

**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.


Counterparts: 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.

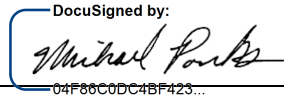
Delivery by Facsimile or Electronic Transmission: This Amendment, to the extent signed and delivered by means of a facsimile machine or electronic transmission, shall be treated in all manner and respects as an original agreement or instrument and shall be considered to have the same binding legal effect 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:  DocuSigned by:  
Michael Emanuel  
B0AEDA8F65084D2...

By:  DocuSigned by:  
Michael Parks  
04F86C0DC4BF423...

Name: Michael Emanuel

Name: Michael Parks

Title: VP Vendor Relations

Title: Executive Director

Date: 3/24/2023

Date: 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.**

**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".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
		<b>RICOH</b>				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)
						*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		
	418786	IM 8000	\$34,099	45%	\$18,754										\$877	\$585	\$483	\$407		
	418787	IM 9000	\$42,899	55%	\$19,305										\$903	\$602	\$497	\$419		
	418796	PostScript3 Unit Type M44	\$2,845	40%	\$1,707										\$80	\$53	\$44	\$37		
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489										\$23	\$15	\$13	\$11		
	418801	IPDS Unit Type M44	\$2,459	40%	\$1,475										\$69	\$46	\$38	\$32		
	417428	OCR Unit Type M13	\$369	40%	\$221										\$10	\$7	\$6	\$5		
	413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231										\$11	\$7	\$6	\$5		
	417595	Smart Card Reader Built-in Unit Type M19	\$119	40%	\$71										\$3	\$2	\$2	\$2		
	006429MIU	ESP XG-PCS-20D	\$350	40%	\$210										\$10	\$7	\$5	\$5		
	007138MIU	20 amp power filter	\$365	40%	\$219										\$10	\$7	\$6	\$5		
	418805	Fax Option Type M44	\$1,419	40%	\$851										\$40	\$27	\$22	\$18		
	417644	64MB Fax Memory Unit Type M25	\$105	40%	\$63										\$3	\$2	\$2	\$1		
	416229	Copy Tray Type 9002	\$225	40%	\$135										\$6	\$4	\$3	\$3		
	416633	Mail Box CS4010	\$3,135	40%	\$1,881										\$88	\$59	\$48	\$41		
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53										\$2	\$2	\$1	\$1		
	418790	LCIT RT4080 (4,400 sheet LT)	\$2,585	40%	\$1,551										\$73	\$48	\$40	\$34		
	418793	A3/ 11" x 17" Tray Type M44	\$2,145	40%	\$1,287										\$60	\$40	\$33	\$28		
	417630	Output Jogger Unit Type M25	\$515	40%	\$309										\$14	\$10	\$8	\$7		
	418178	Finisher SR4150	\$4,355	40%	\$2,613										\$122	\$81	\$67	\$57		
	418180	Booklet Finisher SR4160	\$7,245	40%	\$4,347										\$203	\$136	\$112	\$94		
	418332	Punch Unit PU3090 NA	\$1,099	40%	\$659										\$31	\$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	\$167	\$141		
	418828	IM 5000	\$16,689	54%	\$7,714										\$361	\$241	\$199	\$167		
	418830	IM 6000	\$21,445	51%	\$10,405										\$487	\$324	\$268	\$226		
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489										\$23	\$15	\$13	\$11		
	417430	OCR UNIT TYPE M13	\$385	40%	\$231										\$11	\$7	\$6	\$5		
	418889	PostScript3 Unit Type M45	\$659	40%	\$395										\$18	\$12	\$10	\$9		
	413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231										\$11	\$7	\$6	\$5		
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$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		
	418385	Finisher SR3280	\$3,649	49%	\$1,863										\$87	\$58	\$48	\$40		
	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	\$2	\$1	\$1		
	418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074										\$97	\$65	\$53	\$45		
	418345	Bridge Unit BU3090	\$229	49%	\$117										\$5	\$4	\$3	\$3		
	100478FNG	Cabinet Type F	\$275	52%	\$132										\$6	\$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		

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".

Name of Offeror: <b>UBEO LLC</b>						MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
<b>RICOH</b>						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)
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																
418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22						
418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18						
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7						
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14						
<b>Changed</b>	<b>418819</b>	<b>IM 2500</b>	<b>\$8,239</b>	<b>38%</b>	<b>\$5,108</b>						<b>\$239</b>	<b>\$159</b>	<b>\$132</b>	<b>\$111</b>						
	<b>418825</b>	<b>IM 3500</b>	<b>\$12,319</b>	<b>54%</b>	<b>\$5,623</b>						<b>\$263</b>	<b>\$175</b>	<b>\$145</b>	<b>\$122</b>						
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11						
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5						
418889	PostScript3 Unit Type M45	\$659	40%	\$395							\$18	\$12	\$10	\$9						
413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231							\$11	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
418893	Smart Card Reader Build-in Unit Type M45	\$125	40%	\$75							\$4	\$2	\$2	\$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						
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	\$2	\$1	\$1						
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	\$3						
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$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						
418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18						
	<b>418227</b>	<b>IM C4500</b>	<b>\$19,865</b>	<b>57%</b>	<b>\$8,615</b>						<b>\$403</b>	<b>\$269</b>	<b>\$222</b>	<b>\$187</b>						
	<b>418228</b>	<b>IM C6000</b>	<b>\$24,219</b>	<b>55%</b>	<b>\$10,857</b>						<b>\$508</b>	<b>\$339</b>	<b>\$280</b>	<b>\$236</b>						
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						
418385	Finisher SR3280	\$3,649	49%	\$1,863							\$87	\$58	\$48	\$40						
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						
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3						

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".

