$23 45202146 EFI ES-3000 \$1,440 22% \$1,123 \$53 \$35 \$29 \$24 3000013158 EFI CPS V5.X ES-3000 1 year Digital \$3,500 22% \$2,730 \$128 \$85 \$70 \$59 3000013159 EFI CPS V5.X ES-3000 3 year Digital \$4,325 \$196 \$131 \$108 \$91 3% \$4,195 3000013160 EFI CPS V5.X ES-3000 5 year Digital \$5,150 3% \$4.996 \$234 \$156 \$129 \$108 3000005453-DS EFI CPS V5.X Software Only \$2,370 3% \$2,299 \$108 \$72 \$59 \$50 3% \$145 \$97 \$80 \$67 3000007372-DS EFI CPS V5.X Software Only 3 YEAR \$3,195 \$3.099 3% \$182 \$84 3000007373-DS EFI CPS V5.X Software Only 5 YEAR \$4.015 \$3.895 \$121 \$100

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

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UBEO LLC Name of Offeror: Monthly Fees RICOH MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Manufacturer (MFG) Name of Product 36 Month 60 Month 24 Month 60 Month Monthly 24 Month 48 Month 36 Month 48 Month Base Month Month Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor. MFG # or Vendor Product # **MSRP** % From Rental (Cost Per Supplies Optional Components, Add-ons and Price MSRP areemei Copy) Accessories Support Rate Rate Rate Rate Rate Rate Rate Rate Per Month Rate Rate "Yes or No 409216 NX Station LS \$3,915 22% \$3,054 \$143 \$95 \$79 \$66 409217 NX Station GL \$61 \$51 \$43 \$2,525 22% \$1,970 \$92 409283 \$1,598 \$75 \$50 \$41 \$35 EFI Server HDD Security Type E-45 \$2,000 20% 409274 EFI Server HDD Security Type E-85 \$3,900 38% \$2,426 \$114 \$76 \$63 \$53 45209552 EFI TotalFlow Bundle Basic Digital \$4.530 40% \$2,718 \$12 \$85 \$70 \$59 45209550 EFI TotalFlow Bundle Advanced with GAPPE Dig \$13.800 40% \$8,280 \$38 \$258 \$213 \$180 \$5,555 \$219 \$101 45112781 Fiery JobFlow 16% \$4,675 \$146 \$120 409188 \$2,335 47% \$1,241 \$58 \$39 \$32 \$27 Decurl Unit DU5060 49% \$115 \$97 409186 Buffer Pass Unit Type S9 \$8.819 \$4,459 \$209 \$139 404539 Cover Interposer Tray \$4.045 37% \$2,551 \$119 \$80 \$66 \$55 409258 Cover Interposer Tray CI5040 \$6,225 40% \$3,73 \$17 \$116 \$96 \$81 409259 Double Feed Detection CI5040 \$285 40% \$17 \$5 \$4 409053 High Capacity Interposer HCI3500 \$48,125 50% \$24,063 \$1,126 \$750 \$620 \$522 404540 Multi-Folding Unit FD5020 \$11 459 44% \$6,457 \$302 \$201 \$166 \$140 404542 \$40.365 \$1.888 \$1.040 \$876 Perfect Binder GB5010 \$51,779 22% \$1,259 404544 22% \$2,149 \$10 \$55 \$47 Transit Pass Unit for Perfect Binder Type S1 \$2,755 \$67 404545 Cover Interposer Tray for Perfect Binder Type \$2,455 22% \$1,912 \$89 \$60 \$49 \$41 409093 High Capacity Stacker SK5040 \$20,519 49% \$10,395 \$486 \$324 \$268 \$226 404218 \$785 40% \$472 \$22 \$15 \$12 \$10 Roll-Away Cart Type 5010 404548 Finisher SR5050 \$7.549 41% \$4,439 \$208 \$138 \$96 \$114 36% \$23 \$16 404177 Punch Unit PU5020 NA \$1.155 \$741 \$3 \$19 409249 Finisher SR5110 \$10.515 40% \$6.309 \$29 \$197 \$163 \$137 409250 Finisher SR5120 \$18,719 40% \$11,231 \$52 \$350 \$289 \$244 \$26 \$1.395 40% \$837 \$22 \$18 409268 \$39 Punch Unit PU5030 NA 409254 Trimmer TR5050 \$16.829 40% \$10,097 \$472 \$315 \$260 \$219 404877 SR5000 series Output tray for Banner Sheet Ty \$305 49% \$155 \$5 \$4 \$3 404660 RPIP Interface Box Type S3 \$3,645 50% \$1,823 \$85 \$57 \$47 \$40 409486 TCRU/ORU Type S9 (Set A2) \$5,965 40% \$3,579 \$167 \$112 \$92 \$78 \$350 404717 Plockmatic Production Booklet Maker \$23,655 32% \$16,137 \$755 \$503 \$416 404716 Plockmatic Production Booklet Maker upgrade \$20,245 30% \$14,139 \$661 \$441 \$364 \$307 404718 Plockmatic Production Booklet Maker Trim Mo \$14.965 29% \$10.564 \$494 \$329 \$272 \$229 \$46 404719 Plockmatic Production Booklet Maker Book Fo 30% \$311 \$216 \$14.305 \$9,977 \$257 404720 27% \$4,473 \$209 \$115 \$97 Plockmatic Production Booklet Maker Cover Fe \$6,105 \$139 \$1,083 \$502 409054 Plockmatic PBM Rotate Crease Trim Module 2. \$48,955 53% \$23,153 \$722 \$596 404722 Plockmatic Production Booklet Maker Belt Stack \$4.895 27% \$3.584 \$168 \$112 \$92 \$78 409055 Trim Waste Conveyor \$3.829 20% \$3,063 \$143 \$96 \$79 \$66 409220 Plockmatic MPS \$16,245 48% \$8,464 \$396 \$264 \$218 \$184 409232 MPS-PBM COMMUNICATION SPLITTER \$835 40% \$501 \$23 \$16 \$13 \$11 409233 MPS RAIL UNIT \$585 40% \$351 \$16 \$11 \$9 \$8 409379 \$32.065 40% \$19,239 \$900 \$600 \$496 \$417 Plockmatic Square Back Trimmer \$46,495 40% \$27.897 \$1.30 \$870 \$719 409381 Plockmatic PBM5035 \$605 \$1,81 \$842 409380 \$64,719 40% \$38,83 \$1,000 Plockmatic PBM5035 S \$1,211 409386 Plockmatic FM5000 Module \$32,865 40% \$19,719 \$922 \$615 \$508 \$428 409408 Plockmatic 50 Sheet Upgrade Kit \$17.355 40% \$10,413 \$487 \$325 \$268 \$226 409409 Plockmatic RCT 3.0 \$43,485 40% \$26,09 \$1.22 \$814 \$672 \$566 409419 \$10,425 40% \$6.25 \$136 Plockmatic Convenience Feeder 5000 \$293 \$195 \$161 409420 Plockmatic Ultra Sonic DSD Kit \$725 40% \$435 \$20 \$14 \$11 \$9 409423 Plockmatic Hand feed tray \$449 40% \$269 \$13 88 \$6 \$7 409452 \$14.035 40% \$8,421 \$394 \$183 Plockmatic 4-Stitch Head Upgrade Kit \$263 \$217 409382 40% \$1.519 \$704 Plockmatic LCT3500 Base Module \$54,109 \$32,465 \$1.012 \$836

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

UBEO LLC Name of Offeror: MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Xerox - Iridesse Monthly Fees Manufacturer (MFG) Name of Product 60 Month 48 Month 60 Month Base Discoun Month Month onsumables **PSA Purchas** Overage Rate Multifunction Device (MFD) Item Description Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor, MFG # or Vendor Product # **MSRP** % From Rental (Cost Per (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons Price areement Impressions Per Page Service. Copy) Aareeme and Accessories Rate Rate Rate Rate Rate Rate Rate Rate Per Month *SEE NOTE 1 LIBEO LLC SERVICE RATES ARE VOLUME BASED *SEE NOTE 1 LIBEO LLC SERVICE RATES ARE VOLUME BASED SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS IR120 Xerox® IridesseTM Production Press \$350.000 \$157.500 \$7.368 \$4.058 \$3 417 55% \$4,911 RDSU3 \$900 0% \$900 \$42 \$20 Rigger Delivery Set Up \$28 \$23 You Must Choose ONE of the following 497K23070 \$30 \$300 \$14 Offset Catch Tray 497K23010 Production Ready Booklet Maker Finisher \$11,800 25% \$8,850 \$414 \$276 \$228 \$192 \$245 497K23030 \$6,550 20% \$5,240 \$163 \$13 \$114 Production Ready Finisher 497K23020 \$12,000 20% \$9,600 \$449 \$299 \$247 \$208 Production Ready Finisher Plus \$11,700 \$547 \$254 497K23230 High Capacity Stacker \$13.000 10% \$365 \$301 You May Choose Any of the following 497K23060 Xerox Dual Advanced High Capacity Feeder \$9.995 10% \$8,996 \$421 \$280 \$232 \$195 497K24250 High Capacity XLS Vacuum Feeder \$13 995 10% \$12 596 \$589 \$393 \$324 \$273 497K24280 \$19.995 10% \$17.996 \$842 \$561 \$464 \$390 Dual High Capacity XLS Vacuum Feeder 497K24200 \$13,900 10% \$12.510 \$585 \$390 \$322 \$271 GBC Advanced Punch Pro 497K23410 2 Tray Oversize High Capacity Feeder \$9,995 10% \$8,996 \$421 \$280 \$232 \$195 098S05050 \$995 \$896 \$42 Dolly Cart 10% \$23 \$19 300S01844 FreeFlow VI Design Pro Software and License \$3,615 10% \$3,254 \$152 \$101 \$84 \$71 10% 497K19900 Banner Feeder Extension \$995 \$896 \$42 \$28 \$23 \$19 497K19230 \$5.700 10% \$5,130 \$240 \$160 \$132 \$111 Production Ready C/Z Folder 497K20070 \$495 10% \$446 \$21 \$14 \$10 Production Ready Finisher Tray Extension \$1 \$13.500 \$632 497K22930 Square Fold Trimmer \$15,000 10% \$421 \$348 \$293 497K06860 Quick Print COLOR Sign \$500 0% \$500 \$23 \$16 \$13 \$11 \$3,108 300S01843 FreeFlow TM VI Compose Software and License \$5,180 40% \$145 \$97 \$80 \$67 097504746 Inserter Module - 1 tray Inserter \$2,000 %0 \$2,000 \$94 \$62 \$52 \$43 497K16710 \$60 5% \$570 \$27 \$18 \$15 \$12 Production Ready Finisher Punch 2/3 Hole 497K22940 Crease and 2 sided Trimmer Module \$30,000 30% \$21,000 \$982 \$655 \$541 \$456 497K22500 XIS Air Assist Kit \$3,999 30% \$2,799 \$131 \$87 \$72 \$61 497K24270 Extra Long Sheet Air Assist / Banner Feed Kit \$4,499 20% \$3,599 \$168 \$112 \$93 \$78 497K22450 Top Tray Aligner \$399 30% \$279 \$13 \$9 \$6 497K22490 \$999 10% \$899 \$28 Predict Print Scanner software \$42 \$23 \$20 Multiple (Second) In Line Finishing Options for chaining Finishers These accessories are available as accessory only transactions - CSE/DTP Tech required for each accessory below if ordered as an accessory only transaction - May only Choose one, if enabling Multiple In Line Finishing 497K23010 Production Ready Booklet Maker Finisher \$11.800 20% \$9,440 \$442 \$294 \$243 \$205 497K23030 Production Ready Finisher \$6.550 10% \$5,895 \$276 \$184 \$152 \$128 497K23020 Production Ready Finisher Plus \$12,000 10% \$10,800 \$505 \$337 \$278 \$234 497K23230 High Capacity Stacker 10% \$11,700 \$547 \$365 \$30 \$254 Mobility Plates: Refer to the Installation Planning Guide for a full matrix of mobility plates by module. Mobility Plate A 497K04440 (QTY=3) for IOTMobility Plate B 497K05270 (QTY=3) for IOT/ finishing Refer to the Installation Planning Guide for a full matrix of Mobility Plates by Module. Xerox® IridesseTM Production Press IR120 Server Configuration IR120NX EFI DFE Standalone - NX PRO included EFI Color Profile Suite, Fiery Graphic Arts Package Prem \$85,00 55% \$38,25 \$1,789 \$1,193 \$98 \$830 497N06272 Additional License Activation Code for IPDS \$20,00 0% \$20,000 \$936 \$624 \$515 \$434 497N06629 3-Bay Removable HDD Enclosure \$3,00 10% \$2,700 \$126 \$84 \$70 \$59 Speciality Ink Enablement that go with the IR120 EXP Server and IR120NX Server 497K18570 \$15,000 10% \$13,500 \$632 \$421 \$348 \$293 5th Color Enablement Kit

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

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". UBEO LLC lame of Offeror Xerox MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 60 Month Monthly 48 Month Base Overage // Maintenanc Month Month Discount Consumables Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor. MSRP % From Rental / Supplies (Cost Per MFG # or Vendor Product # Rental Rate Per (Note: All MFD's must be able to print, scan, copy and fax) Price Impressions Service, greement Agreement Agreement Agreemen Agreement Agreement Agreement MSRP Agreemen Page Included Copy) Optional Components, Add-ons and Accessories Per Month Rate Rate Rate Rate Rate Rate Rate Rate Support "Yes or No EX 4100 Print Server Standalone DFE, NX Premium w/Win 10 (Includes: Option Kits for FACI, Color Profiler, Impose, V41NXPRO Compose, Graphic Arts, ES3000 Spectrophotometer) \$50,000 30% \$35,000 \$1,637 \$1,091 \$902 \$759 Xerox EX-P 4100 Print Server Powered by Fiery EX-P 4100 Print Server Standalone DFE, NX Premium w/Win 10 2019 (Includes: Option Kits for FACI, Color Profiler, \$65,000 \$58.500 \$2,737 \$1,824 \$1,507 \$1,269 V41NXPREM Impose, Compose, Graphic Arts, ES3000 Spectrophotometer 10% 10% \$211 \$140 \$116 \$98 497N07254 Swappable SDD Kit 1 TB (X2) 500 GB \$5,000 \$4,500 497N06629 10% \$126 \$84 \$70 \$59 3 Bay HDD enclosure \$3,000 \$2,700 \$59,900 55% \$26,955 \$1,261 \$840 \$694 \$585 V280 Xerox® Versant® 280 Press Versant 280 Press MUST be sold w/ a Server listed below V280 comes w/ 3 internal trays, In addition you MAY chosse one of the following HCF's 497K22970 \$9.995 10% \$8.996 \$421 \$280 \$232 \$195 Dual advanced High Cap Feeder 097S05007 50% \$2,000 \$1,000 \$47 \$31 \$26 \$22 1 Tray High Cap Feeder - 2000 Sheets Single Tray Oversized high Cap Feeder 10% \$168 497K22960 \$5,995 \$5,396 \$252 \$139 \$117 10% \$280 497K22980 \$9,995 \$8,996 \$421 \$232 \$195 Adanced Two Tray OverSized High Capacity Feeder 497K19162 XLS Support Kit \$570 0% \$570 \$27 \$18 \$15 \$12 Business Ready Finisher Booklet Maker, includes 2/3 hole punch, stapler and booklet maker, V-Tra Entrance, Interface Module 497K23170 \$210 Available for the V280B only \$4,995 10% \$4,496 \$140 \$116 \$98 Business Ready Finisher, includes 2/3 hole punch, stapler and V-Tra Entrance, Interface Module 497K22950 Available for the V280B only \$2,995 10% \$2,696 \$126 \$84 \$69 \$58 Production Ready Finisher Booklet Maker - includes a builtin Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray 497K23010 Extension) \$11,800 10% \$10,620 \$497 \$331 \$274 \$230 Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit 497K23030 Tray (Power Cord, Top Tray Extension) \$6,550 10% \$5,895 \$276 \$184 \$152 \$128 Production Ready Finisher Plus - built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, 497K23020 \$234 Top Try Extension) \$12,000 10% \$10,800 \$505 \$337 \$278 10% \$365 \$301 \$254 497K23230 \$13,000 \$11,700 \$547 High Capacity Stacker May choose on IDM for the 1st PR Finisher or HCS 497K19380 IDM Interface Decurler Module \$2,000 0% \$2,000 \$94 \$62 \$52 \$43 Interface Decurler Module w / In-line Spectrophoto-meter (ACQS, (Automated Color Quality Suite), Xerox ASRS (All 497K23000 \$28,000 \$22,400 \$1,048 \$698 \$577 \$486 Stocks Rated Speed) 20% Interface Decurler Module, Xerox ASRS (All Stocks Rated \$13,600 497K22990 Speed) \$17,000 20% \$636 \$424 \$350 \$295