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Name of Offeror:		RICOH				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)
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																
	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						
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	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						
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	418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074						\$97	\$65	\$53	\$45						
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	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						
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	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						

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Name of Offeror:		RICOH				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)
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																
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						
418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3	\$2	\$2	\$1						
418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9	\$6	\$5	\$4						
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						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1						
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						
418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18						
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3						
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7						
418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5						
418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18						
418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45						
418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3						
418171	IM C6500	\$41,555	50%	\$20,778							\$972	\$648	\$535	\$451						
418174	IM C8000	\$53,039	55%	\$23,868							\$1,117	\$744	\$615	\$518						
418192	PostScript3 Unit Type M42	\$695	40%	\$417							\$20	\$13	\$11	\$9						
418198	IPDS Unit Type M42	\$1,925	40%	\$1,155							\$54	\$36	\$30	\$25						
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	\$15	\$13	\$11						
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5						
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1						
417595	Smart Card Reader Built-in Unit Type M19	\$119	40%	\$71							\$3	\$2	\$2	\$2						
006429MIU	ESP XG-PCS-20D	\$350	40%	\$210							\$10	\$7	\$5	\$5						
007138MIU	20 amp power filter	\$365	40%	\$219							\$10	\$7	\$6	\$5						
418209	Fax Option Type M42	\$1,639	40%	\$983							\$46	\$31	\$25	\$21						
417695	Fax Memory Unit Type M26 64MB	\$229	40%	\$137							\$6	\$4	\$4	\$3						
417883	A3/11x17 Tray Unit Type M2	\$2,155	40%	\$1,293							\$60	\$40	\$33	\$28						
416633	Mail Box CS4010	\$3,135	40%	\$1,881							\$88	\$59	\$48	\$41						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1						
416642	Tab Sheet Holder Type M2	\$79	40%	\$47							\$2	\$1	\$1	\$1						
418204	LCIT RT4070	\$7,095	40%	\$4,257							\$199	\$133	\$110	\$92						
418190	LCIT RT4060	\$3,415	40%	\$2,049							\$96	\$64	\$53	\$44						
418189	Cover Interposer Tray CI4050	\$5,019	40%	\$3,011							\$141	\$94	\$78	\$65						
417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7						
417677	Cooling Fan Unit Type M26	\$725	40%	\$435							\$20	\$14	\$11	\$9						
418178	Finisher SR4150	\$4,355	40%	\$2,613							\$122	\$81	\$67	\$57						
418180	Booklet Finisher SR4160	\$7,245	40%	\$4,347							\$203	\$136	\$112	\$94						
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14						
418183	Finisher SR4140	\$7,945	40%	\$4,767							\$223	\$149	\$123	\$103						
418184	Copy Tray Type M42	\$245	40%	\$147							\$7	\$5	\$4	\$3						
418187	Multi-Folding Unit FD4010	\$7,085	40%	\$4,251							\$199	\$133	\$110	\$92						
418185	Multi-Folding Unit FD4020	\$12,665	40%	\$7,599							\$355	\$237	\$196	\$165						
418201	Punch Unit PU 5050 NA	\$1,085	40%	\$651							\$30	\$20	\$17	\$14						
408244	SP 8400DN	\$3,365	13%	\$2,913							\$136	\$91	\$75	\$63						

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

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Name of Offeror: <span style="border: 1px solid black; padding: 2px;">UBEO LLC</span>						MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					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	24 Month	36 Month	48 Month	60 Month	Month to	24 Month	36 Month	48 Month	60 Month	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
						Month Rental Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Month to Rental Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Lease Agreement Rate	Lease Agreement Rate					
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								\$14	\$10	\$8	\$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					
408116	LCIT PB3260	\$2,105	54%	\$961								\$45	\$30	\$25	\$21					
416548	LCIT RT3030	\$2,105	50%	\$1,058								\$49	\$33	\$27	\$23					
407964	Attention Light AL3000	\$1,519	32%	\$1,031								\$48	\$32	\$27	\$22					
100478FNG	Cabinet Type F	\$275	52%	\$132								\$6	\$4	\$3	\$3					
408112	Paper Feed Unit PB3240	\$1,815	56%	\$795								\$37	\$25	\$20	\$17					
416612	Punch Unit PU3060 NA	\$1,085	51%	\$533								\$25	\$17	\$14	\$12					
416609	Punch Unit PU3050 NA	\$1,079	51%	\$531								\$25	\$17	\$14	\$12					
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								\$85	\$57	\$47	\$40					
417630	Output Jogger Unit Type M25	\$515	40%	\$309								\$14	\$10	\$8	\$7					
<b>408105</b>	<b>SP C840DN</b>	<b>\$4,275</b>	<b>17%</b>	<b>\$3,555</b>								<b>\$166</b>	<b>\$111</b>	<b>\$92</b>	<b>\$77</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489								\$23	\$15	\$13	\$11					
407866	VM Card Type P8	\$135	33%	\$91								\$4	\$3	\$2	\$2					
408093	POSTSCRIPT3 UNIT TYPE P11	\$649	53%	\$304								\$14	\$9	\$8	\$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					
408116	LCIT PB3260	\$2,105	54%	\$961								\$45	\$30	\$25	\$21					
416548	LCIT RT3030	\$2,105	50%	\$1,058								\$49	\$33	\$27	\$23					
417484	Booklet Finisher SR3220 (1,000-sheet)	\$4,065	50%	\$2,030								\$95	\$63	\$52	\$44					
407964	Attention Light AL3000	\$1,519	32%	\$1,031								\$48	\$32	\$27	\$22					
408047	HDD Option Type P11	\$235	32%	\$159								\$7	\$5	\$4	\$3					
408114	Paper Feed Unit PB3250 (550 x 1)	\$835	55%	\$379								\$18	\$12	\$10	\$8					
52742	Caster Table Type M3	\$270	40%	\$162								\$8	\$5	\$4	\$4					
100478FNG	Cabinet Type F	\$275	52%	\$132								\$6	\$4	\$3	\$3					
408112	Paper Feed Unit PB3240	\$1,815	56%	\$795								\$37	\$25	\$20	\$17					
416612	Punch Unit PU3060 NA	\$1,085	51%	\$533								\$25	\$17	\$14	\$12					
416609	Punch Unit PU3050 NA	\$1,079	51%	\$531								\$25	\$17	\$14	\$12					
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								\$85	\$57	\$47	\$40					
417630	Output Jogger Unit Type M25	\$515	40%	\$309								\$14	\$10	\$8	\$7					
<b>418458</b>	<b>IM 550F</b>	<b>\$3,849</b>	<b>20%</b>	<b>\$3,079</b>								<b>\$144</b>	<b>\$96</b>	<b>\$79</b>	<b>\$67</b>					
<b>418465</b>	<b>IM 600SRF</b>	<b>\$5,375</b>	<b>20%</b>	<b>\$4,300</b>								<b>\$201</b>	<b>\$134</b>	<b>\$111</b>	<b>\$93</b>					
407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$364								\$17	\$11	\$9	\$8					
418519	POSTSCRIPT3 UNIT TYPE M40	\$469	40%	\$281								\$13	\$9	\$7	\$6					
417430	OCR UNIT TYPE M13	\$385	40%	\$231								\$11	\$7	\$6	\$5					
418516	IPDS UNIT TYPE M40	\$799	40%	\$479								\$22	\$15	\$12	\$10					
418410	VM CARD Type M37	\$55	40%	\$33								\$2	\$1	\$1	\$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	Optional Counter Interface Unit Type M12	\$89	40%	\$53								\$2	\$2	\$1	\$1					
418475	Paper Feed Unit PB1160	\$345	11%	\$307								\$14	\$10	\$8	\$7					



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

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Name of Offeror: <b>UBEO LLC</b>						MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
<b>UBEO LLC</b>						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)
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																
52652	Tall Cabinet Type U	\$265	40%	\$159								\$7	\$5	\$4	\$3					
52642	Medium Cabinet Type T	\$255	40%	\$153								\$7	\$5	\$4	\$3					
22633	Caster Table Type Z	\$309	40%	\$185								\$9	\$6	\$5	\$4					
<b>418485</b>	<b>IM 350F</b>	<b>\$3,425</b>	<b>50%</b>	<b>\$1,720</b>								<b>\$80</b>	<b>\$54</b>	<b>\$44</b>	<b>\$37</b>					
<b>418490</b>	<b>IM 430F</b>	<b>\$3,659</b>	<b>50%</b>	<b>\$1,828</b>								<b>\$86</b>	<b>\$57</b>	<b>\$47</b>	<b>\$40</b>					
417428	OCR Unit Type M13	\$369	40%	\$221								\$10	\$7	\$6	\$5					
407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$364								\$17	\$11	\$9	\$8					
418070	PostScript3 Unit Type M34	\$469	33%	\$315								\$15	\$10	\$8	\$7					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168								\$8	\$5	\$4	\$4					
ESPS1	ESP S1 Power Filter	\$30	3%	\$29								\$1	\$1	\$1	\$1					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53								\$2	\$2	\$1	\$1					
418080	Paper Feed Unit PB1110 (1x250 Sheets)	\$259	14%	\$223								\$10	\$7	\$6	\$5					
418081	Paper Feed Unit PB1120 (1x500 Sheet)	\$415	17%	\$344								\$16	\$11	\$9	\$7					
418143	Caster Table Type M34	\$365	30%	\$257								\$12	\$8	\$7	\$6					
418219	Paper Feed Unit PB1110 TL 250 Sheets	\$385	22%	\$300								\$14	\$9	\$8	\$7					
418218	Paper Feed Unit PB 1120TL 500 Sheets	\$485	22%	\$378								\$18	\$12	\$10	\$8					
418093	Offline Stapler Type M34	\$219	32%	\$148								\$7	\$5	\$4	\$3					
52005	Medium Cabinet Type P	\$215	42%	\$124								\$6	\$4	\$3	\$3					
52006	Tall Cabinet Type Q	\$245	44%	\$137								\$6	\$4	\$4	\$3					
<b>418562</b>	<b>IM C400F</b>	<b>\$5,365</b>	<b>40%</b>	<b>\$3,219</b>								<b>\$151</b>	<b>\$100</b>	<b>\$83</b>	<b>\$70</b>					
<b>418574</b>	<b>IM C400SRF</b>	<b>\$6,135</b>	<b>40%</b>	<b>\$3,681</b>								<b>\$172</b>	<b>\$115</b>	<b>\$95</b>	<b>\$80</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489								\$23	\$15	\$13	\$11					
417428	OCR Unit Type M13	\$369	40%	\$221								\$10	\$7	\$6	\$5					
418579	PostScript3 Unit Type M41	\$689	40%	\$413								\$19	\$13	\$11	\$9					
417430	OCR UNIT TYPE M13	\$385	40%	\$231								\$11	\$7	\$6	\$5					
418581	POSTSCRIPT3 UNIT TYPE M41	\$689	40%	\$413								\$19	\$13	\$11	\$9					
ESPS1	ESP S1 Power Filter	\$30	3%	\$29								\$1	\$1	\$1	\$1					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168								\$8	\$5	\$4	\$4					
418410	VM CARD Type M37	\$55	40%	\$33								\$2	\$1	\$1	\$1					
418584	1 Bin Tray BN1040	\$319	40%	\$191								\$9	\$6	\$5	\$4					
52780	Caster Table Type Y	\$449	40%	\$269								\$13	\$8	\$7	\$6					
52790	Low Cabinet Type V	\$309	40%	\$185								\$9	\$6	\$5	\$4					
52800	Medium Cabinet Type W	\$319	40%	\$191								\$9	\$6	\$5	\$4					
418583	Paper Feed Unit PB1170	\$695	40%	\$417								\$20	\$13	\$11	\$9					
52810	Tall Cabinet Type X	\$345	40%	\$207								\$10	\$6	\$5	\$4					
<b>418569</b>	<b>IM C300F</b>	<b>\$5,049</b>	<b>40%</b>	<b>\$3,029</b>								<b>\$142</b>	<b>\$94</b>	<b>\$78</b>	<b>\$66</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489								\$23	\$15	\$13	\$11					
417428	OCR Unit Type M13	\$369	40%	\$221								\$10	\$7	\$6	\$5					
418579	PostScript3 Unit Type M41	\$689	40%	\$413								\$19	\$13	\$11	\$9					
417430	OCR UNIT TYPE M13	\$385	40%	\$231								\$11	\$7	\$6	\$5					
418581	POSTSCRIPT3 UNIT TYPE M41	\$689	40%	\$413								\$19	\$13	\$11	\$9					
ESPS1	ESP S1 Power Filter	\$30	3%	\$29								\$1	\$1	\$1	\$1					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168								\$8	\$5	\$4	\$4					
418410	VM CARD Type M37	\$55	40%	\$33								\$2	\$1	\$1	\$1					
418584	1 Bin Tray BN1040	\$319	40%	\$191								\$9	\$6	\$5	\$4					
52780	Caster Table Type Y	\$449	40%	\$269								\$13	\$8	\$7	\$6					
52790	Low Cabinet Type V	\$309	40%	\$185								\$9	\$6	\$5	\$4					
52800	Medium Cabinet Type W	\$319	40%	\$191								\$9	\$6	\$5	\$4					
418583	Paper Feed Unit PB1170	\$695	40%	\$417								\$20	\$13	\$11	\$9					
52810	Tall Cabinet Type X	\$345	40%	\$207								\$10	\$6	\$5	\$4					