497N01224

497N07213

V280STND2

497N07213

497N07165

497N04827

EFI Hub

Color Profiler Suite & Spectro

Color Profiler Suite & Spectro

Hard Drive Security Option

EFI Compose option

Xerox Versant 280 Server Configuration

Xerox® EX 280 2.0 Print Server Powered by Fiery

\$495

\$5,000

\$25,000

\$5.000

\$1,599

\$995

0%

10%

40%

20%

10%

0%

\$495

\$4,500

\$15,000

\$4,000

\$1,439

\$995

Purchasing Solutions Alliance Form No. 2 - Cost Proposal

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

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". UBEO LLC lame of Offeror Xerox MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Monthly Manufacturer (MFG) Name of Product 24 Month 48 Month 60 Month Base Monthly Overage Month Month *l*laintenanc Discount Consumable Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Labor. **MSRP** % From Rental / Supplies (Cost Per MFG # or Vendor Product # Rental Rate Per (Note: All MFD's must be able to print, scan, copy and fax) Impressions Service, Price greement Agreement Agreement Agreemer Agreement Agreement Agreement MSRP Agreemen Page Included Copy) Per Month Optional Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate Support "Yes or No You may choose a combination of the following Options 497K04790 Common Access Card Enablement Kit \$228 10% \$205 \$10 \$6 \$5 \$4 \$299 10% 498K08250 Convenience Stapler \$269 \$13 \$8 \$7 \$6 497K17190 \$250 5% \$238 \$11 \$7 98 \$5 Envelope Support Kit 497K19390 GBC Advanced Punch Pro (Power Cord, Die, 3M Cable) \$13,900 10% \$12,510 \$585 \$390 \$322 \$271 \$2,239 5% \$2,127 \$100 \$66 \$55 \$46 497K22720 UI S508 Install Kit 098S05050 \$995 5% \$945 \$44 \$29 \$24 \$21 HCS Dolly \$150 5% \$143 \$7 \$4 \$4 \$3 497K14310 Network Accounting Kit 5% \$3,434 \$107 \$88 \$75 300S01844 FFVI Design pro software & license \$3.615 \$161 \$27,000 \$30,000 10% \$1,263 \$696 \$586 497K22940 Xerox Crease and Two-Sided Trimmer \$842 5% 497K14870 USB Enablement Kit \$299 \$284 \$13 \$9 \$7 \$6 \$160 497K19230 \$5,700 10% \$5,130 \$240 \$132 \$111 Production Ready C/Z Folder 300S01843 \$5,180 30% \$3,626 \$170 \$113 \$93 \$79 FF VI Compose software & license 10% \$56 \$46 \$39 097S04746 \$2,000 \$1,800 \$84 Xerox Inserter \$600 10% \$540 \$25 \$17 \$14 \$12 497K16710 Production Ready Finisher 2/3 Hole Punch \$150 0% \$150 \$7 \$5 \$4 \$3 498K14141 Foreign Device Interface 10% 497K22930 Square Fold Trimmer \$15,000 \$13,500 \$632 \$421 \$348 \$293 10% \$17 \$11 \$8 497K22450 Top Tray Aligner \$399 \$359 \$9 Multiple (Second) In Line Finishing Options for chaining Finishers May only Choose one, if enabling Multiple In Line Finishing Production Ready Finisher Booklet Maker - includes a builtin Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray 497K23010 \$11,800 10% \$10,620 \$497 \$331 \$274 \$230 Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit 497K23030 \$6,550 10% \$5,895 \$276 \$184 \$152 \$128 Tray (Power Cord, Top Tray Extension) Production Ready Finisher Plus - built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, 497K23020 Top Try Extension) \$12,000 10% \$10,800 \$505 \$337 \$278 \$234 10% 497K23230 High Capacity Stacker \$13,000 \$11,700 \$547 \$365 \$301 \$254 Adaptive CMYK+ Kits \$14,455 10% 097N02390 Vivid Kit (Gold, Silver, White, & Clear Toners) \$13,010 \$609 \$406 \$335 \$282 097N02391 \$14,455 10% \$13,010 \$609 \$406 \$335 \$282 Fluorescent Kit (Fluorescent, Cyan, Magenta, Yellow) \$24.510 10% \$22.059 \$1.032 \$688 \$568 \$479 097N02392 Vivid Fluorescent Kit Combo Xerox® Versant® 280 Server Configurations 10% \$208 \$8.990 \$8.091 \$378 \$252 \$176 V280INTEG Xerox EX-I Print Server \$2,550 0% \$80 \$66 497N07166 Fiery Impose Option \$2,550 \$119 \$55

\$23

\$211

\$702

\$187

\$67

\$47

\$15

\$140

\$468

\$125

\$45

\$31

\$13

\$116

\$386

\$103

\$37

\$26

\$11

\$98

\$325

\$87

\$31

\$22

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

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

ame of C	fferor:	UBEO LLC																		_
	•	Xerox				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTE	NANCE OR S	SUPPLIES IN	ICLUDED		Monthly Fees				1
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenan (Cost Per Copy)
	497K22380	Common Access Card Reader & Enablement Kit With SIPRNEt Reader Enablement Kit (VersaLink, PrimeLink)	\$ 299.00	0%	\$299							\$14	\$9	\$8	\$6					
	497K20760	Heavy Weight Fuser	\$ 549.00	0%	\$549							\$26	\$17	\$14	\$12			1		+
	137112700	Adaptive CMYK+ Technology	,	0.00	ψ0.10							Ų20	Ψ	V	Ų. <u>L</u>			1		+
	097N02388	PrimeLink XC9065/XC9070 Vivid Toner Kit	\$ 11,000.00	0%	\$11,000							\$515	\$343	\$283	\$239					
	097N02389	PrimeLink XC9065/XC9070 Vivid & Fluorescent Toner Kit	\$ 17,000.00	0%	\$17,000							\$795	\$530	\$438	\$369					
	497N06734	PrimeLink XC9065/XC9070 BiancoDigitale S/W	\$ 1,600.00	0%	\$1,600							\$75	\$50	\$41	\$35					†
		Must Choose ONE of the following 4 Controllers	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	***	4 1,000							1	7	***	***					†
	DMPCTRL	Integrated Color Server	\$ 4,995.00	0%	\$4,995							\$234	\$156	\$129	\$108					1
	497K20260	Post Script Kit	\$ 595.00	0%	\$595							\$28	\$19	\$15	\$13					1
	ENTRYEFI	Xerox EX-c XC9065/9070 Print Server Fiery Entry Level	\$ 5,995.00	0%	\$5,995							\$280	\$187	\$154	\$130					1
	497N07213	Profile Suite 4.1 (software and spectrophotometer)	\$ 5,000.00	30%	\$3,500							\$164	\$109	\$90	\$76					1
	497N02727	Hot Folders & Virtual Printers	\$ 995.00	0%	\$995							\$47	\$31	\$26	\$22					1
	497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					1
	497N04238	EFI Option Kit Bundle (includes Auto Trap, Spot-On, Hf-Vp)	\$ 2,199.00	0%	\$2,199							\$103	\$69	\$57	\$48					
	497N05469	EFI Spot On	\$ 825.00	0%	\$825							\$39	\$26	\$21	\$18					
	INTEGEFI	Xerox EX-I XC9065/XC9070 Print Server Fiery Integrated DFE Includes Compose License, Hot Folder/Virtual Printer and JDF Workflow	\$ 8,695.00	0%	\$8,695							\$407	\$271	\$224	\$189					
	497N07166	EFI Impose	\$ 2,550.00	0%	\$2,550							\$119	\$80	\$66	\$55					
	497N04791	Productivity Package Option Kit - For E300	\$ 6,000.00	0%	\$6,000							\$281	\$187	\$155	\$130					
	497N03087	Profile Suite 4.6	\$ 2,700.00	0%	\$2,700							\$126	\$84	\$70	\$59					
	497N07165	Compose License Activiation (for additional license)	\$ 1,599.00	0%	\$1,599							\$75	\$50	\$41	\$35					
	497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					
	STNDALEFI	Xerox EX XC9065/XC9070 Print Server Fiery Standalone NX Pro DFE Includes one Impose & Compose license as standard	\$ 23,000.00	30%	\$16,100							\$753	\$502	\$415	\$349					
	497N05471	Compose License Activiation (for additional license)	\$ 1,599.00	0%	\$1,599							\$75	\$50	\$41	\$35					
	497N07166	EFI Impose	\$ 2,550.00	0%	\$2,550							\$119	\$80	\$66	\$55					
	497N07213	Profile Suite 4.6	\$ 2,700.00	0%	\$2,700							\$126	\$84	\$70	\$59					
	497N02107	Graphic Arts Premium Package	\$ 6,200.00	0%	\$6,200							\$290	\$193	\$160	\$135					
	497N04849	Advanced Interface Kit (integrated Furniture Monitor, Keyboard, Mouse)	\$ 4,000.00	0%	\$4,000							\$187	\$125	\$103	\$87					
	497N04827	Hard Drive Security Option Kit	\$ 995.00	0%	\$995							\$47	\$31	\$26	\$22					
	497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					
	497N07247	MS WINDOWS 10 KIT	\$ 349.00	0%	\$349							\$16	\$11	\$9	\$8					

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

-Purchase/Lease of Equipment-

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

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) **Konica Minolta** NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month 60 Month Base PSA Month Month Consumables MFG # or Vendo Multifunction Device (MFD) Item Description Lease Lease MSRP Rental Labor, Service (Cost Per Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRI greemer Per Page Price Aareemei Included Support Copy) Per Month Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate UBEO LLC SERVICE RATES ARE VOLUME BASED * NOTE 1 UBEO LLC SERVICE RATES ARE VOLUME BASED SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS AC78011X0011 BIZHUB 300i plus DF-714 \$11,420 50% \$5.710 \$267 \$178 \$147 \$124 4614506 Fax Stamp Unit \$53 20% \$42 \$2 \$1 \$1 \$1 Spare TX Marker Stamp 2 4614511 \$30 20% \$24 \$1 \$1 \$1 \$1 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,177 20% \$942 \$44 \$29 \$24 \$20 A884W112 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 20% \$106 \$3 A886WY13 Fax Mount Kit (Mount kit for FK-515 only) \$132 \$5 \$3 \$2 7640013468 \$130 \$104 AU-204H Mag Stripe Card Reader 20% \$5 \$3 \$3 \$2 \$1 042 20% \$834 \$39 \$26 \$18 A0X9WY1 Biometric Authentication Unit \$21 \$399 20% \$319 \$15 \$10 R5427011136466GEN2 AU-205H Gen2 Multi Card Reader with HID Mobile Support \$8 \$7 AOPD11K i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$6 \$4 \$9 \$5 A0PD1175 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD1196 I-Ontion Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 \$690 20% \$552 \$26 \$17 \$14 \$12 AOPD11F7 i-Option License Kit (Unicode Font) A0PD11G8 i-Option OCR Font \$191 20% \$153 \$7 \$5 \$4 \$3 A0PD11U9 \$668 20% \$534 \$25 \$17 \$14 \$12 i-Option License Kit (File Conversion) \$395 20% \$316 \$15 \$10 A0PDAA1 Bitdefender Virus Scan \$8 \$7 4623486 \$95 20% \$76 \$4 \$2 \$2 \$2 Mount Kit 1 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$1 \$66 A4NMWY110 Mount Kit (IC Card Internal Mount Kit) 20% \$53 \$2 \$2 \$1 \$1 \$136 A4NRWY2 Keyboard Holder 20% \$109 \$5 \$3 \$3 \$2 A87DWY211 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 \$8 \$220 A88AWY212 USB Host Board (Local Interface Kit) 20% \$176 \$8 \$5 \$5 \$4 ACCJWY1 10-Key Pad \$139 20% \$111 \$5 \$3 \$3 \$2 ACDIWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 \$1.348 20% \$1.078 \$50 \$34 \$28 ACDKWY1 \$23 Security Kit ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$7 \$6 \$5 D5133NTKM ESP POWER FILTER 120V/15A \$208 20% \$166 \$8 \$5 \$4 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive \$800 20% \$640 \$30 FVS12015 Analytics \$20 \$16 \$14 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$6 \$5 \$4 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$7 \$6 \$5 \$1,709 20% \$1,367 \$64 \$43 \$35 \$30 A2YUWY3 Inner Finisher (50 Sheets) \$550 20% \$440 \$21 \$14 \$11 \$10 A2YVWY2 Job Separator A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 20% \$516 \$24 \$16 \$13 \$11 A87JWY2 Relay Unit \$231 20% \$185 \$9 \$6 \$5 \$4 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1.925 20% \$1.540 \$72 \$48 \$40 \$33 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3,515 20% \$2,812 \$132 \$88 \$72 \$61 AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 \$329 20% \$8 EH91539 Convenience Stapler \$263 \$12 \$7 \$6 \$245 \$6 20% \$196 \$9 \$4 135700 Enhanced Copy Desk (Storage only) \$5 \$931 \$745 \$35 A4MEWY2 Banner Guide 20% \$23 \$19 \$16 \$1.959 A87VW1213 20% \$1.567 \$73 \$49 \$40 \$34 Large Capacity Unit \$1.543 20% \$1 234 \$58 \$38 \$32 \$27 AAV5019 Paner Feed Cahinet AAV5016 Paper Feed Cabinet \$1,836 20% \$1,469 \$69 \$46 \$38 \$32 AAV5WY7 \$1,005 20% \$804 \$38 \$25 \$21 \$17 Paper Feed Cabinet AAV5WY8 Paper Feed Cabinet \$1,311 20% \$1.049 \$49 \$33 \$27 \$23 AC77011X0011 BIZHUB 360i with DF-714 \$13,435 50% \$6.718 \$314 \$209 \$146

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

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

Name of O	fferor:	UBEO LLC																		
	'	Konica Minolta				MAINTANA	NCE AND SU	IPPLIES INC	LUDED (less i	paper)	NO MAINTE	NANCE OR S	UPPLIES IN	CLUDED		Monthly Fees				1
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease	60 Month Lease	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	4614506	Fax Stamp Unit	\$5	3 20%	\$42							\$2	\$1	\$1	\$1					
	4614511	Spare TX Marker Stamp 2	\$3		\$24							\$1	\$1	\$1						
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,17		\$942							\$44	\$29	\$24	\$20					
	A884W113	Fax Kit (Supports 3rd & 4th fax line)	\$1,17	6 20%	\$941							\$44	\$29	\$24	\$20					
	A886WY14	Fax Mount Kit (Mount kit for FK-515 only)	\$13	2 20%	\$106							\$5	\$3	\$3	\$2					
	7640013468	AU-204H Mag Stripe Card Reader	\$13	0 20%	\$104							\$5	\$3	\$3	\$2					
	A0X9WY1	Biometric Authentication Unit	\$1,04	2 20%	\$834							\$39	\$26	\$21	\$18					
F	35427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$39	9 20%	\$319							\$15	\$10	\$8	\$7					
	AOPDO1K5	i-Option License Kit (ThinPrint Client Support)	\$25	0 20%	\$200							\$9	\$6	\$5	\$4					
	A0PD1176	i-Option License Kit (Voice Guidance)	\$78	5 20%	\$628							\$29	\$20	\$16	\$14					
	A0PD1197	I-Option Bar Code Font	\$82	1 20%	\$657							\$31	\$20	\$17	\$14					
	A0PD11F8	i-Option License Kit (Unicode Font)	\$69	0 20%	\$552							\$26	\$17	\$14	\$12					
	AOPD11G9	i-Option OCR Font	\$19	1 20%	\$153							\$7	\$5	\$4	\$3					
	A0PD11K10	i-Option License Kit (ThinPrint Client Support)	\$25		\$200							\$9	\$6					1		
	A0PD11U11	i-Option License Kit (File Conversion)	\$66	8 20%	\$534							\$25	\$17	\$14	\$12					
	A0PDAA1	Bitdefender Virus Scan	\$39		\$316							\$15	\$10	\$8						
	4623486	Mount Kit 1	\$9		\$76							\$4	\$2	\$2	\$2					
	A0W4WY3	Working Table	\$12	4 20%	\$99							\$5	\$3							
	A5C1192100	Stylus for INFO-Palette Series	\$3		\$26							\$1	\$1							
	A4NMWY112	Mount Kit (IC Card Internal Mount Kit)	\$6		\$53							\$2	\$2				1			
	A4NRWY2	Keyboard Holder	\$13		\$109							\$5	\$3				1			
	A87DWY213	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$30		\$246							\$11	\$8	\$6						
	A88AWY214	USB Host Board (Local Interface Kit)	\$22		\$176							\$8	\$5							
	AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$32		\$263							\$12	\$8	Ţ.						<u> </u>
	ACCJWY1	10-Key Pad	\$13		\$111							\$5	\$3	\$3						
	ACDJWY1	1 TB Solid State Drive	\$93		\$747							\$35	\$23	\$19						
	ACDKWY1	Security Kit	\$1,34		\$1,078							\$50	\$34	\$28						
	ACDMWY1	Wireless Upgrade Kit	\$28		\$229							\$11	\$7	\$6						
	D5133NTKM	ESP POWER FILTER 120V/15A	\$20	8 20%	\$166							\$8	\$5	\$4	\$4					
	EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$80		\$640							\$30	\$20	\$16						
	G844100LCMUS2	External Keyboard	\$22		\$178							\$8	\$6	\$5						
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$28		\$231							\$11	\$7							1
	A2YUWY3	Inner Finisher (50 Sheets)	\$1,70		\$1,367							\$64	\$43	\$35						
	A2YVWY2	Job Separator	\$55		\$440							\$21	\$14	\$11						
	A3EUW12	2/3 Hole Punch Unit (FS-533)	\$64		\$516							\$24	\$16	\$13						ļ
	A87JWY2	Relay Unit	\$23		\$185							\$9	\$6	- 7-						
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,92		\$1,540							\$72	\$48							ļ
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,51		\$2,812							\$132	\$88	\$72						
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$64		\$516							\$24	\$16	\$13						
	EH91539	Convenience Stapler	\$32		\$263							\$12	\$8							
	135700	Enhanced Copy Desk (Storage only)	\$24		\$196							\$9	\$6	\$5						
	A4MEWY2 A87VW1215	Banner Guide Large Capacity Unit	\$93 \$1,95		\$745 \$1,567			1				\$35 \$73	\$23 \$49	\$19 \$40				 		-
	A87VW1215 A9EFW12	Large Capacity Unit	\$1,95		\$1,567				1			\$137	\$49 \$92	\$40 \$76			+	1		+
		9 1 7	\$3,67						1			\$137 \$58	\$92 \$38	\$76			+	 		+
	AAV5019 AAV5016	Paper Feed Cabinet Paper Feed Cabinet	\$1,54 \$1,83		\$1,234 \$1,469		-		1			\$58 \$69	\$38 \$46	\$32 \$38			+	+		
	AAV5016 AAV5WY7	Paper Feed Cabinet Paper Feed Cabinet	\$1,83		\$1,469 \$804				1			\$38	\$46 \$25	\$38			+	1		+
	AAV5WY7	Paper Feed Cabinet Paper Feed Cabinet	\$1,00		\$804 \$1,049				 			\$38 \$49	\$33	\$21			1	1		
	AC76011	BIZHUB 450i	\$14,73		\$7,369		-		 			\$345	\$230				+	+		
	4614506	Fax Stamp Unit	\$14,73		\$42				 			\$343	\$ 230 \$1	\$190			+	+		
	4014300	i ax Stainp Onit	φυ	20%	\$42		l		1			ą∠	١ۅ	اد	ادّ					<u>1</u>