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Name of Offeror:		RICOH				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)
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																
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	\$8						
408307	PostScript3 Unit Type P17	\$479	22%	\$374							\$17	\$12	\$10	\$8						
MX408384RA	Hard Disk Drive Option Type P17	\$245	3%	\$238							\$11	\$7	\$6	\$5						
408309	POSTSCRIPT3 UNIT TYPE P17	\$479	22%	\$374							\$17	\$12	\$10	\$8						
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1						
408300	Paper Feed Unit PB1150	\$545	22%	\$425							\$20	\$13	\$11	\$9						
52700	Low Cabinet Type R	\$149	22%	\$116							\$5	\$4	\$3	\$3						
52710	Tall Cabinet Type S	\$195	22%	\$152							\$7	\$5	\$4	\$3						
417289	MP W6700SP	\$24,205	44%	\$13,439							\$629	\$419	\$346	\$292						
417301	SD Card	\$85	52%	\$41							\$2	\$1	\$1	\$1						
417300	Browser Unit Type M14	\$85	52%	\$41							\$2	\$1	\$1	\$1						
416572	IEEE 802.11a/g/n Interface Unit Type M2	\$885	50%	\$440							\$21	\$14	\$11	\$10						
415873	PrintCopy Tool	\$2,538	22%	\$1,980							\$93	\$62	\$51	\$43						
416604	OCR Unit Type M2	\$375	51%	\$184							\$9	\$6	\$5	\$4						
410844	Roll Holder Type A	\$179	43%	\$102							\$5	\$3	\$3	\$2						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1						
413717	Original Hanger	\$449	41%	\$263							\$12	\$8	\$7	\$6						
406305	MultiStacker Type 7140	\$2,219	48%	\$1,144							\$54	\$36	\$29	\$25						
410842	Original/Copy Catch Tray	\$795	38%	\$489							\$23	\$15	\$13	\$11						
404830	MP CW2201SP	\$15,955	45%	\$8,797							\$412	\$274	\$227	\$191						
404858	NFC Card Reader	\$369	50%	\$184							\$9	\$6	\$5	\$4						
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	\$15	\$13	\$11						
415873	PrintCopy Tool	\$2,538	22%	\$1,980							\$93	\$62	\$51	\$43						
404836	MP CW2201 B unit	\$1,565	49%	\$796							\$37	\$25	\$20	\$17						
404833	2nd Roll Option	\$2,455	49%	\$1,254							\$59	\$39	\$32	\$27						
404834	Roll Holder Unit Type M3	\$149	50%	\$75							\$4	\$2	\$2	\$2						
404835	File Format Converter	\$739	49%	\$377							\$18	\$12	\$10	\$8						
409236	Pro 8300s	\$51,699	60%	\$20,680							\$967	\$645	\$533	\$449						
409326	PostScript Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37						
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	\$15	\$13	\$11						
409328	PostScript3 Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$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	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33						
MXARHDPBRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15						
407964	Attention Light AL3000	\$1,519	32%	\$1,031							\$48	\$32	\$27	\$22						
409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45						
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	\$6	\$5	\$4						
409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87						
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142						
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170						
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40						

Purchasing Solutions Alliance  
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Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		RICOH				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)
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																
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24						
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21						
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						
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	\$10	\$8	\$7						
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14						
409253	Shift Sort Tray SH5000	\$1,665	40%	\$999							\$47	\$31	\$26	\$22						
409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68	\$45	\$37	\$31						
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81						
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4						
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140						
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137						
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244						
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18						
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219						
404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155							\$7	\$5	\$4	\$3						
409240	Pro 8320	\$70,949	45%	\$39,022							\$1,825	\$1,217	\$1,005	\$847						
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11						
409331	PostScript3 Unit Type S12	\$2,879	40%	\$1,727							\$81	\$54	\$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	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33						
MXARHDPBRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15						
409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45						
409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95	\$63	\$52	\$44						
404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5						
409047	NFC Card Reader Type S6	\$375	50%	\$188							\$9	\$6	\$5	\$4						
409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87						
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142						
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170						
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40						
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24						
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21						
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						
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						
409493	EB-35 OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23						
404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42						
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24						
45181852	NX Station ONE	\$1,855	3%	\$1,799							\$84	\$56	\$46	\$39						

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Name of Offeror:		RICOH				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)
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																
45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81	\$54	\$45	\$38						
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101						
409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68	\$45	\$37	\$31						
409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522						
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	\$60	\$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	\$5	\$4	\$4						
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140						
409260	Ring Binder RB5030	\$34,889	40%	\$20,933							\$979	\$653	\$539	\$454						
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226						
404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10						
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137						
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244						
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18						
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219						
404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$156							\$7	\$5	\$4	\$3						
409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193	\$128	\$106	\$89						
404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85	\$57	\$47	\$40						
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 Folt	\$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						
409232	MPS-PBM COMMUNICATION SPLITTER	\$835	40%	\$501							\$23	\$16	\$13	\$11						
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8						
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250						
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14						
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14						
404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16						
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil 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						
404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15						
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15						
409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695						
409238	Pro 8320s	\$76,999	40%	\$46,199							\$2,161	\$1,440	\$1,190	\$1,002						
409326	PostScript Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37						
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	\$15	\$13	\$11						
409328	PostScript3 Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37						

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Name of Offeror:		RICOH				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)
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409334	IPDS Unit Type S11	\$8,799	40%	\$5,279							\$247	\$165	\$136	\$115						
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33						
MXARHDPBRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15						
409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45						
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	\$6	\$5	\$4						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1						
409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87						
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142						
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170						
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40						
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24						
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21						
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						
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						
409493	EB-35 OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23						
404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42						
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24						
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						
409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522						
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	\$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	\$60	\$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	\$5	\$4	\$4						
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140						
409260	Ring Binder RB5030	\$34,889	40%	\$20,933							\$979	\$653	\$539	\$454						
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226						
404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10						
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137						
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244						
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18						
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219						
404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155							\$7	\$5	\$4	\$3						
409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193	\$128	\$106	\$89						
404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85	\$57	\$47	\$40						
P450-010	10FT CBL NULL MODEM GOLD DB9 F F	\$11	22%	\$9							\$1	\$1	\$1	\$1						
409358	Plockmatic PBM350e	\$23,649	40%	\$14,189							\$664	\$442	\$366	\$308						
404716	Plockmatic Production Booklet Maker upgrade	\$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						

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".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		RICOH				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)
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																
404719	Plockmatic Production Booklet Maker Book Fol	\$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 Stack	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78						
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8						
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250						
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14						
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14						
404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16						
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil 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						
404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15						
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15						
409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695						
409392	Pro C53005	\$60,505	65%	\$21,177							\$991	\$660	\$546	\$459						
409393	Pro C53105	\$73,699	65%	\$25,795							\$1,207	\$804	\$665	\$560						
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11						
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5						
418192	PostScript3 Unit Type M42	\$695	40%	\$417							\$20	\$13	\$11	\$9						
418198	IPDS Unit Type M42	\$1,925	40%	\$1,155							\$54	\$36	\$30	\$25						
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1						
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1						
418209	Fax Option Type M42	\$1,639	40%	\$983							\$46	\$31	\$25	\$21						
417695	Fax Memory Unit Type M26 64MB	\$229	40%	\$137							\$6	\$4	\$4	\$3						
409410	TCRU/ORU Set A Type S13	\$2,205	40%	\$1,323							\$62	\$41	\$34	\$29						
409411	TCRU/ORU Set B Type S13	\$3,195	40%	\$1,917							\$90	\$60	\$49	\$42						
409046	TCRU/ORU Set C Type S6	\$129	40%	\$77							\$4	\$2	\$2	\$2						
409415	Optional Feed Roller Unit Type S13	\$629	40%	\$377							\$18	\$12	\$10	\$8						
409416	Carbonless Paper Unit S13	\$875	40%	\$525							\$25	\$16	\$14	\$11						
409383	Numeric Keypad Type S13	\$739	40%	\$443							\$21	\$14	\$11	\$10						
404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1						
409001	Smart Card Reader Built-in Unit Type S6	\$125	51%	\$62							\$3	\$2	\$2	\$1						
417883	A3/11x17 Tray Unit Type M2	\$2,155	40%	\$1,293							\$60	\$40	\$33	\$28						
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						
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24						
409389	Bridge Unit BU5030	\$3,499	40%	\$2,099							\$98	\$65	\$54	\$46						
404878	Banner Sheet Guide Tray for A3/11"x17" LCIT T	\$945	50%	\$471							\$22	\$15	\$12	\$10						
416642	Tab Sheet Holder Type M2	\$79	40%	\$47							\$2	\$1	\$1	\$1						

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

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Name of Offeror:		RICOH				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)
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																
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21						
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	\$63	\$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						
45209552	EFI TotalFlow Bundle Basic Digital	\$4,530	40%	\$2,718							\$127	\$85	\$70	\$59						
45209551	EFI TotalFlow Bundle Advanced with GA Pro Sult	\$13,590	40%	\$8,154							\$381	\$254	\$210	\$177						
409418	Cover Interposer CI5050	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23						
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81						
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4						
409405	Decurl Unit DU5080	\$3,505	40%	\$2,103							\$98	\$66	\$54	\$46						
409186	Buffer Pass Unit Type S9	\$8,819	49%	\$4,459							\$209	\$139	\$115	\$97						
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$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	40%	\$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	\$5	\$4	\$3						
404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155							\$7	\$5	\$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 Stac	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78						
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8						
409379	Plockmatic Square Back Trimmer	\$32,065	40%	\$19,239							\$900	\$600	\$496	\$417						
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250						
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15						
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14						
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14						