AC75011

4614506

BIZHUB 550I

Fax Stamp Unit

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

\$26,251

\$53

50%

20%

\$13,126

\$42

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions" Name of Offeror: UBEO LLC NO MAINTENANCE OR SUPPLIES INCLUDED MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta Monthly Fees Manufacturer (MFG) Name of Product 60 Month 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month Base PSA Month Consumable Monthly Maintenanc MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease **Allowance** MSRP Purchase Rental Rental abor, Service. (Cost Per Supplies (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Price Copy) Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 \$1 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,177 20% \$942 \$44 \$29 \$24 \$20 A884W111 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 \$106 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$5 \$3 \$2 A886WY12 \$3 7640013468 AU-204H Mag Stripe Card Reader \$130 20% \$104 \$5 \$3 \$2 \$3 \$1,042 \$834 20% \$39 \$26 ΔΩΧΩΙΛ/Υ1 \$21 \$18 Biometric Authentication Unit R5427011136466GEN2 AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 AOPDO1K3 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$9 \$6 \$5 \$4 A0PD1174 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD1195 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 \$690 20% \$552 \$26 \$17 AOPD11F6 i-Option License Kit (Unicode Font) \$14 \$12 \$191 20% \$153 A0PD11G7 i-Option OCR Font \$7 \$5 \$3 \$668 20% \$534 \$25 \$17 \$14 \$12 A0PD11U8 i-Option License Kit (File Conversion) A0PDAA1 Bitdefender Virus Scan \$395 20% \$316 \$15 \$10 \$8 \$7 4623486 \$95 20% \$76 \$4 \$2 \$2 \$2 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$3 \$2 A5C1192100 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$1 A4NMWY19 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$53 \$2 \$2 \$1 \$1 \$136 20% \$3 \$2 A4NRWY2 Keyboard Holder \$109 \$5 \$3 \$307 20% \$11 A87DWY210 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$246 \$8 \$220 20% \$8 \$5 \$5 \$4 A88AWY211 USB Host Board (Local Interface Kit) \$176 AC8XWY1 IM-102 Intelligent Media Sensor Intelligent Media Sensor \$329 20% \$263 \$12 \$8 \$7 \$6 ACCJWY1 10-Key Pad \$139 20% \$111 \$5 \$3 \$3 \$2 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 ACDKWY1 \$1,348 20% \$1.078 \$50 \$34 \$28 \$23 Security Kit ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$7 \$6 \$5 D5133NTKM \$208 20% \$166 \$8 \$5 \$4 \$4 ESP POWER FILTER 120V/15A ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics 20% \$640 \$30 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$6 \$5 \$4 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$7 \$6 \$5 A2YUWY3 Inner Finisher (50 Sheets) \$1,709 20% \$1.367 \$64 \$43 \$35 \$30 A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 20% \$516 \$24 \$16 \$13 \$11 \$231 20% \$185 \$6 A87JWY2 Relay Unit \$9 \$5 \$4 \$1.540 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1.925 20% \$72 \$48 \$40 \$33 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3,515 20% \$2,812 \$132 \$88 \$72 \$61 AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 \$123 \$3 ACV0WY1 Output Tray 20% \$98 \$5 \$3 \$2 JS-508 Job Separator \$550 20% \$440 \$21 \$14 \$11 \$10 ACV2WY1 MK-607 mount kit for FS-533 ACW5WY1 \$77 20% \$62 \$3 \$2 \$2 \$1 EH91539 \$329 20% \$263 \$12 \$8 \$7 \$6 Convenience Stapler Enhanced Copy Desk (Storage only) \$245 20% \$6 135700 \$196 \$9 \$5 \$4 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A87VW1212 Large Capacity Unit \$1,959 20% \$1,567 \$73 \$49 \$40 \$34 A9EFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 \$1,543 20% \$1,234 \$58 \$38 \$32 \$27 AAV5019 Paper Feed Cabinet AAV5016 \$1,836 20% \$1,469 \$69 \$46 \$38 \$32 Paper Feed Cabinet AAV5WY7 \$1,005 20% \$804 \$38 \$25 \$21 \$17 Paper Feed Cabinet AAV5WY8 Paper Feed Cabinet \$1,311 20% \$1,049 \$49 \$33 \$27 \$23

\$614

\$409

\$1

\$338

\$1

\$285

\$1

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

-Purchase/Lease of Equipment-

Name of 0	offeror:	UBEO LLC																			
i tuille or c		Konica Minolta				MAINTANA	NCE AND SI	JPPLIES INC	LUDED (less pap	er)	NO MAINTE	NANCE OR S	SUPPLIES IN	CLUDED		Monthly Fees					
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month 6 Lease	60 Month Lease greement Rate	Month to Month Rental Agreement	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance , (Cost Per Copy)	
	4614511	Spare TX Marker Stamp 2	\$30	20%	\$24						Rate	\$1	\$1	\$1	\$1	1		res or No			
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24							
	A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20)					
	A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2	2					
	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3								
	A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18	3					
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8							
	A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16							
	A0PD1194	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17							
	AOPD11F5	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14							
	A0PD11G6	i-Option OCR Font	\$191	20%	\$153							\$7	\$5							<u> </u>	
	AOPD11K7	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5							
	A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14							
	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8						<u> </u>	
	A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3						<u> </u>	
	A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1						ļ	
	A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3						ļ	
	A5C1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1	1				ļ	
	A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5						
	A88AWY211	USB Host Board (Local Interface Kit) With Bluetooth Printing Support	\$220	20%	\$246 \$176				 			\$8	\$5			1				 	
	AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263				<u> </u>			\$12	\$8							-	
	ACCJWY1	10-Key Pad	\$139	20%	\$111				<u> </u>			\$5	\$3	\$3						-	
	ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19						 	
	ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28						+	
	D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166				 			\$8	\$5							†	
	DSISSIVIKIVI	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive	ΨΣΟΟ	2070	ψ100	-			 			ΨΟ	ΨΟ	ΨΤ	Ψ					†	
	EVS12015	Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14	1					
	G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5							
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6							
	A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30						
	A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11	1					
	A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4	1					
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72	\$48	\$40	\$33	3					
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812				<u> </u>			\$132	\$88	\$72	\$61	1					
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24	\$16	\$13							
	ACV0WY1	Output Tray	\$123	20%	\$98							\$5	\$3	\$3				<u> </u>			
	ACV2WY1	JS-508 Job Separator	\$550	20%	\$440							\$21	\$14	\$11							
	ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62							\$3	\$2	\$2							
	EH91539	Convenience Stapler	\$329	20%	\$263			ļ				\$12	\$8								
	135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196			ļ	ļļ			\$9	\$6								
	A4MEWY2	Banner Guide	\$931	20%	\$745			ļ	ļļ			\$35	\$23	\$19							
	A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567			1	 			\$73	\$49	\$40							
	A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76							
	AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469				 			\$69	\$46	\$38							
	AAV5019	PC-416 Paper Feed Cabinet	\$1,543	20%	\$1,234			ļ	 			\$58	\$38	\$32			ļ			 	
	AAV5WY7	PC-116 Paper Feed Cabinet	\$1,005	20%	\$804			ļ	 			\$38	\$25	\$21			ļ			-	
	AAV5WY8	PC-216 Paper Feed Cabinet	\$1,311	20%	\$1,049		1	1	 		-	\$49	\$33	\$27	\$23		1			 	
	AC740111	BIZHUB 650i	\$33,769	50%	\$16,885	-	1	1	 		-	\$790	\$526	\$435			1			 	
	4614506	Fax Stamp Unit	\$53 \$30	20%	\$42				 			\$2 \$1	\$1	\$1			-			 	
	4614511	Spare TX Marker Stamp 2		20%	\$24		1	1	 				\$1 #20	\$1			1			 	
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942	1	<u> </u>				l	\$44	\$29	\$24	\$20	וי				L	

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

-Purchase/Lease of Equipment-

Name of	0#	UBEO LLC	1																					
Name of	Offeror:	Konica Minolta				ΜΔΙΝΤΔΝΔ	NCE AND SI	JPPLIES INC	I LIDED (less)	naner)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees								
						Month to					Month to							Monthly						
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)				
	A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176		\$941							\$44												
	A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132		\$106							\$5	\$3		\$2									
	7640013468	AU-204H Mag Stripe Card Reader	\$130		\$104							\$5												
	A0X9WY1	Biometric Authentication Unit	\$1,042		\$834							\$39	\$26		\$18									
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399 \$250		\$319 \$200							\$15 \$9	\$10 \$6		\$7 \$4									
	A0PD01K4 A0PD1175	i-Option License Kit (ThinPrint Client Support) i-Option License Kit (Voice Guidance)	\$250 \$785		\$200 \$628							\$9 \$29			\$4 \$14		-							
	A0PD1175 A0PD1196	I-Option Bar Code Font	\$821		\$626 \$657							\$29	\$20		\$14									
	AOPD1196 AOPD11F7	i-Option License Kit (Unicode Font)	\$690		\$557 \$552							\$26		\$17	\$12									
	AOPD117	i-Option OCR Font	\$191		\$153							\$7	\$5		\$3									
	A0PD11U9	i-Option License Kit (File Conversion)	\$668		\$534							\$25	\$17	\$14	\$12									
	AOPDAA1	Bitdefender Virus Scan	\$395		\$316							\$15	\$10		\$7									
	A0W4WY3	Working Table	\$124		\$99							\$5												
	A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1	1								
	A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2	2								
	A5C1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1	1								
	A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307		\$246							\$11	\$8	\$6	\$5									
	A88AWY212	USB Host Board (Local Interface Kit)	\$220		\$176							\$8	\$5		\$4									
	AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329		\$263							\$12	\$8		\$6									
	ACCJWY1	10-Key Pad	\$139		\$111							\$5	\$3		\$2									
	ACDJWY1	1 TB Solid State Drive	\$934		\$747							\$35			\$16		1							
	ACDKWY1 ACDMWY1	Security Kit	\$1,348 \$286		\$1,078 \$229							\$50 \$11	\$34 \$7		\$23 \$5		-							
	D5133NTKM	Wireless Upgrade Kit ESP POWER FILTER 120V/15A	\$286 \$208		\$229 \$166							\$11			\$4		-							
	DOTOSINIKINI	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive	\$2U0	20%	\$100							фО)	\$4	9 4	•								
	EVS12015	Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14	1								
	G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4	1								
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5	5								
	A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4	1								
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925		\$1,540							\$72	\$48		\$33									
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515		\$2,812							\$132	\$88		\$61									
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645		\$516							\$24	\$16		\$11									
	ACV0WY1	Output Tray	\$123		\$98							\$5												
	EH91539	Convenience Stapler	\$329		\$263							\$12	\$8		\$6									
	135700 A4MEWY2	Enhanced Copy Desk (Storage only)	\$245 \$931		\$196 \$745							\$9 \$35	\$6 \$23		\$4 \$16									
	A4WEW12 A87VW1213	Banner Guide Large Capacity Unit	\$1.959		\$1,567							\$73 \$73	\$49		\$34									
	A9EFW12	Large Capacity Unit	\$3,673		\$2,938							\$137	\$92	\$76	\$64									
	AAV5019	Paper Feed Cabinet	\$1,543		\$1,234							\$58	\$38	\$32	\$27									
	AAV5015 AAV5016	Paper Feed Cabinet	\$1,836		\$1,469							\$69	\$46		\$32									
	AAV5WY7	Paper Feed Cabinet	\$1,005		\$804		1					\$38			\$17									
	AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23									
		BIZHUB 750i	\$36,850		\$18,425							\$862			\$400									
	4614506	Fax Stamp Unit	\$53		\$42							\$2	\$1	\$1	\$1									
	4614511	Spare TX Marker Stamp 2	\$30		\$24							\$1	\$1	\$1	\$1									
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177		\$942							\$44			\$20									
	A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176		\$941							\$44			\$20									
	A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132		\$106		ļ					\$5	\$3	\$3	\$2									
	7640013468	AU-204H Mag Stripe Card Reader	\$130		\$104							\$5	\$3		\$2									
	A0X9WY1	Biometric Authentication Unit	\$1,042		\$834		1					\$39	\$26		\$18									
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7	7								

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

UBEO LLC

of Offeror: UBEO LLC																			-
	Konica Minolta				MAINTANAI	NCE AND SU	JPPLIES INC	LUDED (less)	paper)	NO MAINTE	NANCE OR	SUPPLIES	NCLUDED		Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement	24 Month Lease Agreement Rate	36 Month Lease Agreemen Rate	Lease	60 Month Lease t Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included	Monthly Labor, Service, Support	Maintena (Cost P Copy
AOPD01K3	i-Option License Kit (ThinPrint Client Support)	\$25	0 20%	\$200	Rate					Rate	\$9						"Yes or No"		
A0PD1174	i-Option License Kit (Voice Guidance)	\$78		\$628							\$29	\$2							
A0PD1195	I-Option Bar Code Font	\$82		\$657	1						\$31	\$2							
A0PD11F6	i-Option License Kit (Unicode Font)	\$69		\$552							\$26								
AOPD11G7	i-Option OCR Font	\$19		\$153	†						\$7								
A0PD11U8	i-Option License Kit (File Conversion)	\$66		\$534							\$25								
A0PDAA1	Bitdefender Virus Scan	\$39		\$316							\$15								1
4623486	Mount Kit 1	\$9		\$76							\$4								
A0W4WY3	Working Table	\$124		\$99							\$5								1
A5C1192100	Stylus for INFO-Palette Series	\$3:		\$26							\$1				1				1
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$60		\$53							\$2								
A4NRWY2	Keyboard Holder	\$130		\$109							\$5								
7111111112	Negood a Holder	Ų.0.	2070	ψ.00							ţ.		•	1					1
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$30	7 20%	\$246	;						\$11	\$	8 \$	6 \$5	:				İ
A88AWY211	USB Host Board (Local Interface Kit)	\$22		\$176							\$8	\$							1
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$32		\$263							\$12		-		1				<u> </u>
ACCJWY1	10-Key Pad	\$13		\$111							\$5				1				
ACDJWY1	1 TB Solid State Drive	\$934		\$747							\$35								1
ACDKWY1	Security Kit	\$1,34		\$1,078							\$50								
ACDMWY1	Wireless Upgrade Kit	\$28		\$229	1						\$11	\$							<u> </u>
D5133NTKM	ESP POWER FILTER 120V/15A	\$20		\$166							\$8								—
EVS12020	Comprehensive Monitoring & Predictive Analytics	\$82		\$660							\$31	\$2							<u> </u>
G844100LCMUS2	External Keyboard	\$22		\$178							\$8			-					
XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$32		\$258							\$12	\$							
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,92		\$1,540							\$72								<u> </u>
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,51		\$2,812							\$132	\$8							
AC28W21	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$64		\$516							\$24	\$1							
ACU6WY1	RU-519 Relay Unit (for FS-539/FS-539SD/FS-540/FS-540SD)	\$32		\$260							\$12								
ACWAWY1	OT-514 Output Tray	\$32		\$260							\$12	\$			1				
ACWCWY1	WT-519 Upright Working Table	\$2.75		\$2,200	1						\$103	\$6							
EH91539	Convenience Stapler	\$32		\$263							\$12	\$							
A4MEWY2	Banner Guide	\$93		\$745							\$35	\$2							
A8H6W12	Large Capacity Unit	\$1,94	7 20%	\$1,558							\$73	\$4							
A8H7W12	Large Capacity Unit	\$3,66		\$2,930							\$137	\$9							
A8KN0151	BIZHUB 808 COPIER/PRINTER	\$38,80	B 50%	\$19,404							\$908	\$60	5 \$50	0 \$421					
A0PD1162	i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	\$1,10	20%	\$880)						\$41	\$2	7 \$2	3 \$19					
A0PD11F3	i-Option License Kit (Unicode)	\$69	20%	\$552	2						\$26	\$1	7 \$1	4 \$12					
A4MMWY34	Copy Guard Kit	\$1,34		\$1,078							\$50	\$3							
A8HCWY2	Working table for upright mounting of the control panel	\$3,02		\$2,420							\$113	\$7							<u> </u>
4614506	Fax Stamp Unit	\$5		\$42							\$2		1 \$	1 \$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$	1 \$	1 \$1					
A884W115	Fax Kit (Supports 3rd & 4th fax line)	\$1,170		\$941							\$44								
A886WY16	Fax Mount Kit (Mount kit for FK-515 only)	\$13		\$106							\$5		o v						<u> </u>
A92D0117	Fax Kit	\$1,17		\$942							\$44								
A0X9WY1	Biometric Authentication Unit	\$1,042		\$834							\$39	\$2							
R5427011136466GEN2	2 AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$39		\$319							\$15				1				
AOPD01K8	i-Option License Kit (ThinPrint Client Support)	\$250	0 20%	\$200							\$9		6 \$	5 \$4					
A0PD1179	i-Option License Kit (Voice Guidance)	\$78	5 20%	\$628							\$29	\$2	0 \$1	5 \$14					
A0PD11910	I-Option Bar Code Font	\$82	1 20%	\$657							\$31	\$2	0 \$1	7 \$14					
A0PD11G11	i-Option OCR Font	\$19	1 20%	\$153							\$7	\$	5 \$	4 \$3	-				1
A0PD11U12	i-Option License Kit (File Conversion)	\$66		\$534							\$25	\$1	7 \$1						

A5C1192100

A4NMWY113

A4NRWY214

A64TWY415

Stylus for INFO-Palette Series

Kevboard Holder

Keypad

Mount Kit (IC Card Internal Mount Kit)

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions" Name of Offeror: UBEO LLC NO MAINTENANCE OR SUPPLIES INCLUDED MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta Monthly Fees Manufacturer (MFG) Name of Product 60 Month 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month Base PSA Month Consumable Monthly Maintenanc MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease **Allowance** MSRP Purchase Rental Rental abor, Service. (Cost Per Supplies (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Price Copy) Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$6 \$5 \$4 A0W4WY3 Working Table \$124 20% \$99 \$5 \$3 \$3 \$2 \$33 20% \$26 \$1 \$1 A5C1192100 Stylus for INFO-Palette Series \$1 \$1 \$66 \$53 20% \$2 \$2 A4NMWY113 Mount Kit (IC Card Internal Mount Kit) \$1 \$1 Δ4NRW/V214 Keyboard Holder \$136 20% \$109 \$5 \$3 \$2 \$3 Δ64ΤW/V415 \$139 20% \$111 \$5 \$3 \$2 Keypad \$3 \$514 20% \$411 \$19 \$13 A888WY2 Hard Disk Mirroring \$11 92 A8H9WY116 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$5 \$4 A8HAWY117 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 \$358 20% \$286 \$13 \$9 \$7 \$6 A8WCWY1 Double Feed Detection Kit D5143NTKM ESP POWER FILTER 120V/20A NETWORKED \$212 20% \$170 \$8 \$5 \$4 \$4 Comprehensive Monitoring & Predictive Analytics \$825 20% \$660 \$31 \$21 \$17 \$14 EVS12020 XGPCS20DKM ESP Diagnostic Power Filter 120V/20A \$322 20% \$258 \$12 \$8 \$7 \$6 A3ETW11 2/3 Hole Punch Unit (FS-534 or FS-536) \$645 20% \$516 \$24 \$16 \$13 \$11 A63GWY2 Z Folding Unit For FS-537 \$5,511 20% \$4,409 \$206 \$137 \$114 \$96 A87GWY3 Finisher (50-sheet floor staple finisher) \$1,815 20% \$1,452 \$68 \$45 \$37 \$32 A87GWYE with SD-511 Finisher (Floor finisher Saddle Stitcher) \$3,405 20% \$2,724 \$127 \$85 \$70 \$59 20% \$83 A87HWY118 Finisher (100 Sheets) \$3,322 \$2,658 \$124 \$68 \$58 \$4,950 20% \$3,960 \$185 \$123 \$102 \$86 A87HWYA19 Finisher \$325 20% \$6 A87KWY120 \$260 \$12 \$8 \$7 Relay Unit \$1,221 20% \$46 \$30 \$25 \$21 A8C6WY2 Post Inserter For FS-537 \$977 A8HDWY221 Output Tray \$495 20% \$396 \$19 \$12 \$10 \$9 A99KW11 Punch Kit For FS-537 \$935 20% \$748 \$35 \$23 \$19 \$16 EH91539 \$329 20% \$263 \$12 \$8 \$7 \$6 Convenience Stanler A8H6W11 Large Capacity Unit \$1.947 20% \$1.558 \$73 \$49 \$40 \$34 A8H7W11 Large Capacity Unit \$3,663 20% \$2,930 \$137 \$91 \$75 \$64 \$80 20% \$64 \$2 \$1 XG-PCS-IC-1 NexGen Cable \$3 \$2 \$46,200 20% \$36,960 \$1,729 \$1.152 \$952 \$802 A7960151 Printer/Copier/Scanner A0PD0162 i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF) 20% \$880 \$1,100 \$27 A0PD01F3 i-Option License Kit (Unicode) \$690 20% \$552 \$26 \$17 \$14 \$12 \$1,348 A4MMWY24 Copy Guard Kit 20% \$1.078 \$50 \$34 \$28 \$23 A8HCWY1 Working table for upright mounting of the control panel \$3,025 20% \$2,420 \$113 \$75 \$62 \$53 20% 4614506 Fax Stamp Unit \$53 \$42 \$2 \$1 \$1 \$1 \$30 4614511 Spare TX Marker Stamp 2 20% \$24 \$1 \$1 \$1 \$1 \$1,176 A884W115 Fax Kit (Supports 3rd & 4th fax line) 20% \$941 \$44 \$29 \$24 \$20 A886WY16 \$106 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$5 \$3 \$3 \$2 \$1,177 20% \$942 \$44 \$29 A92D0117 Fax Kit \$24 \$20 \$1,042 20% \$834 \$39 \$26 \$21 \$18 A0X9WY1 Biometric Authentication Unit R5427011136466GEN AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 AOPDO1K8 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$9 \$6 \$5 \$4 \$785 20% \$20 A0PD1179 i-Option License Kit (Voice Guidance) \$628 \$29 \$16 \$14 A0PD11910 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 A0PD11G11 i-Option OCR Font \$191 20% \$153 \$7 \$5 \$4 \$3 A0PD11U12 i-Option License Kit (File Conversion) \$668 20% \$534 \$25 \$17 \$14 \$12 G844100LCMUS2 \$223 20% \$178 \$8 \$6 \$5 \$4 External Keyboard A0W4WY3 Working Table \$124 20% \$99 \$5 \$2