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

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Name of Offeror: <b>UBEO LLC</b>						MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
<b>RICOH</b>						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)
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																
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	67%	\$35,802							\$1,675	\$1,116	\$922	\$777						
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5						
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
409205	TCRU Type S9 (Set B)	\$4,335	49%	\$2,231							\$104	\$70	\$57	\$48						
409189	5th Station Replacement Kit Type S9	\$2,419	49%	\$1,240							\$58	\$39	\$32	\$27						
409193	Toner Interchange Unit Type S9	\$3,765	51%	\$1,860							\$87	\$58	\$48	\$40						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$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	\$57	\$47	\$40						
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24						
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21						
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						
404195	TK5010 11" x 17" Tray Unit	\$1,735	38%	\$1,081							\$51	\$34	\$28	\$23						
412203	Tab Sheet Holder Type 3260	\$69	51%	\$34							\$2	\$1	\$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	\$1,051	\$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	\$3						
409488	E-46A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23						
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	\$34	\$28	\$23						
409192	EFI 5th Station Hardware Upgrade Kit Type S9	\$15,550	22%	\$12,129							\$567	\$378	\$312	\$263						
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	3%	\$4,195							\$196	\$131	\$108	\$91						
3000013160	EFI CPS V5.X ES-3000 5 year Digital	\$5,150	3%	\$4,996							\$234	\$156	\$129	\$108						
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24						
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						
409283	EFI Server HDD Security Type E-45	\$2,000	20%	\$1,598							\$75	\$50	\$41	\$35						
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							\$127	\$85	\$70	\$59						
45209550	EFI TotalFlow Bundle Advanced with GAPPE Dig	\$13,800	40%	\$8,280							\$387	\$258	\$213	\$180						
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101						
409188	Decurl Unit DU5060	\$2,335	47%	\$1,241							\$58	\$39	\$32	\$27						



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Name of Offeror:		RICOH				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)
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																
409186	Buffer Pass Unit Type S9	\$8,819	49%	\$4,459							\$209	\$139	\$115	\$97						
404539	Cover Interposer Tray	\$4,045	37%	\$2,551							\$119	\$80	\$66	\$55						
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81						
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$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						
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	\$60	\$49	\$41						
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						
404177	Punch Unit PU5020 NA	\$1,155	36%	\$741							\$35	\$23	\$19	\$16						
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137						
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244						
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18						
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219						
404877	SR5000 series Output tray for Banner Sheet Typ	\$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	\$11	22%	\$9							\$1	\$1	\$1	\$1						
409486	TCRU/ORU Type S9 (Set A2)	\$5,965	40%	\$3,579							\$167	\$112	\$92	\$78						
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							\$755	\$503	\$416	\$350						
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 Fol	\$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						
409054	Plockmatic PBM Rotate Crease Trim Module 2.0	\$48,955	53%	\$23,153							\$1,083	\$722	\$596	\$502						
404722	Plockmatic Production Booklet Maker Belt Stac	\$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	Plockmatic Square Back Trimmer	\$32,065	40%	\$19,239							\$900	\$600	\$496	\$417						
409381	Plockmatic PBM5035	\$46,495	40%	\$27,897							\$1,305	\$870	\$719	\$605						
409380	Plockmatic PBM5035 S	\$64,719	40%	\$38,831							\$1,817	\$1,211	\$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							\$1,221	\$814	\$672	\$566						
409419	Plockmatic Convenience Feeder 5000	\$10,425	40%	\$6,255							\$293	\$195	\$161	\$136						
409420	Plockmatic Ultra Sonic DSD Kit	\$725	40%	\$435							\$20	\$14	\$11	\$9						
409423	Plockmatic Hand feed tray	\$449	40%	\$269							\$13	\$8	\$7	\$6						
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							\$1,519	\$1,012	\$836	\$704						
409425	Plockmatic LSM - Long Sheet Module	\$12,825	40%	\$7,695							\$360	\$240	\$198	\$167						
16004000	PSQ160 PowerSquare	\$41,940	3%	\$40,682							\$1,903	\$1,268	\$1,048	\$883						
16000011	PSQ160 Bridge	\$12,685	3%	\$12,304							\$576	\$384	\$317	\$267						
16000008	P2T, AUX TRANSFORMER ASSY KIT	\$530	3%	\$514							\$24	\$16	\$13	\$11						
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250						
409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93	\$62	\$51	\$43						

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".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		RICOH				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)
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																
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						
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						
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						
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14						
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						
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15						
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						
409126-PS1	R62-A HDM RIP OPTION	\$5,825	33%	\$3,890							\$182	\$121	\$100	\$84						
409143-PS1	IPDS ACTIVATION LICENSE TYPE S9	\$8,289	50%	\$4,143							\$194	\$129	\$107	\$90						
409135	VIRTUAL MACHINE UNIT FOR TOTALFLOW PRIN	\$1,319	25%	\$984							\$46	\$31	\$25	\$21						
409136	ADDITIONAL MEMORY FOR TOTALFLOW PRINT	\$1,077	25%	\$805							\$38	\$25	\$21	\$17						
409549	Pro C72105	\$118,375	67%	\$39,352							\$1,841	\$1,227	\$1,014	\$854						
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5						
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						
409205	TCRU Type S9 (Set B)	\$4,335	49%	\$2,231							\$104	\$70	\$57	\$48						
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$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	\$57	\$47	\$40						
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24						
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21						
409096	Multi Bypass Attachment Kit for Vacuum Feed U	\$619	50%	\$307							\$14	\$10	\$8	\$7						
409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12						
404195	TK5010 11" x 17" Tray Unit	\$1,735	38%	\$1,081							\$51	\$34	\$28	\$23						
412203	Tab Sheet Holder Type 3260	\$69	51%	\$34							\$2	\$1	\$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	\$1,051	\$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	\$3						
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	\$34	\$28	\$23						
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	3%	\$4,195							\$196	\$131	\$108	\$91						
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						
3000007372-DS	EFI CPS V5.X Software Only 3 YEAR	\$3,195	3%	\$3,099							\$145	\$97	\$80	\$67						
3000007373-DS	EFI CPS V5.X Software Only 5 YEAR	\$4,015	3%	\$3,895							\$182	\$121	\$100	\$84						

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Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

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Name of Offeror: <b>UBEO LLC</b>						MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
<b>UBEO LLC</b>						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)
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																
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						
409283	EFI Server HDD Security Type E-45	\$2,000	20%	\$1,598							\$75	\$50	\$41	\$35						
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							\$127	\$85	\$70	\$59						
45209550	EFI TotalFlow Bundle Advanced with GAPPE Dig	\$13,800	40%	\$8,280							\$387	\$258	\$213	\$180						
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101						
409188	Decurl Unit DU5060	\$2,335	47%	\$1,241							\$58	\$39	\$32	\$27						
409186	Buffer Pass Unit Type S9	\$8,819	49%	\$4,459							\$209	\$139	\$115	\$97						
404539	Cover Interposer Tray	\$4,045	37%	\$2,551							\$119	\$80	\$66	\$55						
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81						
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$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						
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	\$60	\$49	\$41						
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						
404177	Punch Unit PU5020 NA	\$1,155	36%	\$741							\$35	\$23	\$19	\$16						
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137						
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244						
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18						
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219						
404877	SR5000 series Output tray for Banner Sheet Typ	\$305	49%	\$155							\$7	\$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						
404717	Plockmatic Production Booklet Maker	\$23,655	32%	\$16,137							\$755	\$503	\$416	\$350						
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 Fol	\$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						
409054	Plockmatic PBM Rotate Crease Trim Module 2.0	\$48,955	53%	\$23,153							\$1,083	\$722	\$596	\$502						
404722	Plockmatic Production Booklet Maker Belt Stack	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78						
409055	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	Plockmatic Square Back Trimmer	\$32,065	40%	\$19,239							\$900	\$600	\$496	\$417						
409381	Plockmatic PBM5035	\$46,495	40%	\$27,897							\$1,305	\$870	\$719	\$605						
409380	Plockmatic PBM5035 S	\$64,719	40%	\$38,831							\$1,817	\$1,211	\$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							\$1,221	\$814	\$672	\$566						
409419	Plockmatic Convenience Feeder 5000	\$10,425	40%	\$6,255							\$293	\$195	\$161	\$136						
409420	Plockmatic Ultra Sonic DSD Kit	\$725	40%	\$435							\$20	\$14	\$11	\$9						
409423	Plockmatic Hand feed tray	\$449	40%	\$269							\$13	\$8	\$7	\$6						
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							\$1,519	\$1,012	\$836	\$704						

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Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		RICOH				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)
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																
409425	Plockmatic LSM - Long Sheet Module	\$12,825	40%	\$7,695							\$360	\$240	\$198	\$167						
16004000	PSQ160 PowerSquare	\$41,940	3%	\$40,682							\$1,903	\$1,268	\$1,048	\$883						
16000011	PSQ160 Bridge	\$12,685	3%	\$12,304							\$576	\$384	\$317	\$267						
16000008	P2T, AUX TRANSFORMER ASSY KIT	\$530	3%	\$514							\$24	\$16	\$13	\$11						
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250						
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						
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						
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						
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14						
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						
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15						
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						
409126-PS1	R62-A HDM RIP OPTION	\$5,825	33%	\$3,890							\$182	\$121	\$100	\$84						
409143-PS1	IPDS ACTIVATION LICENSE TYPE S9	\$8,289	50%	\$4,143							\$194	\$129	\$107	\$90						
409135	VIRTUAL MACHINE UNIT FOR TOTALFLOW PRIN	\$1,319	25%	\$984							\$46	\$31	\$25	\$21						
409136	ADDITIONAL MEMORY FOR TOTALFLOW PRINT	\$1,077	25%	\$805							\$38	\$25	\$21	\$17						
500-100976	Xante En-Press Printer 110V (no feeder compatibi	\$10,995	6%	\$10,384							\$486	\$324	\$268	\$225						
500-100977	Xante En-Press Printer 220V (no feeder compatibi	\$10,995	6%	\$10,335							\$483	\$322	\$266	\$224						
500-100978	Xante En-Press Printer 110V for Enterprise Feeder	\$10,995	6%	\$10,384							\$486	\$324	\$268	\$225						
500-100979	Xante En-Press Printer 220V for Enterprise Feeder	\$10,995	6%	\$10,335							\$483	\$322	\$266	\$224						
500-100980	Xante En-Press 110V W/Enterprise Feeder, Stand,	\$18,995	5%	\$17,999							\$842	\$561	\$464	\$390						
500-100981	Xante En-Press 220V w/Enterprise Feeder, Stand,	\$18,995	6%	\$17,855							\$835	\$557	\$460	\$387						
500-100982	Xante En-Press Printer 110V w/SL Feeder (produc	\$15,995	6%	\$15,106							\$707	\$471	\$389	\$328						
500-100983	Xante En-Press Printer 220V w/SL Feeder (produc	\$35,545	6%	\$33,412							\$1,563	\$1,042	\$861	\$725						
250-100144-DS	En-Press Exit Conveyor	\$1,000	6%	\$944							\$44	\$29	\$24	\$20						
250-100145	En-Press Stand	\$1,000	6%	\$944							\$44	\$29	\$24	\$20						
250-100147-DS	En-Press PC Table	\$225	6%	\$212							\$10	\$7	\$5	\$5						
300-100236	En-Press Enterprise Feeder Assy.	\$6,000	6%	\$5,667							\$265	\$177	\$146	\$123						
300-100257-DS	En-Press SL Feeder Assy.	\$5,000	6%	\$4,722							\$221	\$147	\$122	\$102						
431060	PJ X6180N	\$5,915	22%	\$4,604							\$215	\$144	\$119	\$100						
308934	Standard Zoom Lens	\$1,375	36%	\$879							\$41	\$27	\$23	\$19						
308935	Fixed Short Throw Lens	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41						
308936	Zoom Lens 1.3	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41						
308937	Zoom lens 1.6	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41						
308938	Zoom Lens 1.52	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41						
432012	PJ WX4241N	\$1,505	17%	\$1,254							\$59	\$39	\$32	\$27						
432078	PJ WXL6280	\$10,315	17%	\$8,603							\$402	\$268	\$222	\$187						
432075	PJ WUL6280	\$13,065	17%	\$10,895							\$510	\$340	\$281	\$236						
512915	Replacement Lens Type A2	\$3,849	17%	\$3,208							\$150	\$100	\$83	\$70						
512916	Replacement Lens Type A3	\$759	17%	\$632							\$30	\$20	\$16	\$14						
512917	Replacement Lens Type A4	\$3,439	18%	\$2,829							\$132	\$88	\$73	\$61						