\$1

\$2

\$5

\$5

\$1

\$2

\$3

\$3

\$1

\$1

\$3

\$3

\$1

\$1

\$2

\$2

\$33

\$66

\$136

\$139

20%

20%

20%

20%

\$26

\$53

\$109

\$111

EVS12015

Analytics

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

20%

\$800

\$640

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions" Name of Offeror: UBEO LLC NO MAINTENANCE OR SUPPLIES INCLUDED MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta Monthly Fees Manufacturer (MFG) Name of Product 60 Month 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month Base PSA Month Consumable Monthly Maintenanc MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease **Allowance** MSRP Purchase Rental Rental abor, Service. (Cost Per Supplies (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Price Copy) Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate A888WY2 Hard Disk Mirroring \$514 20% \$411 \$19 \$13 \$11 \$9 A8H9WY116 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$5 \$4 \$307 20% \$246 \$11 USB Host Board (Local Interface Kit) with Bluetooth Printing Support A8HAWY117 Δ8*W*/C*W*/Y1 \$358 20% \$286 \$13 \$9 \$7 \$6 Double Feed Detection Kit ESP POWER FILTER 120V/20A NETWORKED D5143NTKM \$212 20% \$170 \$8 \$5 \$4 \$4 ESP ENVISIONSENSE PMS 208V/20A \$850 20% \$680 \$32 \$21 \$18 \$15 FVS20820 XGPCS20DKM ESP Diagnostic Power Filter 120V/20A \$322 20% \$258 \$12 \$8 \$7 \$6 A10CWY2 Job Separator (FS-540/FS-540SD) \$550 20% \$440 \$21 \$14 \$11 \$10 A3ETW11 2/3 Hole Punch Unit (FS-534 or FS-536) \$645 20% \$516 \$24 \$16 \$13 \$11 \$5.511 20% \$4,409 \$206 \$137 \$96 A63GWY2 Z Folding Unit For FS-537 \$114 A87GWY3 \$1,815 20% \$1,452 \$68 \$45 \$37 \$32 Finisher (50-sheet floor staple finisher) \$3,405 20% \$2,724 \$127 \$85 \$70 \$59 A87GWYE with SD-511 Finisher (Floor finisher Saddle Stitcher) A87HWY118 Finisher (100 Sheets) \$3,322 20% \$2,658 \$124 \$83 \$68 \$58 A87HWYA19 \$4.950 20% \$3.960 \$185 \$123 \$102 \$86 A87KWY120 Relay Unit \$325 20% \$260 \$12 \$8 \$6 A8C6WY2 Post Inserter For FS-537 \$1,221 20% \$977 \$46 \$30 \$25 \$21 A8HDWY221 Output Tray \$495 20% \$396 \$19 \$12 \$10 65 \$935 20% \$35 \$16 A99KW11 Punch Kit For FS-537 \$748 \$23 \$19 \$329 20% \$263 \$12 \$8 \$6 EH91539 Convenience Stapler \$7 20% \$73 \$49 \$40 A8H6W11 \$1 947 \$1.558 \$34 Large Capacity Unit A8H7W11 \$3,663 20% \$91 \$75 \$64 Large Capacity Unit \$2.930 \$137 AA2K011X0011 BIZHUB C300i plus DF-714 \$15,161 50% \$7,581 \$355 \$236 \$195 \$164 4614511 \$30 20% \$24 \$1 \$1 \$1 \$1 Spare TX Marker Stamp 2 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,177 20% \$942 \$44 \$29 \$24 \$20 A884W112 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 A886WY13 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 \$5 \$3 \$3 \$2 \$130 20% \$104 \$5 \$3 \$3 \$2 7640013468 AU-204H Mag Stripe Card Reader \$1.042 20% \$834 \$39 \$26 \$21 \$18 A0X9WY1 Biometric Authentication Unit R5427011136466GEN AU-205H Gen2 Multi Card Reader with HID Mobile Support \$399 20% \$319 \$15 \$10 \$8 \$7 \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD1174 i-Option License Kit (Voice Guidance) A0PD1195 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14 AOPD11F6 i-Option License Kit (Unicode Font) \$690 20% \$552 \$26 \$17 \$14 \$12 A0PD11G7 i-Option OCR Font \$191 20% \$153 \$7 \$5 \$4 \$3 \$250 20% \$200 \$6 \$4 AOPD11K8 i-Option License Kit (ThinPrint Client Support) \$9 \$5 \$668 \$534 A0PD11U9 i-Option License Kit (File Conversion) 20% \$25 \$17 \$14 \$12 \$395 AOPDAA1 Bitdefender Virus Scan 20% \$316 \$15 \$10 \$8 \$7 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$6 \$5 \$4 \$124 \$3 A0W4WY3 Working Table 20% \$99 \$5 \$3 \$2 \$33 20% \$26 \$1 \$1 A5C1192100 Stylus for INFO-Palette Series \$1 \$1 A4NMWY110 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$53 \$2 \$2 \$1 \$1 A4NRWY2 Keyboard Holder \$136 20% \$109 \$5 \$3 \$3 \$2 A87DWY211 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 A88AWY212 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$5 \$4 AC8XWY1 IM-102 Intelligent Media Sensor Intelligent Media Sensor \$329 20% \$263 \$12 \$8 \$7 \$6 \$139 20% \$111 \$5 \$3 \$3 \$2 ACCJWY1 10-Key Pad ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 \$1,348 20% \$1,078 \$50 \$34 \$28 \$23 ACDKWY1 Security Kit ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$7 \$6 \$5 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive

\$30

\$20

\$16

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

-Purchase/Lease of Equipment-

Name of (Offeror:	UBEO LLC	<u></u>																
Name of C	oneror.	Konica Minolta				MAINTANANCE AND	SUPPLIES INC	CLUDED (less i	naper)	NO MAINTE	NANCE OR	SUPPLIES INC	CLUDED		Monthly Fees				
						Month to 24 Mont		48 Month	60 Month	Month to	24 Month		48 Month	60 Month	,		Monthly		
	MFG # or Vendor	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description	MSRP	Discount %	PSA Purchase	Month Lease	1 36 Month Lease	Lease	Lease	Month Rental	Lease	36 Month Lease	48 Month Lease	Lease	Base Allowance	Overage Rate	Consumables / Supplies	Monthly Labor, Service,	Maintenance (Cost Per
	Product #	(Note: All MFD's must be able to print, scan, copy and fax) Optional	mora	From MSRP	Price	Agreement				Agreement	Agreement		Agreement	_	Impressions	Per Page	Included	Support	Copy)
		Components, Add-ons and Accessories				Rate Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Per Month		"Yes or No"		
	XGPCS15DKM A2YUWY3	ESP DIAGNOSTIC POWER FILTER 120V/15A Inner Finisher (50 Sheets)	\$289 \$1,709		\$231 \$1,367						\$11 \$64	\$7 \$43	\$6 \$35						
	A2YVWY2	Job Separator	\$1,709	20%	\$440					1	\$21	\$14	\$33 \$11						
	A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645		\$516			+		+	\$24	\$16	\$13						
	A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645		\$516						\$24	\$16	\$13						
	A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452						\$68	\$45	\$37						
	A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724						\$127	\$85	\$70						
	A87JWY2	Relay Unit	\$231	20%	\$185						\$9	\$6	\$5	\$4	1				
	EH91539	Convenience Stapler	\$329		\$263						\$12	\$8	\$7						
	135700	Enhanced Copy Desk (Storage only)	\$245		\$196						\$9	\$6	\$5						
	A4MEWY2	Banner Guide	\$931	20%	\$745						\$35	\$23	\$19						
	A87VW1213	Large Capacity Unit	\$1,959		\$1,567						\$73	\$49	\$40						
	AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234						\$58	\$38	\$32						
	AAV5016	Paper Feed Cabinet	\$1,836 \$1,005	20% 20%	\$1,469 \$804						\$69 \$38	\$46 \$25	\$38 \$21						
	AAV5WY7 AAV5WY8	Paper Feed Cabinet Paper Feed Cabinet	\$1,005	20%	\$1,049						\$38 \$49	\$33	\$21						
	45111094	EFI AutoTrap Graphic Arts Feature	\$995		\$796			+		+	\$37	\$25	\$21						
	451113614	FIERY COMPOSE S/W LICENSE	\$1,100		\$880		-			1	\$41	\$27	\$23						
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796						\$37	\$25	\$21						
	45111156	EFI IC-418 Productivity Package	\$5,406		\$4,325						\$202	\$135	\$111	\$94					
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400		\$1,120						\$52	\$35	\$29						
	4520671215	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000	i					\$94	\$62	\$52	\$43	3				
	4520671916	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400						\$112	\$75	\$62						
	ACDEWY1	IC-420 Image Controller	\$4,158		\$3,326						\$156	\$104	\$86						
	ACDFWY117	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501						\$23	\$16	\$13						
	ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261						\$12	\$8	\$7						
		BIZHUB C360i plus DF-714	\$19,480							1	\$456		\$251						
	A3PMWY1 4614511	ORIGINAL COVER	\$104 \$30		\$83 \$24						\$4 \$1	\$3 \$1	\$2 \$1						
	4614511 A883012	Spare TX Marker Stamp 2 Fax Kit supports 1st & 2nd fax line - no mount kit required	\$30 \$1,177		\$24 \$942						\$44		\$24						
	A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,177		\$942			+		+	\$44		\$24						
	A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132				-			1	\$5	\$3	\$3						
	7640013468	AU-204H Mag Stripe Card Reader	\$130		\$104						\$5	\$3	\$3						
	A0X9WY1	Biometric Authentication Unit	\$1,042		\$834						\$39	\$26	\$21						
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319						\$15	\$10	\$8	\$7	7				
	A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%	\$628						\$29	\$20	\$16						
	A0PD1194	I-Option Bar Code Font	\$821	20%	\$657						\$31	\$20	\$17						
	AOPD11F5	i-Option License Kit (Unicode Font)	\$690		\$552						\$26	\$17	\$14						
	AOPD11G6	i-Option OCR Font	\$191	20%	\$153						\$7	\$5	\$4						
	A0PD11K7	i-Option License Kit (ThinPrint Client Support)	\$250		\$200						\$9		\$5						
	A0PD11U8	i-Option License Kit (File Conversion)	\$668		\$534					1	\$25	\$17	\$14						
	AOPDAA1	Bitdefender Virus Scan	\$395 \$223		\$316 \$178		-	-		<u> </u>	\$15 \$8	\$10 \$6	\$8 \$5						
	G844100LCMUS2 A0W4WY3	External Keyboard Working Table	\$223 \$124				+		1	1	\$8 \$5		\$5 \$3						
	A5C1192100	Stylus for INFO-Palette Series	\$33		\$26		+	+		<u> </u>	\$1	\$1	\$3 \$1						
	A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66		\$53		1		†		\$2		\$1						
	A4NRWY2	Keyboard Holder	\$136		\$109		1				\$5	\$3	\$3						
		•									, ,				1				
	A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246						\$11	\$8	\$6	\$5	5				
	A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176						\$8	\$5	\$5	\$4	1				
	AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329		\$263						\$12	\$8	\$7						
	ACCJWY1	10-Key Pad	\$139	20%	\$111						\$5	\$3	\$3	\$2	2				

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

Name of	Offerer:	UBEO LLC																		
Name or	Offeror:	Konica Minolta				MAINTANA	NCE AND SU	JPPLIES INC	LUDED (less p	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				1
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16	6				
	ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28						
	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5	5				
		ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive																		
	EVS12015	Analytics	\$800	20%	\$640							\$30	\$20	\$16						
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7							
	A2YUWY3 A2YVWY2	Inner Finisher (50 Sheets)	\$1,709 \$550	20% 20%	\$1,367 \$440							\$64 \$21	\$43 \$14	\$35 \$11						
	AZYVWYZ A3ETW11	Job Separator 2/3 Hole Punch Unit (FS-534 or FS-536)	\$550 \$645	20%	\$440 \$516							\$21		\$11			-			
	A3EIW11 A3EUW12	2/3 Hole Punch Unit (FS-534 or FS-536) 2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24 \$24	\$16	\$13						
	ASEGW12 A87GWY3	Finisher (50-sheet floor staple finisher)	\$1.815	20%	\$1,452							\$68	\$45				†			
	A87GW13	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724							\$127	\$85	\$70						
	A87JWY2	Relay Unit	\$231	20%	\$185							\$9								
	EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8							
	135700	Enhanced Copy Desk (Storage only)	\$245		\$196							\$9	\$6							
	A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19						
	A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34	ı				
	AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27	,				
	AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32	2				
	AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17	'				
	AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49		\$27						
	45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21						
	4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23						
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21						
	45111156	EFI IC-418 Productivity Package	\$5,406		\$4,325							\$202	\$135	\$111			<u> </u>			
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29						
	4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94		\$52			1			
	4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62						
	ACDEWY1 ACDFWY116	IC-420 Image Controller UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$4,158 \$626	20% 20%	\$3,326 \$501							\$156 \$23	\$104 \$16	\$86 \$13			 			
	ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$23 \$12	\$8							
		NI-516 VIDEO INTERFACE KIL	\$29,718									\$695					1			
	4614506	Fax Stamp Unit	\$53		\$42							\$2		\$1			-			
	4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1						
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44								
	A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176		\$941							\$44								
	A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5								
	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2	2				
	A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18	3				
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7	7				
	AOPD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	7.						
	A0PD1174	i-Option License Kit (Voice Guidance)	\$785		\$628							\$29	\$20							
	A0PD1195	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17			1			
	AOPD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14						
	A0PD11G7	i-Option OCR Font	\$191	20%	\$153							\$7					_			
	A0PD11U8	i-Option License Kit (File Conversion)	\$668		\$534				<u> </u>		<u> </u>	\$25	\$17	\$14			+			
	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10				1			
	A0W4WY3	Working Table	\$124	20%	\$99							\$5 \$1	\$3				1			
	A5C1192100 A4NMWY19	Stylus for INFO-Palette Series Mount Kit (IC Card Internal Mount Kit)	\$33 \$66	20% 20%	\$26 \$53							\$1 \$2	\$1 2 \$2				1			
	A4NMWY19 A4NRWY2	Keyboard Holder	\$66 \$136		\$53 \$109			1	1		1	\$2 \$5					+			
	M4INIT VV T Z	reyboard Holder	φ130	20%	ф 109	1	l	1	<u> </u>		1	\$5	'I \$3	\$ 3	\$2	1	1			

-Purchase/Lease of Equipment-

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

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 48 Month 60 Month 36 Month 48 Month 60 Month 24 Month Rase PSA Month Month Consumable MFG # or Vendor Multifunction Device (MFD) Item Description Lease Lease Lease Lease Lease Lease Lease Lease Overage Rate Allowance MSRP Rental (Cost Per Supplies Product # (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRF Price Included Support Copy) Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate Per Month A87DWY210 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 A88AWY211 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$5 \$4 ACCIWY1 10-Key Pad \$139 20% \$111 \$5 \$3 \$2 \$3 \$35 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$23 \$19 \$16 ACDKWY1 Security Kit \$1.348 20% \$1.078 \$50 \$34 \$28 \$23 ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$7 \$6 \$5 D5133NTKM ESP POWER FILTER 120V/15A \$208 20% \$166 \$8 \$5 \$4 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics 20% \$30 \$16 \$14 G844100LCMUS2 External Keyboard \$223 20% \$178 \$8 \$4 \$6 \$5 XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$7 \$6 \$5 A2YUWY3 Inner Finisher (50 Sheets) \$1,709 20% \$1,367 \$64 \$43 \$35 \$30 20% \$24 \$16 A3EUW12 2/3 Hole Punch Unit (FS-533) \$645 \$516 \$13 \$11 \$231 20% \$185 \$6 A87JWY2 \$9 \$4 20% \$72 \$48 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1.925 \$1.540 \$40 \$33 AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3.515 20% \$2.812 \$132 \$88 \$72 \$61 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 AC28W11 \$123 20% \$5 \$3 \$2 \$98 \$3 ACV0WY1 Output Trav \$550 20% \$440 \$21 \$14 \$11 \$10 ACV2WY1 JS-508 Job Separator ACW5WY1 \$77 20% \$62 \$3 \$2 \$2 \$1 MK-607 mount kit for FS-533 EH91539 Convenience Stapler \$329 20% \$263 \$12 \$8 \$7 \$6 \$245 20% \$6 \$5 \$4 135700 Enhanced Copy Desk (Storage only) \$196 \$9 A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A87VW1212 Large Capacity Unit \$1,959 20% \$1,567 \$73 \$49 \$40 \$34 A9EFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 AAV5019 Paper Feed Cabinet \$1,543 20% \$1,234 \$58 \$38 \$32 \$27 AAV5016 \$1,836 20% \$1,469 \$69 \$46 \$38 \$32 Paper Feed Cabinet AAV5WY7 \$1,005 20% \$804 \$38 \$25 \$21 \$17 Paper Feed Cabinet AAV5WY8 Paper Feed Cabinet \$1,311 20% \$1,049 \$49 \$33 \$27 \$23 45111094 EFI AutoTrap Graphic Arts Feature \$995 20% \$796 \$37 \$25 \$21 \$17 \$1,100 \$880 4511113613 FIERY COMPOSE S/W LICENSE 20% \$41 \$27 \$23 \$19 \$796 45111142 EFI HOT FOLDERS & VIRTUAL S/W LICENSE \$995 20% \$37 \$25 \$21 \$17 \$5,406 20% \$4,325 \$202 \$135 \$111 \$94 45111156 EFI IC-418 Productivity Package \$24 \$1,400 20% \$1,120 \$52 \$35 \$29 45202146 kit, option, ES-3000, Hardware ONLY \$94 4520671214 FIERY IMPOSE WITHOUT ACRBT-PTSTP \$2,500 20% \$2,000 \$62 \$52 \$43 20% \$2,400 4520671915 FIFRY IMPOSE-COMPOSE WITHOUT ACRRT-PTSTP \$3,000 \$112 \$75 \$62 \$52 ACDFWY1 \$4,158 20% \$3,326 \$156 \$104 \$86 \$72 IC-420 Image Controller ACDFWY116 \$626 20% \$501 \$23 \$16 \$13 \$11 UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit \$326 \$261 ACDHWY1 VI-516 Video Interface Kit 20% \$12 \$8 \$7 \$6 AA7P011 BIZHUB C550i \$36,002 50% \$18,001 \$842 \$561 \$464 \$391 4614506 Fax Stamp Unit \$53 20% \$42 \$2 \$1 \$1 \$1 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 \$1 A883012 Fax Kit supports 1st & 2nd fax line - no mount kit required \$1,177 20% \$942 \$44 \$29 \$24 \$20 A884W111 Fax Kit (Supports 3rd & 4th fax line) \$1,176 20% \$941 \$44 \$29 \$24 \$20 A886WY12 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 \$5 \$3 \$3 \$2 7640013468 AU-204H Mag Stripe Card Reader \$130 20% \$104 \$5 \$3 \$3 \$2 \$1.042 20% \$834 \$39 \$26 \$21 \$18 A0X9WY1 Biometric Authentication Unit \$399 20% \$319 \$15 \$10 R5427011136466GEN2 AU-205H Gen2 Multi Card Reader with HID Mobile Support \$8 \$7 A0PD01K3 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$9 \$6 \$5 \$4 A0PD1174 i-Option License Kit (Voice Guidance) \$785 20% \$628 \$29 \$20 \$16 \$14 A0PD1195 I-Option Bar Code Font \$821 20% \$657 \$31 \$20 \$17 \$14

A883012

A884W111

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

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

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

\$1,177

\$1,176

20%

20%

\$942

\$941

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions" Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Konica Minolta Monthly Fees Manufacturer (MFG) Name of Product 60 Month 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month Base PSA Month Month Consumable Monthly Maintenanc MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease **Allowance** MSRP Purchase Rental Rental abor, Service. (Cost Per Supplies (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Price Copy) Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate A0PD11F6 i-Option License Kit (Unicode Font) \$690 20% \$552 \$26 \$17 \$14 \$12 A0PD11G7 i-Option OCR Font \$191 20% \$153 \$7 \$5 \$4 \$3 \$668 20% \$534 \$25 \$17 A0PD11U8 i-Option License Kit (File Conversion) \$14 \$12 \$395 \$316 20% \$15 \$10 A0PDAA1 Bitdefender Virus Scan \$8 \$7 ΔΩ\Λ/4\Λ/Υ3 \$124 20% \$99 \$5 \$3 \$3 \$2 Working Table \$33 20% \$26 \$1 A5C1192100 Stylus for INFO-Palette Series \$1 \$1 \$1 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$2 \$2 A4NMWY19 \$53 \$1 \$1 A4NRWY2 \$136 20% \$109 \$5 \$3 \$3 \$2 Keyboard Holder A87DWY210 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$5 \$4 A88AWY211 ACCJWY1 \$139 20% \$111 \$5 \$3 \$2 10-Key Pad \$3 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 ACDJWY1 ACDKWY1 Security Kit \$1.348 20% \$1.078 \$50 \$34 \$28 \$23 ACDMWY1 Wireless Upgrade Kit \$286 20% \$229 \$11 \$7 \$6 \$5 D5133NTKM ESP POWER FILTER 120V/15A \$208 20% \$166 \$8 \$5 \$4 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics \$800 20% \$640 \$30 \$20 \$16 \$14 \$223 20% \$178 \$8 \$6 \$5 \$4 G844100LCMUS2 External Keyboard XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$7 \$6 \$5 \$1 709 20% \$64 \$43 \$35 \$30 A2YIIWY3 Inner Finisher (50 Sheets) \$1.367 \$645 20% \$24 \$16 \$13 A3FUW12 2/3 Hole Punch Unit (FS-533) \$516 \$11 A87JWY2 Relay Unit \$231 20% \$185 \$9 \$6 \$5 \$4 AAR4WY3 Finisher (50 Sheets) plus manual stapler \$1,925 20% \$1.540 \$72 \$48 \$40 \$33 AAR4WYE \$3.515 20% \$2.812 \$132 \$88 \$72 \$61 Booklet Finisher (50 Sheets) plus manual stapler AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 ACV0WY1 Output Tray \$123 20% \$98 \$5 \$3 \$3 \$2 \$550 20% \$440 \$21 \$14 \$10 ACV2WY1 JS-508 Job Separator \$11 MK-607 mount kit for FS-533 \$77 20% \$62 \$3 \$2 \$2 ACW5WY1 \$1 EH91539 Convenience Stapler \$329 20% \$263 \$12 \$8 \$7 \$6 \$245 20% \$196 \$9 \$6 \$5 \$4 135700 Enhanced Copy Desk (Storage only) A4MEWY2 Banner Guide \$931 20% \$745 \$35 \$23 \$19 \$16 A87VW1212 Large Capacity Unit \$1.959 20% \$1.567 \$73 \$49 \$40 \$34 A9EFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 \$1,543 20% \$38 \$27 AAV5019 Paper Feed Cabinet \$1,234 \$58 \$32 \$69 AAV5016 Paper Feed Cabinet \$1.836 20% \$1,469 \$46 \$38 \$32 AAV5WY7 Paper Feed Cabinet \$1,005 20% \$804 \$38 \$25 \$21 \$17 \$1,049 AAV5WY8 Paper Feed Cabinet \$1,311 20% \$49 \$33 \$27 \$23 \$995 \$37 \$25 45111094 EFI AutoTrap Graphic Arts Feature 20% \$796 \$21 \$17 FIERY COMPOSE S/W LICENSE \$1,100 20% \$880 \$41 \$27 \$23 \$19 4511113613 EFI HOT FOLDERS & VIRTUAL S/W LICENSE \$995 20% \$796 \$37 \$25 \$21 45111142 \$17 EFI IC-418 Productivity Package 45111156 \$5,406 20% \$4,325 \$202 \$135 \$111 \$94 \$1,400 20% 45202146 kit, option, ES-3000, Hardware ONLY \$1,120 \$52 \$35 \$29 \$24 4520671214 FIERY IMPOSE WITHOUT ACRBT-PTSTP \$2,500 20% \$2,000 \$94 \$62 \$52 \$43 4520671915 FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP \$3,000 20% \$2,400 \$112 \$75 \$62 \$52 ACDEWY1 IC-420 Image Controller \$4,158 20% \$3,326 \$156 \$104 \$86 \$72 VI-516 Video Interface Kit \$326 20% \$261 \$12 \$6 ACDHWY1 \$8 \$7 AA7N011 BIZHUB C650i \$37,084 50% \$18,542 \$867 \$578 \$478 \$402 4614506 Fax Stamp Unit \$53 20% \$42 \$1 \$2 4614511 Spare TX Marker Stamp 2 \$30 20% \$24 \$1 \$1 \$1 \$1

\$44

\$44

\$29

\$29

\$24

\$24

\$20

4614506

Fax Stamp Unit

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

\$53

20%

\$42

optional components. If you offer additional lease options, maintenance options or additional products, Services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions" Name of Offeror: UBEO LLC NO MAINTENANCE OR SUPPLIES INCLUDED MAINTANANCE AND SUPPLIES INCLUDED (less paper) Konica Minolta Monthly Fees Manufacturer (MFG) Name of Product 60 Month 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month Base PSA Month Month Consumable Monthly Maintenanc MFG # or Vendo Multifunction Device (MFD) Item Description Overage Rate Discount % Lease Lease Lease Lease Lease Lease Lease Lease **Allowance** MSRP Purchase Rental Rental abor, Service. (Cost Per Supplies (Note: All MFD's must be able to print, scan, copy and fax) Optional From MSRP Per Page Price Copy) Components, Add-ons and Accessories Rate Rate Per Month Rate Rate Rate Rate Rate Rate A886WY12 Fax Mount Kit (Mount kit for FK-515 only) \$132 20% \$106 \$5 \$3 \$3 \$2 7640013468 AU-204H Mag Stripe Card Reader \$130 20% \$104 \$5 \$3 \$3 \$2 \$1,042 20% \$834 \$39 \$26 A0X9WY1 Biometric Authentication Unit \$21 \$18 \$399 \$319 AU-205H Gen2 Multi Card Reader with HID Mobile Support 20% \$15 \$10 R5427011136466GEN2 \$8 \$7 i-Option License Kit (ThinPrint Client Support) \$250 20% \$200 \$9 \$6 \$5 \$4 AUDDU1K3 \$785 20% \$628 \$29 \$20 \$14 A0PD1174 i-Option License Kit (Voice Guidance) \$16 \$821 20% \$657 \$31 \$20 \$14 A0PD1195 \$17 I-Ontion Bar Code Font A0PD11F6 \$690 20% \$552 \$26 \$17 \$14 \$12 i-Option License Kit (Unicode Font) A0PD11G7 i-Option OCR Font \$191 20% \$153 \$7 \$5 \$4 \$3 A0PD11U8 i-Option License Kit (File Conversion) \$668 20% \$534 \$25 \$17 \$14 \$12 \$395 20% \$316 \$15 \$10 A0PDAA1 Bitdefender Virus Scan \$8 \$7 A0W4WY3 \$124 20% \$99 \$5 Working Table \$3 \$3 \$2 Stylus for INFO-Palette Series \$33 20% \$26 \$1 \$1 \$1 \$1 A5C1192100 A4NMWY19 Mount Kit (IC Card Internal Mount Kit) \$66 20% \$53 \$2 \$2 \$1 \$1 \$136 A4NRWY2 Keyboard Holder 20% \$109 \$5 \$3 \$3 \$2 A87DWY210 USB Host Board (Local Interface Kit) with Bluetooth Printing Support \$307 20% \$246 \$11 \$5 A88AWY211 USB Host Board (Local Interface Kit) \$220 20% \$176 \$8 \$5 \$4 \$139 20% \$3 \$2 ACCJWY1 10-Key Pad \$111 \$5 \$3 ACDJWY1 1 TB Solid State Drive \$934 20% \$747 \$35 \$23 \$19 \$16 ACDKWY1 \$1.348 20% \$50 \$34 \$28 \$1,078 \$23 Security Kit \$286 20% \$11 \$7 \$6 \$5 ACDMWY1 Wireless Upgrade Kit \$229 D5133NTKM ESP POWER FILTER 120V/15A \$208 20% \$166 \$8 \$5 \$4 \$4 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive EVS12015 Analytics \$800 20% \$640 \$30 \$20 \$16 \$14 G844100LCMUS2 \$223 20% \$178 \$8 \$6 \$5 \$4 External Keyboard XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A \$289 20% \$231 \$11 \$7 \$6 \$5 \$231 20% \$185 \$9 \$6 \$5 \$4 A87JWY2 Relay Unit \$1,925 20% \$1.540 \$72 \$48 \$40 \$33 AAR4WY3 Finisher (50 Sheets) plus manual stapler AAR4WYE Booklet Finisher (50 Sheets) plus manual stapler \$3,515 20% \$2,812 \$132 \$88 \$72 \$61 AC28W11 2/3 Hole Punch Unit (FS-539/FS-539SD) \$645 20% \$516 \$24 \$16 \$13 \$11 ACV0WY1 Output Trav \$123 20% \$98 \$5 \$3 \$3 \$2 EH91539 Convenience Stapler \$329 20% \$263 \$12 \$8 \$7 \$6 135700 Enhanced Copy Desk (Storage only) \$245 20% \$196 \$9 \$6 \$5 \$4 \$931 20% \$745 \$35 \$23 \$16 A4MEWY2 Banner Guide \$19 \$1,959 A87VW1212 Large Capacity Unit 20% \$1.567 \$73 \$49 \$40 \$34 A9FFW12 Large Capacity Unit \$3,673 20% \$2,938 \$137 \$92 \$76 \$64 AAV5019 Paper Feed Cabinet \$1,543 20% \$1,234 \$58 \$38 \$32 \$27 \$1.836 \$69 \$46 AAV5016 Paper Feed Cabinet 20% \$1 469 \$38 \$32 \$1.005 20% \$804 \$38 \$25 \$21 \$17 AAV5WY7 Paper Feed Cabinet AAV5WY8 Paper Feed Cabinet \$1.311 20% \$1.049 \$49 \$33 \$23 \$27 45111094 EFI AutoTrap Graphic Arts Feature \$995 20% \$796 \$37 \$25 \$21 \$17 20% \$880 4511113613 FIERY COMPOSE S/W LICENSE \$1,100 \$41 \$27 \$23 \$19 45111142 EFI HOT FOLDERS & VIRTUAL S/W LICENSE \$995 20% \$796 \$37 \$25 \$21 \$17 45111156 EFI IC-418 Productivity Package \$5,406 20% \$4,325 \$202 \$135 \$111 \$94 45202146 kit, option, ES-3000, Hardware ONLY \$1,400 20% \$1,120 \$52 \$35 \$29 \$24 FIERY IMPOSE WITHOUT ACRBT-PTSTP \$2,500 20% \$2,000 \$94 \$62 \$52 \$43 4520671214 4520671915 FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP \$3,000 20% \$2,400 \$112 \$75 \$62 \$52 ACDEWY1 \$4,158 20% \$3,326 \$156 \$104 \$86 \$72 IC-420 Image Controller ACDHWY1 VI-516 Video Interface Kit \$326 20% \$261 \$12 \$8 \$7 \$6 ACKN0111 BIZHUB C750i \$43.584 50% \$21.792 \$1.019 \$679 \$561 \$473

\$1

\$1

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

optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions". UBEO LLC Name of Offeror: MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED **Konica Minolta** Monthly Fees Manufacturer (MFG) Name of Product 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month 60 Month Base

	MFG # or Vendor	Multifunction Device (MFD) Item Description	MSRP	Discount %	Purchase	Rental	Lease	Lease	Lease	Lease	Rental	Lease	Lease	Lease	Lease	Allowance	Overage Rate	Supplies	Labor, Service,	(Cost Per
	Product #	(Note: All MFD's must be able to print, scan, copy and fax) Optional		From MSRP	Price	Agreement	Agreement	Agreement	Agreement		Agreement	_	Agreement	Agreement	•	Impressions	Per Page	Included	Support	Copy)
		Components, Add-ons and Accessories				Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Per Month		"Yes or No"		177
	4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20					
	A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
	A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
	A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
	A0PD01K4	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
	A0PD1175	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
	A0PD1196	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
	A0PD11F7	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
	A0PD11G8	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
	AOPD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
	AOPDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
	A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					
	A5C1192100	Stylus for INFO-Palette Series	\$33		\$26				i i			\$1	\$1	\$1	\$1					
	A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53				i i			\$2	\$2	\$1	\$1					
	A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
	7111111112	neybourd Holder	Ų.00	2070	\$100							Ŷő.	ΨŪ		Ų <u>.</u>					
	A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
	A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
	ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
	ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747				1			\$35	\$23	\$19	\$16					
	ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229				 			\$11	\$7	\$6	\$5					-
	EVS12020	Comprehensive Monitoring & Predictive Analytics	\$825	20%	\$660							\$31	\$21	\$17	\$14					
	G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
	XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322	20%	\$258							\$12	\$8	\$7	\$6					
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72	\$48	\$40	\$33					
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88	\$72	\$61					
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516				i i			\$24	\$16	\$13	\$11					
	ACU6WY1	RU-519 Relay Unit (for FS-539/FS-539SD/FS-540/FS-540SD)	\$325	20%	\$260							\$12	\$8	\$7	\$6					
	ACWAWY1	OT-514 Output Tray	\$325	20%	\$260							\$12	\$8	\$7	\$6					
	ACWCWY1	WT-519 Upright Working Table	\$2,750	20%	\$2,200							\$103	\$69	\$57	\$48					
	EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
	A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
	A8H6W12	Large Capacity Unit	\$1,947	20%	\$1,558							\$73	\$49	\$40	\$34					
	A8H7W12	Large Capacity Unit	\$3,663	20%	\$2,930				1			\$137	\$91	\$75	\$64		1			
	45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17					
	4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880				1			\$41	\$27	\$23	\$19		1			
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
	45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325				1			\$202	\$135	\$111	\$94					
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120				1			\$52	\$35	\$29	\$24		1			
	4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000				1			\$94	\$62	\$52	\$43					
	4520671214	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400				1			\$112	\$75	\$62	\$52					
	ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326				 			\$156	\$104	\$86	\$72					
	ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261				1			\$12	\$8	\$7	\$6					
Added		BIZHUB C3320i A4 PRINTER	\$2,426	20%	\$1,941				 			\$91	\$61	\$50	\$42		+			
Added	AA1K011	Fax Kit	\$263	20%	\$210				 			\$10	\$7	\$5	\$5					
Added	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319				 			\$15	\$10	\$8	\$7		+			
Added	AOPDAA1	Bitdefender Virus Scan	\$395	20%	\$319				 			\$15	\$10	\$8	\$7		+			
Added	G844100LCMUS2	External Keyboard	\$223	20%	\$178				 			\$8	\$6	\$5	\$1 \$4		1			
Audeu	G044100LCIVIO32	External Reypoditi	φΖΖδ	20%	φ1/0	1	l	l	1		l	φο	φO	φυ	4 4		l			

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

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

Name of 0	Offeror:	UBEO LLC																		
	•	Konica Minolta				MAINTANAI	NCE AND SU	IPPLIES INCI	UDED (less p	paper)	NO MAINTE	NANCE OR	SUPPLIES IN	ICLUDED		Monthly Fees				1
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service Support	Maintenance , (Cost Per Copy)
Added	ACCFWY1	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2	2				
Added	ACCKWY1	Mount Kit for AU-205H	\$95	20%	\$76							\$4	\$2	\$2	\$2	2				
Added	ACCRWY1	Working Table	\$120	20%	\$96							\$4	\$3	\$2	\$2	2				
Added	ACCTWY1	Local Interface Kit USB w/out Bluetooth	\$220	20%	\$176							\$8	\$5	\$5	\$4	1				
Added	ACCVWY1	Local Interface Kit USB Kit w/ Bluetooth	\$307	20%	\$246							\$11	\$8	\$6	\$5	5				
Added	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5	5				
Added	PTL5A	Paper Tray Lock	\$89	20%	\$71							\$3	\$2	\$2	\$2	2				
Added	S1	ESP Diagnostic Power Filter 120V/15A	\$44	20%	\$35							\$2	\$1	\$1	\$1	1				
Added	ACCGWY1	Offline Finisher (20-sheet capacity)	\$299	20%	\$239							\$11	\$7	\$6	\$5	5				1
Added	135900	Copy Desk	\$326	20%	\$261							\$12	\$8	\$7	\$6	3				
Added	AAJUW12	Height Adjustment Unit	\$374	20%	\$299							\$14								
Added	AAJUW13	Paper Feed Cabinet	\$374	20%	\$299							\$14	\$9	\$8	\$6	3				
Added	ACT80111	BIZHUB 4750i 50 ppm A4 MFP	\$4,619	20%	\$3,695							\$173	\$115	\$95	\$80)				
Added	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2	2				1
Added	A0X9WY1	Biometric Authentication Unit	\$1.042	20%	\$834							\$39	\$26	\$21	\$18	3				
Added	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7	7				1
Added	A0PD1172	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14	1				
Added	A0PD1193	I-Option Bar Code Font	\$821	20%	\$657							\$31	-		\$14	1				
Added	AOPD11F4	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12	2				
Added	AOPD11G5	i-Option OCR Font	\$191	20%	\$153							\$7	-	\$4						
Added	AOPD11K6	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9								
Added	A0PD11U7	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12	2				†
Added	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15								†
Added	G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8								1
Added	ACCFWY1	Keyboard Holder	\$136	20%	\$109							\$5								1
Added	ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5								1
Added	ACCKWY1	Mount Kit for AU-205H	\$95	20%	\$76							\$4								1
Added	ACCNWY1	Double-feed Detection Kit	\$120	20%	\$96							\$4								1
Added	ACCRWY1	Working Table	\$120	20%	\$96							\$4								1
Added	ACCTWY1	Local Interface Kit USB w/out Bluetooth	\$220	20%	\$176							\$8								
Added	ACCVWY1	Local Interface Kit USB Kit w/ Bluetooth	\$307	20%	\$246							\$11	\$8							
Added	EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive	\$800	20%	\$640							\$30								1
Added	PTL5A	Paper Tray Lock	\$89	20%	\$71							\$3			T .	•				
Added	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11								
Added	ACCGWY1	Offline Finisher (20-sheet capacity)	\$299	20%	\$239							\$11	\$7							
Added	EH91539	Convenience Stapler	\$329	20%	\$263							\$12			\$6					
Added	135900	Copy Desk	\$326	20%	\$261							\$12								+
Added	AAJUW12	Height Adjustment Unit	\$374	20%	\$299							\$14								+
Added	AAJUW12 AAJUW13	Paper Feed Cabinet	\$374		\$299					l	 	\$14								+
Auded	MAJUVVIO	raper recu capitlet	φ3/4	2070	φ299		l	1			1	\$14	фа	a o	φ¢	4	ı			1

Purchasing Solutions Alliance Form No. 2 - Cost Proposal

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

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

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

50G0804

2100-Sheet Trav

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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

Name of Offeror: UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Lexmark Manufacturer (MFG) Name of Product 60 Mont 60 Mont 24 Month Base Monthly Labor Multifunction Device (MFD) Item Description PSA Purchase Lease Lease **Allowance Overage Rate** MFG # or Vendor Product # MSRF % From Rental Rental Supplies Service, (Cost Per (Note: All MFD's must be able to print, scan, copy and fax) Optional Price Per Page areement Agreement Agreement Agreeme Aareement Impressions **MSRP** Included "Yes Copy) Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate Per Month *SEE NOTE 1 UBEO LLC SERVICE RATES ARE VOLUME BASED *SEE NOTE 1 **UBEO LLC SERVICE RATES ARE VOLUME BASED** SEE MAINTENANCE SECTION FOR DETAILS SEE MAINTENANCE SECTION FOR DETAILS M1342 Monochrome Single Function Personal Printer 35% \$727 \$34 \$23 \$16 2950400 \$1,118 \$19 29S0600 550-Sheet Tray \$192 13% \$167 \$8 \$5 \$4 \$4 \$1 1021294 USB 2.0 Cable (2m) \$21 13% \$19 \$1 \$1 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 \$1 \$1 3073173 Swivel Cabinet \$284 13% \$246 \$12 \$8 \$6 \$5 35\$8502 Adjustable Printer Stand \$419 13% \$362 \$17 \$11 36S0320 M1246 Monochrome Single Function Desktop Printer \$1,021 35% \$663 \$31 \$21 \$17 \$14 36S2910 250-Sheet Tray \$179 13% \$157 \$7 \$5 \$4 \$11 88 36S3110 550-Sheet Tray \$276 13% \$241 \$6 ¢. 12% \$302 \$14 \$9 3653120 550-Sheet Lockable Tray \$346 \$8 \$7 57X9801 256MB User Flash Memory \$83 14% \$71 \$3 \$2 \$69 16% \$57 \$3 \$2 27X6510 Marknet N8370 (Rear Wifi) 40C9200 Forms and Bar Code Card \$473 13% \$410 \$19 \$13 \$11 40C9201 IPDS Card \$704 12% \$621 \$29 \$19 \$16 \$13 4009202 PRESCRIBE Card \$248 13% \$215 \$10 \$7 \$6 \$5 \$272 \$315 \$13 57X9810 Traditional Chinese Font Card 13% \$8 \$315 \$13 57X9812 Simplified Chinese Font Card 13% \$272 \$8 57X9814 Korean Font Card \$315 13% \$272 \$13 \$8 57X9815 Japanese Font Card \$315 13% \$272 \$13 \$8 \$2 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$1 3073173 \$284 13% \$246 \$12 \$8 Swivel Cabinet 35\$8502 13% \$362 \$17 \$11 Adjustable Printer Stand \$419 68 36S0520 M3250 Monochrome Single Function Printer \$1,559 34% \$1,030 \$48 \$32 \$27 \$22 36S2910 250-Sheet Tray \$179 13% \$157 \$7 \$5 36S3110 550-Sheet Tray \$276 13% \$241 \$11 \$8 \$6 ¢. 550-Sheet Lockable Tray \$346 \$302 \$14 36S3120 12% \$9 \$8 \$7 \$663 \$23 \$11 500GB Hard Disk Drive (USB) \$494 \$15 27X0500 25% \$13 57X9801 256MB User Flash Memory \$83 \$71 \$3 14% \$2 \$410 \$19 40C9200 Forms and Bar Code Card \$473 13% \$13 \$11 40C9201 IPDS Card \$704 12% \$621 \$29 \$16 \$13 \$10 40C9202 PRESCRIBE Card \$248 13% \$215 \$7 98 57X9810 \$315 13% \$272 \$13 \$8 Traditional Chinese Font Card \$7 57X9812 Simplified Chinese Font Card \$315 13% \$272 \$13 \$8 \$7 \$13 57X9814 Korean Font Card \$315 13% \$272 \$8 \$7 57X9815 Japanese Font Card \$315 13% \$272 \$13 \$8 27X0900 RS-232C Serial Interface Card \$160 13% \$140 \$7 \$4 \$4 27X0901 Parallel 1284-B Interface Card \$111 13% \$96 \$3 \$2 0.0 \$57 \$3 27X6410 Marknet N8372 (Front Wifi- FSM) \$69 16% \$2 \$1 \$234 \$7 Contactless Authentication Device 33% \$156 57X0301 \$5 \$4 \$3 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 \$284 13% \$246 \$12 3073173 Swivel Cabinet 35S8502 Adjustable Printer Stand \$419 13% \$362 \$17 \$11 68 \$8 50G0720 M5255 - Monochrome Single Function Printer \$2,286 35% \$1,486 \$70 \$46 \$38 \$32 50G0800 250-Sheet Tray \$276 22% \$215 \$10 \$7 98 \$5 50G0801 250-Sheet Tray Insert \$109 23% \$84 \$4 \$3 \$2 50G0820 \$332 22% \$258 \$12 \$8 250-Sheet Lockable Tray 550-Sheet Tray 50G0802 \$346 11% \$307 \$14 \$10 \$8 50G0803 550-Sheet Tray Insert \$137 22% \$106 \$5 \$3 \$3 \$15 50G0822 550-Sheet Lockable Tray \$414 22% \$323 \$10 \$8 \$7

\$25

\$17

\$14

\$12

\$691

22%

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

Name of Offeror:

Lexmark

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

Maintanance and Supplies included in the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:

No Maintenance or Supplies included in Additional Products/Services/Solutions".

_	Lexmark	•			MAINTANA	NCE AND SU	PPLIES INCL	UDED (less p	aper)	NO MAINTE	NANCE OR S	SUPPLIES IN	ICLUDED		Monthly Fees				1
	Manufacturer (MFG) Name of Product				Month to	24 Month	36 Month	48 Month	60 Month	Month to	24 Month	36 Month	48 Month	60 Month	Base		Monthly		
MEO # Vender Breder #	Multifunction Device (MFD) Item Description	MSRP	Discount	PSA Purchase	Month	Lease	Lease	Lease	Lease	Month	Lease	Lease	Lease	Lease	Allowance	Overage Rate	Consumables	Monthly Labor	- 1
MFG # or Vendor Product #	(Note: All MFD's must be able to print, scan, copy and fax) Optional	WISRP	% From MSRP	Price	Rental Agreement	Agreement	Agreement	Agreement	Agreement	Rental Agreement	Agreement	Agreement	Agreement	Agreement	Impressions	Per Page	Supplies Included "Yes	Service, Support	(Cost F Copy
	Components, Add-ons and Accessories		morti		Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Per Month		or No"	Саррон	ООРУ
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10							
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
50G0851	MS7/MS8 Output Expander	\$207	7 22%	\$161							\$8	\$5							
50G0853	MS7/MS8 High Capacity Output Expander	\$691	1 22%	\$542							\$25	\$17							
27X0500	500GB Hard Disk Drive (SATA)	\$663	3 25%	\$494							\$23	\$15							
57X9801	256MB User Flash Memory	\$83		\$71							\$3	\$2							
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3							
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19								
40C9201	IPDS Card	\$704		\$621							\$29	\$19							
40C9202	PRESCRIBE Card	\$248		\$215							\$10	\$7							
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8				1			
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8				1			
57X9814	Korean Font Card	\$315	13%	\$272						<u> </u>	\$13	\$8				1	1		
57X9815	Japanese Font Card	\$315	13%	\$272						<u> </u>	\$13	\$8				1	1		
14F0100	RS-232C Serial Interface Card	\$98		\$86							\$4	\$3			ļ	1			
14F0000	Parallel 1284-B Interface Card	\$98		\$86							\$4	\$3				1		ļ	
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17			ļ	1			
27X6510	Marknet N8370 (Rear Wifi)	\$69		\$57							\$3	\$2							
1021231	10-Foot Parallel Printer Cable	\$29		\$25							\$1	\$1				1			
1021294	2-meter USB Printer Cable	\$21		\$19							\$1	\$1							
SPD0001	Surge Protective Device 110-120V	\$40		\$40							\$2	\$1							
3073173	Swivel Cabinet	\$284		\$246							\$12								
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16								
50G0855	Caster Base	\$484		\$376							\$18								
50G0854	Spacer	\$95		\$74							\$3	\$2							
	M5270 - Monochrome Single Function Printer	\$3,901		\$2,535							\$119								
50G0800	250-Sheet Tray	\$276	3 22%	\$215							\$10	\$7				1			
50G0801	250-Sheet Tray Insert	\$109		\$84							\$4	\$3				1			
50G0820	250-Sheet Lockable Tray	\$332	2 22%	\$258							\$12	\$8				1			
50G0802	550-Sheet Tray	\$346		\$307							\$14	\$10				+			+
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3				1			
50G0822	550-Sheet Lockable Tray	\$414		\$323							\$15	\$10				1			
50G0804 50G0850	2100-Sheet Tray Staple Finisher	\$691	22%	\$538 \$323							\$25	\$17 \$10				+	1	 	+
50G0850 50G0852	Staple Finisher 4-Bin Mailbox	\$414		\$323 \$323							\$15 \$15					+	1	 	+
50G0852 50G0849	4-Bin Mailbox Staple, Hole Punch Finisher	\$414 \$830		\$323 \$711						 	\$15 \$33					 	-	 	+
50G0849 50G0851		\$830 \$207	7 22%	\$711 \$161						 	\$33 \$8	\$22 \$5				 	-	 	+
50G0851 50G0853	MS7/MS8 Output Expander	\$207 \$691		\$161 \$542						 	\$8 \$25	\$5 \$17				 	-	 	+
27X0500	MS7/MS8 High Capacity Output Expander 500GB Hard Disk Drive (SATA)	\$691 \$663		\$542 \$494							\$25 \$23	\$17 \$15		\$12 \$11		+		 	+
57X9801	256MB User Flash Memory	\$83		\$494 \$71						1	\$23 \$3	\$15			-	+	1	+	+
57X9801 57X0204	Memory Expansion (4GB) DDR3	\$83 \$252		\$71 \$108						1	\$3 \$5	\$2 \$3			-	+	1	+	+
40C9200	Forms and Bar Code Card	\$252 \$473	3 13%	\$108 \$410						1	\$5 \$19	\$13			1	+	+	1	+
40C9200 40C9201	IPDS Card	\$473		\$410 \$621							\$19	\$13				+		 	+
4009201	PRESCRIBE Card	\$704		\$215						1	\$29 \$10	\$19			1	+	+	1	+
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$10	\$8				+		 	+
57X9810 57X9812	Simplified Chinese Font Card	\$315	13%	\$272 \$272							\$13	\$8				+		 	+
57X9812 57X9814	Korean Font Card	\$315		\$272 \$272						1	\$13	\$8			1	+	+	1	+
57X9814 57X9815	Japanese Font Card	\$315	13%	\$272 \$272							\$13	\$8				+		 	+
14F0100	RS-232C Serial Interface Card	\$315		\$272 \$86							\$13 \$4					+		 	+
14F0100 14F0000	Parallel 1284-B Interface Card	\$98		\$86 \$86						1	\$4 \$4	\$3			-	+	1	+	+
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$98 \$621	13%	\$86 \$538						1	\$4 \$25	\$3 \$17			-	+	1	+	+
27X0142 27X6510	Marknet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC) Marknet N8370 (Rear Wifi)	\$621		\$538 \$57							\$25					+		 	+
4/V02TO	ivial kilet ivoo/u (Kedi Will)	\$68	10%	\$57		1					\$3	\$2	\$1	\$1		1			

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

UBEO LLC Name of Offeror: Lexmark MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month Monthly Labo Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Overage Rate MSRP MFG # or Vendor Product # % From Rental Supplies (Cost Per Rental Service. Impressions Per Page (Note: All MFD's must be able to print, scan, copy and fax) Optional Price MSRP ncluded "Yes Support Copy) Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate Per Month 1021294 2-meter USB Printer Cable \$21 13% \$19 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 3073173 \$284 13% \$246 \$12 \$8 \$6 Swivel Cabinet 40C2300 Adjustable Printer Stand \$419 17% \$347 \$16 \$11 \$9 9.2 \$484 \$18 50G0855 Caster Base 22% \$376 \$12 \$10 \$8 50G0854 \$95 \$74 \$3 Spacer 23% \$2 \$64 36S0860 (M1246 Monochrome Desktop Multi-function Printer \$2,116 35% \$1.375 \$43 \$35 \$30 \$179 \$157 \$7 36S2910 250-Sheet Tray 13% \$5 36S3110 550-Sheet Tray \$276 13% \$241 \$11 \$8 \$6 \$14 \$346 \$302 \$9 \$7 36S3120 550-Sheet Lockable Tray 12% \$8 27X0400 500GB Hard Disk Drive SATA \$596 17% \$494 \$23 \$15 \$13 \$11 \$3 57X9801 256MB User Flash Memory \$83 14% \$71 \$2 \$2 40C9200 Forms and Barcode Card \$473 13% \$410 \$19 \$13 \$11 40C9201 Card for IPDS \$704 12% \$621 \$29 \$19 \$16 \$13 \$10 40C9202 Card for Prescribe Emulation \$248 13% \$215 \$7 \$6 \$5 \$315 \$13 57X9810 Traditional Chinese Font Card 13% \$272 \$8 \$7 \$315 \$13 57X9812 Simplified Chinese Font Card 13% \$8 \$6 \$272 \$7 57X9814 \$315 13% \$272 \$13 \$8 Korean Font Card \$315 \$272 \$13 57X9815 Japanese Font Card 13% \$8 \$7 27X0900 RS-232C Serial Interface Card \$160 13% \$140 \$7 \$4 \$96 \$4 \$3 27X0901 Parallel 1284-B Interface Card \$111 13% \$40 \$2 \$1 SPD0001 Surge Protective Device 110-120V \$40 0% \$1 \$1 57X0300 \$69 13% \$60 \$3 \$2 Contact Authentication Device \$7 57X0301 Contactless Authentication Device \$234 33% \$156 \$5 \$4 27X6410 Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server \$69 16% \$57 \$3 \$2 3073173 Swivel Cabinet \$284 13% \$246 \$12 \$8 \$6 \$17 35S8502 Adjustable Printer Stand \$419 13% \$362 \$11 \$9 **©**9 29S0455 XM1342 Monochrome Multi Function Personal Printer \$1,820 35% \$1,183 \$55 \$37 \$26 \$30 \$8 2950600 550-Sheet Tray \$192 13% \$167 \$4 \$5 \$4 1021294 USB 2.0 Cable (2m) \$21 13% \$19 \$1 \$1 SPD0001 Surge Protective Device 110-120V \$40 \$40 \$2 \$12 3073173 Swivel Cabinet \$284 13% \$246 \$8 98 6.5 \$17 35S8502 Adjustable Printer Stand \$419 13% \$362 \$11 \$9 \$2.098 \$98 \$46 36S0940 XM3250 Monochrome Small Workgroup Multi-Function Printer \$3,228 35% \$65 \$54 36S2910 250-Sheet Trav \$179 13% \$157 \$7 \$5 36S3110 550-Sheet Tray \$276 13% \$241 \$11 \$8 36S3120 550-Sheet Lockable Tray \$346 12% \$302 \$14 \$9 \$8 \$7 36S8010 Inline staple finisher \$346 7% \$323 \$15 \$10 \$8 \$7 500GB Hard Disk Drive SATA \$596 17% \$494 \$23 \$11 27X0400 \$15 \$13 57X9801 256MB User Flash Memory \$83 14% \$71 \$3 \$2 \$2 \$2 \$19 40C9200 Forms and Barcode Card \$473 13% \$410 \$13 \$11 40C9201 Card for IPDS \$704 12% \$621 \$29 \$19 \$16 \$13 \$10 40C9202 Card for Prescribe Emulation \$248 13% \$215 57X9810 Traditional Chinese Font Card \$315 13% \$272 \$13 \$8 \$7 9.2 13% \$13 \$8 \$6 57X9812 \$315 \$272 \$7 Simplified Chinese Font Card 57X9814 Korean Font Card \$315 13% \$272 \$13 \$8 57X9815 \$272 \$13 \$8 Japanese Font Card \$315 13% \$7 27X0900 RS-232C Serial Interface Card \$160 13% \$140 \$7 \$4 27X0901 Parallel 1284-B Interface Card \$111 13% \$96 \$4 \$3 \$2 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 \$1 \$1 57X0300 Contact Authentication Device \$69 13% \$60 \$3 \$2 57X0301 Contactless Authentication Device \$234 33% \$156 \$7 \$5 \$3 27X6410 Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server \$69 16% \$57 \$2 3073173 Swivel Cabinet \$284 13% \$246 \$12

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40C2300

Adjustable Printer Stand

Purchasing Solutions Alliance Form No. 2 - Cost Proposal RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions -Purchase/Lease of Equipment-

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\$16

\$419

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27X0901

Parallel 1284-B Interface Card

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\$111

13%

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

UBEO LLC Name of Offeror: Lexmark MAINTANANCE AND SUPPLIES INCLUDED (less paper) NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Manufacturer (MFG) Name of Product 60 Month Monthly Labo Multifunction Device (MFD) Item Description **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease Allowance Overage Rate MSRP MFG # or Vendor Product # % From Rental Supplies (Cost Per Rental Service. Impressions Per Page (Note: All MFD's must be able to print, scan, copy and fax) Optional Price MSRP ncluded "Yes Support Copy) Components, Add-ons and Accessories Rate Rate Rate Rate Rate Rate Rate Rate Per Month SPD0001 Surge Protective Device 110-120V \$40 \$40 \$2 \$1 57X0301 Contactless Authentication Device \$234 33% \$156 \$7 \$5 27X6410 Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server 16% \$57 \$3 \$2 \$1 3073173 Swivel Cabinet \$284 13% \$246 \$12 \$8 \$6 \$5 \$419 \$16 4002300 Adjustable Printer Stand 17% \$347 \$11 \$9 \$8 \$40 40N9390 XC2326 - Color Multi Function Printer \$1,998 57% \$859 \$27 \$22 \$19 \$7 40N4250 250-sheet trav \$179 13% \$156 \$5 \$19 \$1 1021294 USB 2.0 Cable (2m) \$21 13% \$1 40C2300 Adjustable Printer Stand \$419 17% \$347 \$16 \$11 \$9 XC4143 Color Workgroup Multi-Function Printer \$5,246 \$2,624 \$123 \$82 \$68 \$57 4009640 50% 40C2100 550-Sheet Tray \$424 17% \$351 \$16 \$11 89 \$16 40C2300 Adjustable Stand \$419 17% \$347 \$11 \$9 27X0400 500GB Hard Disk Drive (SATA) \$596 17% \$494 \$23 \$15 \$13 \$11 27X0823 MarkNet N8370 \$69 13% \$60 \$3 \$2 \$2 \$5 57X9020 2GB x32 DDR3 RAM \$123 14% \$106 \$3 \$3 \$15 \$821 \$714 \$33 57X7025 Voice Guidance Kit 13% \$22 \$18 SPD0001 Surge Protective Device 110-120V \$40 \$40 \$2 \$1 0% \$1 \$1 \$228 40C9650 XC4153 Color Workgroup Multi-Function Printer \$8,747 44% \$4,879 \$152 \$126 \$106 \$351 \$16 40C2100 550-Sheet Tray \$424 17% \$11 \$9 40C2300 Adjustable Stand \$419 17% \$347 \$16 \$11 \$8 \$23 500GB Hard Disk Drive (SATA) \$596 \$494 \$15 \$13 \$11 27X0400 17% \$60 \$3 \$2 27X0823 MarkNet N8370 \$69 13% \$2 \$1 57X9020 2GB x32 DDR3 RAM 14% \$106 \$5 \$3 \$123 \$33 57X7025 Voice Guidance Kit \$821 13% \$714 \$22 \$18 \$15 SPD0001 Surge Protective Device 110-120V \$40 0% \$40 \$2 \$1 42C7808 XC4240 - Color Multi Function Printer \$5,247 51% \$2,558 \$120 \$80 \$66 \$55 42C7550 550-Sheet Tray \$276 17% \$228 \$11 \$7 \$6 \$5 650-Sheet Duo Tray \$276 \$11 42C7650 17% \$228 \$7 \$1 \$252 \$5 \$2 57X0204 Memory Expansion (4GB) DDR3 57% \$108 \$3 \$3 27X0400 500GB Hard Disk Drive (SATA) \$596 17% \$494 \$23 \$15 \$13 \$11 57X9801 256MB User Flash Memory \$83 14% \$71 \$3 \$19 40C9200 Forms and Barcode Card \$473 13% \$410 \$13 \$11 90 \$29 40C9201 Card for IPDS \$704 12% \$621 \$19 \$16 \$13 \$10 \$5 4009202 Card for Prescribe Emulation \$248 13% \$215 \$7 98 \$13 57X9810 Traditional Chinese Font Card \$315 13% \$272 \$8 \$7 57X9812 Simplified Chinese Font Card 13% \$272 \$13 \$8 \$315 57X9814 Korean Font Card \$315 13% \$272 \$13 \$8 \$7 57X9815 Japanese Font Card \$315 13% \$272 \$13 \$8 \$7 \$6 Parallel 1284-B Interface Card \$111 13% \$96 \$4 27X0901 \$3 \$2 \$2 57X7040 Keyhoard Kit (English) \$341 13% \$297 \$14 \$6 \$9 \$8 \$40 \$40 \$2 SPD0001 Surge Protective Device 110-120V 0% \$1 57X0300 Contact Authentication Device \$69 13% \$60 \$3 \$2 57X0301 Contactless Authentication Device \$234 33% \$156 \$7 \$5 27X6410 Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server \$69 16% \$57 \$3 \$2 \$1 \$1 13% \$246 \$12 \$8 3073173 \$284 \$6 \$5 Swivel Cahinet 40C2300 Adjustable Printer Stand \$419 17% \$347 \$16 \$11 \$246 42K1310 XC6153de Color Large Workgroup Multi-Function Printer \$10,496 50% \$5,248 \$164 \$135 \$114 42K1313 XC6153 Color Large Workgroup Multi-Function Printer \$15,397 50% \$7,698 \$360 \$240 \$198 \$167 21K0237 2200-Sheet Tray \$1,260 17% \$1,044 \$49 \$33 \$27 \$23 21K0567 550-Sheet Trav \$424 17% \$351 \$16 \$11 \$9 \$8 21K0787 Envelope Tray \$424 13% \$367 \$17 \$11 42K2000 Inline Stapler \$489 13% \$425 \$20 \$13 \$11 \$18 21K2501 Caster Base \$489 22% \$381 \$12 \$10 57X9022 2GB x 64 DDR3 RAM \$139 \$115 \$5

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

Name of C	fferor:	UBEO LLC																		ļ
	-	Lexmark				MAINTANAI	NCE AND SUF	PLIES INCL	.UDED (less p	paper)	NO MAINTE	NANCE OR S	UPPLIES IN	CLUDED		Monthly Fees				1 1
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	Lease	36 Month Lease Agreement Rate	Lease	60 Month Lease Agreement Rate		Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	57X7020	XC6152, XC8160 English Keyboard Kit	\$419	11%	\$374							\$17	\$12	\$10	\$8					
	27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
	SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
	42K1370	XC8163 Color Large Workgroup Multi-Function Printer	\$20,647	34%	\$13,648							\$638	\$426	\$352	\$296					
	21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044							\$49	\$33	\$27	\$23					
	21K0567	550-Sheet Tray	\$424	17%	\$351							\$16	\$11	\$9	\$8	1				
	21K0787	Envelope Tray	\$424	13%	\$367							\$17	\$11	\$9	\$8					
	42K1267	Multi-position Staple Punch Finisher - Short - See BSD configuration guide	\$1,960	39%	\$1,186							\$55	\$37	\$31	\$26	6				
	42K1597	Multi-position Staple Punch Finisher - Tall - See BSD configuration guide fo	\$2,570	39%	\$1,555							\$73	\$48	\$40	\$34					
	42K2300	Staple Finisher	\$489	17%	\$405							\$19	\$13	\$10	\$9					
	57X7000	English Keyboard Kit	\$372	13%	\$323							\$15	\$10	\$8	\$7	•				
	57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115							\$5	\$4	\$3	\$2					
	57X7020	XC6152, XC8160 English Keyboard Kit	\$419	11%	\$374							\$17	\$12	\$10	\$8					
	27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
	SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					

		Instructions: Offeror shall complete detailed cost proposal sheets for each u	ınit offered (-6 grayscale/B&W a additional products											nent and optional	components. If y	ou offer additional	lease options, mai	intenance options
Name of Offe	eror:	UBEO LLC]			1					1									1
		Canon Production				MAINTANAN	ICE AND SUP	PLIES INCLU	DED (less pape	r)	NO MAINTE	NANCE OR SU	JPPLIES INCL	.UDED		Monthly Fees				<u> </u>
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"		Maintenance (Cost Per Copy)
						*SEE NOTE 1			TES ARE VOLUM		*SEE NOTE 1							TES ARE VOLUME E		
							SEE N	MAINTENANCE :	SECTION FOR DI	TAILS						SE	E MAINTENANCE	SECTION FOR DETA	ILS	
		Please choose between engines MFP or Printer																		
		MFP																		'
	3238C032AA	imagePRESS C910 Series Main Engine Set	\$38,720	50%	\$19,360							\$906	\$604	\$499	\$420					 '
		Or																		 '
		Printer																		 '
	3238C002AB	imagePRESS C910 Series Main Engine Set	\$33,000	50%	\$16,500							\$772	\$514	\$425	\$358					
	0097C002AA	Printer Cover-H2	\$220	20%	\$176							\$8	\$5	\$5	\$4			ļ		
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		Please choose One speed License																		 '
	3244C001AA	imagePRESS C910 Speed License	\$51,700	40%	\$31,020							\$1,451	\$967	\$799	\$673					L
	3245C001AA	imagePRESS C810 Speed License	\$26,400	40%	\$15,840							\$741	\$494	\$408	\$344					
	3246C001AA	imagePRESS C710 Speed License	\$2,200	20%	\$1,760							\$82	\$55	\$45	\$38					
		Please choose Between RIPs																		
		External Fiery																		
	3656C017AA	iPR Server H350 V2.0 Set Item	\$32,450	10%	\$29,205							\$1,366	\$911	\$752	\$634					
		Embedded Fiery																		
	3655C014AA	iPR Server G250 V2.0 & Control Panel Set	\$14,300	10%	\$12,870							\$602	\$401	\$332	\$279					,
	8002A017AA	X-Rite i1Pro 3 Spectrophotometer	\$1,430	5%	\$1,359							\$64	\$42	\$35	\$29					,
	7752A050AA	Adobe PDF Print Engine Kit (APPE)	\$4,730	20%	\$3,784							\$177	\$118	\$97	\$82					,
		Canon Print Board for C710																		,
	1135C002AB	UPRIGHT CT.PNL-G1 UL for iPR C710	\$4,950	10%	\$4,455							\$208	\$139	\$115	\$97					
		Canon Print Board for C810 & C910																		
	3272C008AA	IPR PRINTER KIT-F1 & Control Panel Set	\$11,418	10%	\$10,276							\$481	\$320	\$265	\$223					
		Additional Paper Sources Please choose One of the Following Sets																		
	4369C005AA	Multi Drawer Paper Deck-D1 Set	\$11,352	10%	\$10,217							\$478	\$319	\$263	\$222					
		Or												·	·					
	3242C001AA	Stack Bypass-C1	\$330	10%	\$297							\$14	\$9	\$8	\$6					
	0163C006AA	POD Deck Lite-C1	\$5,060	10%	\$4,554							\$213	\$142	\$117	\$99			İ		
	***	Or		1	. ,													İ		
	3242C001AA	Stack Bypass-C1	\$330	10%	\$297				1			\$14	\$9	\$8	\$6			İ		
	2575C013AA	POD Deck Lite XL	\$10,450	10%	\$9,405							\$440	\$293	\$242	\$204			İ		
				1	,													İ		
		Output Please Choose One of the following																		
		For Production Finishing																		
	0118C002AB	Booklet Finisher-W1 PRO	\$18,040	20%	\$14,432				1			\$675	\$450	\$372	\$313			1		
		Or Or	Ţ.z,510		Ţ,10 <u>2</u>				1			\$51.0	+ 100	Ţ3, <u>Z</u>	Ţ310			İ		
	0117C002AB	Staple Finisher-W1 PRO	\$14,300	20%	\$11,440				t			\$535	\$357	\$295	\$248			1		
	J J00L/ ID	200 p. 200 000000	Ţ.,,000	2070	\$,,				t			\$550	4001	Ψ200	Ψ= 10			1		
		Accessory for Production Finishing (2/3hole Punch)			1				1									1		<u> </u>
	5738B002AA	Puncher Unit-BS1(2/3H)	\$1,040	10%	\$936				1			\$44	\$29	\$24	\$20			1		<u> </u>
	3,305002,04		\$.,540	.570	\$500				1			¥11	ΨΣυ	\$2 4	720					
		For Light Finishing	1	1	†				t									1		—
	3236C002AA	Booklet Finisher-AC1 Set	\$6.452	10%	\$5.807				t			\$272	\$181	\$150	\$126			1		
		Or	, JO, 102	.570	\$5,501				1			4212	\$.51	\$.50	Ψ.20			1		<u> </u>
	3235C002AA	Staple Finisher-AC1 Set	\$3,795	10%	\$3,416				1			\$160	\$106	\$88	\$74					
	32330002, 84		\$0,.00	.570	\$3,410				1			\$100	\$100	\$00	ŢĪ Ŧ					
		Output Please Choose One of the following	1	1	†				t									1		
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		<u>Instructions:</u> Offeror shall complete detailed cost proposal sheets for each	unit offered (S		-6 grayscale/B&W a additional products											nent and optional	components. If y	ou offer additional	lease options, mai	ntenance options
Name of Off	eror:	UBEO LLC Canon Production]			MAINTANAN	ICE AND SUP	PLIES INCLU	DED (less pape	r)	NO MAINTE	NANCE OR SI	JPPLIES INCL	UDED		Monthly Fees				
	MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	3237C001AA	Jogger Kit-A1	\$660	10%	\$594							\$28	\$19	\$15	\$13					
	0126C001AA	2/3 Hole Puncher Unit-A1	\$983	10%	\$885							\$41	\$28	\$23	\$19					
		For Basic Output																		ı
	0164C002AA	Copy Tray-R2	\$231	10%	\$208							\$10	\$6	\$5	\$5					
		_												•						
		Highly Recommend you add																		
	8661B001AA	USB DEVICE PORT-A3	\$116	10%	\$104							\$5	\$3	\$3	\$2					1

Purchasing Solutions Alliance Form No. 2 - Cost Proposal

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

-Purchase/Lease of Equipment-

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

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Name of Offeror:	UBEO LLC																		-
	Canon	_			MAINTANA	NCE AND SUP	PLIES INCL	UDED (less p	aper)	NO MAINTE	NANCE OR	SUPPLIES IN	CLUDED		Monthly Fees				<u> </u>
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	Lease	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
					*SEE NOTE 1	UBEO LLC	SERVICE RATE	ES ARE VOLUN	ЛЕ BASED	*SEE NOTE 1					UBE	O LLC SERVICE RAT	ES ARE VOLUME B	ASED	1
						SEE MAI	NTENANCE SE	ECTION FOR D	ETAILS						SI	EE MAINTENANCE S	SECTION FOR DETA	ILS	
																			ı. I
3893C009AA	Canon imageRUNNER ADVANCE DX 527iFZ	\$5,606	30%	\$3,924							\$184	\$122	\$101	\$85					
4836C001AA	Canon imageRUNNER ADVANCE DX C478iF	\$7,095	30%	\$4,967							\$232	\$155	\$128	\$108					·
4837C001AA	Canon imageRUNNER ADVANCE DX C568iF	\$8,041	30%	\$5,629							\$263	\$176	\$145	\$122					i
4055C002AA	Canon imageRUNNER ADVANCE DX 4735i	\$11,825	55%	\$5,321							\$249	\$166	\$137	\$115					1
4054C003AA	Canon imageRUNNER ADVANCE DX 4745i	\$15,964		\$7,184							\$336		\$185	\$156					
4053C002AA	Canon imageRUNNER ADVANCE DX 4751i	\$17,738		\$7,982	1						\$373	\$249	\$206	\$173					
0604C038AA	Canon imageRUNNER ADVANCE C5540i	\$18,700		\$8,415							\$394	\$262		\$183					L
3893C008AA	Canon imageRUNNER ADVANCE DX 527iF	\$4,187		\$2,931							\$137		\$76	\$64					L
3894C005BA	Canon imageRUNNER ADVANCE DX 617iF	\$5,440		\$3,808							\$178	\$119	\$98	\$83					L
4963C002AA	Canon imageRUNNER ADVANCE DX 6860i	\$19,512		\$11,707							\$548	\$365		\$254					L
4962C002AA	Canon imageRUNNER ADVANCE DX 6870i	\$26,607									\$747			\$346					1
3895C002BA	Canon imageRUNNER ADVANCE DX 717iF	\$6,859		\$4,801							\$225			\$104					1
3882C002BA	Canon imageRUNNER ADVANCE DX C257iF	\$4,612		\$3,228							\$151		\$83	\$70					1
3881C003AA	Canon imageRUNNER ADVANCE DX C357iF	\$5,558									\$182		\$100	\$84					1
4914C002AA	Canon imageRUNNER ADVANCE DX C3826i	\$9,224		\$5,534	1						\$259	\$173	\$143	\$120					1
4913C002AA	Canon imageRUNNER ADVANCE DX C3830i	\$13,008		\$7,805							\$365			\$169					1
4912C002AA	Canon imageRUNNER ADVANCE DX C3835i	\$16,555		\$8,278							\$387		\$213	\$180					1
3827C002AA	Canon imageRUNNER ADVANCE DX C5840i	\$20,103		\$10,052	1						\$470	\$313	\$259	\$218					
3826C002AA	Canon imageRUNNER ADVANCE DX C5850i	\$23,650		\$13,008							\$608	\$406		\$282					
3825C002AA	Canon imageRUNNER ADVANCE DX C5860i	\$27,198		\$14,959	1						\$700	\$466		\$325					
3824C002AA	Canon imageRUNNER ADVANCE DX C5870i	\$33,110		\$18,211							\$852	\$568	\$469	\$395					
4056C002AA	Canon imageRUNNER ADVANCE DX 4725i	\$9,460		\$4,257							\$199	\$133	\$110	\$92					
3894C006BA	Canon imageRUNNER ADVANCE DX 617iFZ	\$6,859		\$4,801							\$225	\$150	\$124	\$104					
3895C001BA	Canon imageRUNNER ADVANCE DX 717iFZ	\$8,278		\$5,795							\$271	\$181	\$149	\$126					
1348V957	Convenience Stapler-A1	\$426		\$341							\$16	\$11	\$9	\$7					
3806V864	Convenience Stapler-C1	\$426		\$298							\$14	\$9		\$6					
4002B004AA	Canon Data Erase Kit-C1e	\$405		\$284		 					\$13	\$9		\$6					
5738B003AA	Canon Puncher Unit-BT1	\$1,118		\$783		 				-	\$37	\$24		\$17		1			
3681B003AA	Canon Voice Guidance Kit-F2	\$994		\$696 \$263		 				-	\$33	\$22 \$8		\$15 \$6		1			
4002B002AA	Canon Data Erase Kit-C1	\$376		\$263 \$135		 				1	\$12					1			
0500A002AC	Canon Basic Card Set for Control Card III(Eng)	\$193				 				 	\$6			\$3		1			
7518A003AA 0499A004AB	Braille Label Kit-E1	\$39 \$178		\$35 \$125		 				 	\$2 \$6			\$1 \$3		1			
0499A004AB 0518B002AA	Canon Copy Card Set 1(1-30)for Control Card III(I INSERT UNIT-C1 W/A1SET	\$178		\$125 \$1,455		+				 	\$68	\$4 \$45		\$3 \$32		1			
4001B004AA	Canon Remote Operators Software Kit-B1e	\$2,079		\$1,455 \$25		+				-	\$68	\$45 \$1		\$32 \$1		1			
1091B001AA	Canon Stacker Dolly-A1	\$693		\$485		+					\$23	\$15	,	\$11		1			
4036C002AA	Canon Numeric Keypad-A2	\$213		\$149		+				 	\$23	\$15		\$3					
3236C002AA	Booklet Finisher-AC1 Set	\$6.936	30%	\$4,855		+				 	\$227	\$151	\$125	\$105					
3741B002AA	Canon REMOVABLE HDD KIT-AB2	\$1,242		\$4,833 \$869		+				 	\$41	\$131	\$22	\$103		 			
3235C002AA	Staple Finisher-AC1 Set	\$4,080		\$2,856		+				 	\$134	\$89		\$62		 			
5858A010AC	Cabinet Type-S	\$354		\$2,830		+				 	\$134	\$8		\$5		 			
5145B001AA	Copy Control Interface Kit-C1	\$64		\$45		+ +				-	\$2	\$0 \$1		\$3 \$1		 			
3836C007AA	Canon imagePRESS Server M10 V2.0	\$8,278		\$5,795		 					\$271	\$181		\$126		1			
3030C007AA	Canon inlager NESS Server IVITO VZ.0	ψ0,270	30 /0	ψ5,195	1						ا 12پ	انان	ψ1 4 3	120 پ	l	1	l		

Purchasing Solutions Alliance Form No. 2 - Cost Proposal

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

-Purchase/Lease of Equipment-

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

Name of Offeror UBEO LLC MAINTANANCE AND SUPPLIES INCLUDED (less paper) Canon NO MAINTENANCE OR SUPPLIES INCLUDED Monthly Fees Month to Manufacturer (MFG) Name of Product Month to Monthly 24 Month 36 Month 48 Month 60 Month 24 Month 36 Month 48 Month 60 Month Base Multifunction Device (MFD) Item Description Discoun Month Month Consumables Monthly Labor Maintenance Overage Rate **PSA Purchase** Lease Lease Lease Lease Lease Lease Lease Lease **Allowance** MSRP MFG # or Vendor Product # (Note: All MFD's must be able to print, scan, % From Rental Rental Supplies Service, (Cost Per Price Aareemen Agreement Agreement Aareemen Impressions Per Page Aareemen[,] Aareemen Agreeme Agreemen copy and fax) Optional Components, Add-ons MSRP ncluded "Yes Support Copy) \areemer greemer Rate Rate Rate Rate Per Month Rate Rate Rate Rate and Accessories Rate or No" Rate 5727B043AA Canon SW upgrade kit for L30 \$1.301 30% \$911 \$43 \$28 \$23 \$20 30% \$2 9659B001AA Canon Copy Card Reader Attachment-E1 \$70 \$49 \$2 \$1 \$1 0989C001AB CABINET TYPE-K \$149 30% \$104 \$5 \$3 \$3 \$2 9508B001AA Canon Cassette Module-AC1 \$423 30% \$296 \$14 \$9 \$8 \$6 9510B003AA Canon PCL Printer Kit-BA1 \$450 30% \$315 \$15 \$10 \$8 \$7 \$745 30% \$24 \$16 9511B003AA Canon PS Printer Kit-BA1 \$522 \$13 \$11 8034B005AA Silex Wireless Bridge SX-BR-4600WAN2-US \$308 30% \$216 \$10 \$7 \$6 \$5 9585B003AA Canon USB Direct Print Kit (for PDF)-K1 \$178 30% \$125 \$6 \$4 \$3 \$3 \$190 30% \$133 \$6 \$3 \$3 3791C001AA Cabinet Type-U \$4 2917C001AA Canon Cassette Module-AG1 \$497 30% \$348 \$16 \$1 \$9 \$8 30% \$22 \$10 \$663 \$464 \$14 \$12 2916C001AA Canon Cassette Feeding Unit-AR1 2918C001AA Canon Envelope Cassette Module-A1 \$497 30% \$348 \$16 \$1 \$9 \$8 2915C001AA Canon High Capacity Cassette Feeding Unit-D1 \$1,419 30% \$993 \$46 \$31 \$26 \$22 \$74 1420C002CA Canon High Capacity Cassette Feeding Unit-B1 \$2,247 30% \$1.573 \$49 \$41 \$34 4378C005BA \$1,000 \$700 \$33 \$22 \$15 Canon Super G3 FAX Board-BF1 30% \$18 3821V582 Gen III Panel Protective Film(incl. Keypad) (10 p \$118 30% \$83 \$4 \$3 \$2 \$2 3821V583 Gen III Panel Protective Film(incl. Keypad) (100 30% \$737 \$34 \$23 \$19 \$16 \$1,053 \$12 5358C001AA Cabinet Type-V \$355 30% \$249 \$8 \$6 \$5 4064C002AA \$249 30% \$174 \$8 \$4 \$4 Canon Printer Cover-M2 \$5 4922C001AA \$4,967 30% \$3,477 \$163 \$108 \$90 \$75 Canon Booklet Finisher-AE1 4917C002AA Canon Cassette Feeding Unit-AW1 \$1.802 30% \$1,261 \$59 \$39 \$32 \$27 5634C001AA Cabinet Type-W \$180 30% \$126 \$6 \$4 \$3 \$3 4918C001AA Canon Copy Tray-T1 \$56 30% \$39 \$2 \$1 \$1 \$1 30% \$435 \$20 \$14 4920C002AA Canon Super G3 2nd Line Fax Board-BH1 \$622 \$11 \$9 4921C001AA Canon Staple Finisher-AE1 \$3,353 30% \$2,347 \$110 \$73 \$60 \$51 4919C001AA Canon Super G3 FAX Board-BH1 \$994 30% \$696 \$33 \$22 \$18 \$15 1410C001AA \$1,490 30% \$1.043 \$49 \$33 \$27 \$23 Canon Staple Finisher-Z1 \$16 30% \$348 \$8 3318C001AA Canon Cassette Module-AJ1 \$497 \$1 \$9 \$2 1422C001AA Canon Inner 2Way Tray-L1 \$125 30% \$88 \$4 \$3 \$2 30% \$1.573 \$74 \$49 \$41 \$34 4031C002BA Canon High Capacity Cassette Feeding Unit-C1 \$2,247 4001C002BA Canon Booklet Finisher-AB1 \$4,636 30% \$3,245 \$152 \$101 \$84 \$70 Canon Buffer Pass Unit-P1 4003C002AA \$332 30% \$232 \$11 \$7 \$6 \$5 4030C002BA Canon Cassette Feeding Unit-AQ1 \$1,802 30% \$1,261 \$59 \$39 \$32 \$27 4000C002BA 30% \$1.043 \$49 \$33 \$27 \$23 Added Canon Inner Finisher-L1 \$1,490 \$77 Added 4063C001AA Canon Single Pass DADF-C1 \$2,365 30% \$1.656 \$52 \$43 \$36 Added 1423C002CA Canon Inner Finisher-J1 \$1,490 30% \$1,043 \$49 \$33 \$27 \$23 \$27 30% \$584 \$18 \$13 Adde 1424C002AA Canon Inner 2/3 Hole Puncher-C1 \$834 \$15 3998C001AA Canon Super G3 FAX Board-AX1 \$994 30% \$696 \$33 \$22 \$18 \$15 \$740 \$35 Added 0126C001AA Canon 2/3 Hole Puncher Unit-A1 \$1,057 30% \$23 \$19 \$16 4002C002AA Canon Inner 2/3 Hole Puncher-D1 \$840 30% \$588 \$28 \$18 \$15 \$13 Adde 1962C017AA Colorado 1650 Printer Set \$72,345 5% \$68,728 \$3,215 \$2,143 \$1,771 \$1,491 Added Added 4844C003AA Colorado 1630 Printer Set \$45,345 5% \$43.078 \$2,015 \$1,343 \$1,110 \$935 Added 5533C001 Arizona 135 GT \$102,805 5% \$97,665 \$4,569 \$3,045 \$2,516 \$2,119

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

	ADDITIONAL L	EASE OPTIONS						
List any addition	onal lease options offered and	d the terms, rates or prices for	those options.					
Additional Lease Options Description	Term	Lease Rate		(Comments			
Additional lease options are available upon request, such as co-terminous acquisitions, non-standard terms.								
Insert additional rows/columns or revise text within fields as necessary.								
		TENANCE OPTIONS						
List any additional maintenance	1	1					ı	ı
Additional Maintenance Options Description (open filled format to offer alternative maintenance plans)	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
Copier maintenance schedule is attached for standard and non-standard products								
Insert additional rows/columns or revise text within fields as necessary.								
		L SOFTWARE						
,		le components with pricing br			_			ı
Software Description (product/module name, product code, other details, etc.)	License Fee	PSA Price	Discount %	Annual Maintenance (if any)	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
Additional software options are included under a separate tab with corresponding PSA discounts off MSRP			Various					
1 189								
Insert additional rows/columns or revise text within fields as necessary.								
		ED PRODUCTS						
List any other related products or					•	ī	II	ı
Other Related Products Description (manufacturer name, product number, other details, etc.)	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
UBEO LLC Special Order Group offers most offline finishing products, such as collators, binding equipment, shredders, etc.			10%					
Insert additional rows/columns or revise text within fields as necessary.								
	OTHER RELATED SER	VICES AND SOLUTIONS						
List any other related services and solutions of	ffered and include a detailed	breakdown in pertinent comp	onents and pricing for each	service or solution.				
Related Services and Solutions Description (service name/title, brief detail, product code, etc.)	MSRP	PSA Price (or hourly rate)	Discount %	Annual Maintenance (if any)	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
					1			
Insert additional rows/columns or revise text within fields as necessary.								
7	1			1			1	

	ASSESSMENT A	ND ANALYSIS COSTS	
List any costs for assessments/analysis performed, if any. Costs should be	either event (one time) based	or hourly rate with a statem	ent of work for each component. If there are no costs associated, please note.
Assessment Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Business Technology Assessment	No Charge		
Insert additional rows/columns and change or revise text within fields as necessary.			
	INSTALL	ATION COSTS	
List any costs for installation of equip	ment, if any. Costs should be	either event (one time) based	d or hourly rate with a statement of work.
Installation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Installation is included with all original equipment orders and deliveries	No Charge		
Insert additional rows/columns and change or revise text within fields as necessary.			
	IMPLEMEN	TATION COSTS	
List any costs for implementation	n, if any. Costs should be eith	er event (one time) based or l	hourly rate with a statement of work.
Implementation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Implementation costs are detailed within all hardware and software Statements of Work (SOW)			
Insert additional rows/columns and change or revise text within fields as necessary.			
		ING COSTS	
	Ī	pany has an alternative metho	odology for pricing training, please provide.
Training Component(s) Description	Flat Fee (if applicable)	Hourly Rate	Comments
Operational training for all copier/printer transactions is provided free of charge for the term of the agreement	No Charge		
User training is offered and specified as part of the Statement of Work for all software solutions			
Insert additional rows/columns and change or revise text within fields as necessary.			

FLEET MANA	AGEMENT COSTS	
tions for on-site full-time, par	t-time, first service responder	c, consumables, etc.
Monthly Fee	Hourly Rate	Comments
• • • • • • • • • • • • • • • • • • • •		
· · · · ·	Hourly Rate with SOW	Comments
No Charge		
DEMOVAL CO	DOTE AND TERMS	
		ased or nouny rate with a statement or work. Comments
Event (one time cost)	Hourly Rate with SOW	Comments
	RELOCATION (equipment, if any. Costs shou Event (one time cost) \$150 minimum No Charge	RELOCATION COSTS AND TERMS equipment, if any. Costs should be either event (one time) Event (one time cost) Hourly Rate with SOW \$150 minimum No Charge REMOVAL COSTS AND TERMS quipment, if any. Costs should be either event (one time) b

Purchasing Solutions Alliance Form No. 2 - Cost Proposal

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

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

Solution Services



	Price Per		
Value Add Services	Install		
Assessment			
Business Technology Assessment	Included		
Basic Connectivity			
Printers	\$25.00	Included - \	/alue Add
Fax with Network Connectivity	\$25.00	Included - \	/alue Add
Black and White			
Segment 1 (00 - 20 ppm)	\$50.00	Included - \	/alue Add
Segment 2 (21 - 30 ppm)	\$50.00	Included - \	/alue Add
Segment 3 (31 - 40 ppm)	\$50.00	Included - \	/alue Add
Segment 4 (45 - 69 ppm)	\$75.00	Included - \	/alue Add
Segment 5 (70 - 90 ppm)	\$75.00	Included - \	/alue Add
Segment 6 (91 ppm and over)	\$100.00	Included - \	/alue Add
Wide Format	\$150.00	Included - \	
Digital Duplicators	\$75.00	Included - \	/alue Add
Color			
Color, Business	Use B/W Seg	Included - \	/alue Add
Color, Creative	\$75.00	Included - \	/alue Add
Color, Production 35ppm plus	\$150.00	Included - \	/alue Add
, 11 1	·		
	Price Per	Effective	Monthly
Integration Services	Install	Hourly Rate	Service
PDF Forms Design	IS Quote	\$165.00	
Additional Funktions			
Additional Enablers		4.0.0	
EDM Solutions	IS Quote	\$200.00	
Daily Rate	\$1,600.00	\$200.00	
EDM Annual Support Contact	Per Vendor		
Other Enabler Installations - Integration Analyst	12% of MSRP	\$165.00	
Post Sales Support			
Other Post Sale @ \$165 / hour (Integration Analyst)		\$165.00	N.A
Annual Analyst support contract (up to 4 hours per month)	\$3,600.00	NA	\$300.00



PSA B/W Service Pricing

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

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

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

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

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

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

SMALL COLOR PRINTERS - Includes all supplies except paper

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

FAX MACHINES Service Contract not including supplies

	FMA -	All on-site s	ervice calls a	nd parts in	cluded.	DEPOT SI	ERVICE -Se	rvice call trip	s not inc.	55%
M.S.R.P	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pa
Under 1500	\$299	\$279	\$249	\$498	\$748	\$164	\$154	\$147	\$274	\$4
1500-2499	\$349	\$326	\$291	\$582	\$873	\$192	\$179	\$171	\$320	\$4
2500-2999	\$429	\$401	\$358	\$715	\$1,073	\$236	\$221	\$211	\$393	\$5
3000-3999	\$440	\$411	\$367	\$733	\$1,100	\$242	\$226	\$216	\$403	\$6
4000-4999	\$460	\$430	\$384	\$767	\$1,150	\$253	\$236	\$226	\$422	\$6
5000-5999	\$480	\$449	\$401	\$800	\$1,200	\$264	\$247	\$236	\$440	\$6
6000-6999	\$500	\$467	\$417	\$833	\$1,250	\$275	\$257	\$246	\$458	\$6
7000-7999	\$560	\$523	\$467	\$933	\$1,400	\$308	\$288	\$275	\$513	\$7
8000-8999	\$640	\$598	\$534	\$1,067	\$1,600	\$352	\$329	\$314	\$587	\$8
9000-9999	\$720	\$673	\$601	\$1,200	\$1,800	\$396	\$370	\$354	\$660	\$9
10000-12000	\$800	\$748	\$668	\$1,333	\$2,000	\$440	\$411	\$393	\$733	\$1,1
12000+		Quote Required from Service					Quote F	Required from	Service	

DIGITAL DUPLICATOR RATES (Excludes Supplies)

N	lonthly Rates	1 7			,			Annual Rates			
				0.985			0.97		0.955		
Quantity	Base	Overage	Quantity	Base	Overage	Quantity	Base	Overage	Quantity	Base	Overage
						15,000	\$57.30	\$0.0029	15,000	\$112.88	\$0.0028
						21,000	\$76.40	\$0.0029	21,000	\$150.51	\$0.0028
			15,000	\$51.71	\$0.0030	30,000	\$101.87	\$0.0029	30,000	\$200.68	\$0.0028
			22,500	\$77.57	\$0.0030	45,000	\$152.81	\$0.0029	45,000	\$301.04	\$0.0028
			30,000	\$100.47	\$0.0029	60,000	\$197.93	\$0.0028	60,000	\$389.91	\$0.0027
			37,500	\$103.43	\$0.0029	75,000	\$203.76	\$0.0028	75,000	\$401.40	\$0.0027
			45,000	\$124.11	\$0.0028	90,000	\$244.50	\$0.0027	90,000	\$481.66	\$0.0026
20,000	\$54.00	0.0027	60,000	\$159.57	\$0.0027	120,000	\$314.35	\$0.0027	240,000	\$619.28	\$0.0027
25,000	\$65.00	0.0026	75,000	\$192.08	\$0.0026	150,000	\$378.39	\$0.0026	300,000	\$745.42	\$0.0026
35,000	\$87.50	0.0025	105,000	\$258.56	\$0.0025	210,000	\$509.37	\$0.0025	420,000	\$1,003.46	\$0.0025
50,000	\$110.00	0.0022	150,000	\$325.05	\$0.0022	300,000	\$640.35	\$0.0022	600,000	\$1,261.49	\$0.0022
75,000	\$150.00	0.0021	225,000	\$443.25	\$0.0021	450,000	\$873.20	\$0.0021	900,000	\$1,720.21	\$0.0021
100,000	\$190.00	0.002	300,000	\$561.45	\$0.0020	600,000	\$1,106.06	\$0.0020	1,200,000	\$2,178.93	\$0.0020
125,000	\$221.88	0.002	375,000	\$655.66	\$0.0020	750,000	\$1,291.64	\$0.0020		\$2,544.53	\$0.0020
150,000	\$262.50	0.002	450,000	\$775.69	\$0.0020		\$1,528.10	\$0.0020	1,800,000	\$3,010.37	\$0.0020
200,000	\$340.00	0.0019	600,000	\$1,004.70	\$0.0019	1,200,000	\$1,979.26	\$0.0019	2,400,000	\$3,899.14	\$0.0019

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

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

CMA 5-1-06