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".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		RICOH				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)
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																
512918	Replacement Lens Type A5	\$3,439	18%	\$2,829							\$132	\$88	\$73	\$61						
432047	PJ WU5570	\$2,889	17%	\$2,410							\$113	\$75	\$62	\$52						
432103	PJ WX4152N	\$2,065	17%	\$1,721							\$81	\$54	\$44	\$37						
432164	PJ S2440	\$519	13%	\$450							\$21	\$14	\$12	\$10						
432167	PJ X2440	\$615	13%	\$534							\$25	\$17	\$14	\$12						
432170	PJ WX2440	\$715	13%	\$620							\$29	\$19	\$16	\$13						
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1						
432336	PJ WXC4660	\$2,739	17%	\$2,263							\$106	\$71	\$58	\$49						
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1						
430726	PJ X3340 XGA Desk Edge Projector	\$965	3%	\$936							\$44	\$29	\$24	\$20						
432158	PJ WUL5670	\$6,005	17%	\$5,004							\$234	\$156	\$129	\$109						
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1						
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4						

**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 <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description <small>(Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories</small>	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)	
					*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					
IR120	Xerox® Iridesse™ Production Press	\$350,000	55%	\$157,500							\$7,368	\$4,911	\$4,058	\$3,417						
RDSU3	Rigger Delivery Set Up	\$900	0%	\$900							\$42	\$28	\$23	\$20						
	<b>You Must Choose ONE of the following</b>																			
497K23070	Offset Catch Tray	\$300	0%	\$300							\$14	\$9	\$8	\$7						
497K23010	Production Ready Booklet Maker Finisher	\$11,800	25%	\$8,850							\$414	\$276	\$228	\$192						
497K23030	Production Ready Finisher	\$6,550	20%	\$5,240							\$245	\$163	\$135	\$114						
497K23020	Production Ready Finisher Plus	\$12,000	20%	\$9,600							\$449	\$299	\$247	\$208						
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254						
	<b>You May Choose Any of the following</b>																			
497K23060	Xerox Dual Advanced High Capacity Feeder	\$9,995	10%	\$8,996							\$421	\$280	\$232	\$195						
497K24250	High Capacity XLS Vacuum Feeder	\$13,995	10%	\$12,596							\$589	\$393	\$324	\$273						
497K24280	Dual High Capacity XLS Vacuum Feeder	\$19,995	10%	\$17,996							\$842	\$561	\$464	\$390						
497K24200	GBC Advanced Punch Pro	\$13,900	10%	\$12,510							\$585	\$390	\$322	\$271						
497K23410	2 Tray Oversize High Capacity Feeder	\$9,995	10%	\$8,996							\$421	\$280	\$232	\$195						
098505050	Dolly Cart	\$995	10%	\$896							\$42	\$28	\$23	\$19						
300S01844	FreeFlow VI Design Pro Software and License	\$3,615	10%	\$3,254							\$152	\$101	\$84	\$71						
497K19900	Banner Feeder Extension	\$995	10%	\$896							\$42	\$28	\$23	\$19						
497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130							\$240	\$160	\$132	\$111						
497K20070	Production Ready Finisher Tray Extension	\$495	10%	\$446							\$21	\$14	\$11	\$10						
497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293						
497K06860	Quick Print COLOR Sign	\$500	0%	\$500							\$23	\$16	\$13	\$11						
300S01843	FreeFlow TM VI Compose Software and License	\$5,180	40%	\$3,108							\$145	\$97	\$80	\$67						
097S04746	Insertor Module - 1 tray Insertor	\$2,000	0%	\$2,000							\$94	\$62	\$52	\$43						
497K16710	Production Ready Finisher Punch 2/3 Hole	\$600	5%	\$570							\$27	\$18	\$15	\$12						
497K22940	Crease and 2 sided Trimmer Module	\$30,000	30%	\$21,000							\$982	\$655	\$541	\$456						
497K22500	XLS Air Assist Kit	\$3,999	30%	\$2,799							\$131	\$87	\$72	\$61						
497K24270	Extra Long Sheet Air Assist / Banner Feed Kit	\$4,499	20%	\$3,599							\$168	\$112	\$93	\$78						
497K22450	Top Tray Aligner	\$399	30%	\$279							\$13	\$9	\$7	\$6						
497K22490	Predict Print Scanner software	\$999	10%	\$899							\$42	\$28	\$23	\$20						
	Multiple (Second) In Line Finishing Options for chaining Finishers																			
	- These accessories are available as accessory only transactions																			
	- CSE/DTP Tech required for each accessory below if ordered as an accessory only transaction																			
	- <b>May only Choose one, if enabling Multiple In Line Finishing</b>																			
497K23010	Production Ready Booklet Maker Finisher	\$11,800	20%	\$9,440							\$442	\$294	\$243	\$205						
497K23030	Production Ready Finisher	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128						
497K23020	Production Ready Finisher Plus	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234						
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254						
	Mobility Plates: Refer to the Installation Planning Guide for a full matrix of mobility plates by module.																			
	Mobility Plate A 497K04440 (QTY=3) for IOT/Mobility Plate B 497K05270 (QTY=3) for IOT/ finishing																			
	Refer to the Installation Planning Guide for a full matrix of Mobility Plates by Module.																			
	<b>Xerox® Iridesse™ Production Press IR120 Server Configuration</b>																			
IR120NX	EFI DFE Standalone - NX PRO included EFI Color Profile Suite, Fiery Graphic Arts Package Premi	\$85,000	55%	\$38,250							\$1,789	\$1,193	\$985	\$830						
497N06272	Additional License Activation Code for IPDS	\$20,000	0%	\$20,000							\$936	\$624	\$515	\$434						
497N06629	3-Bay Removable HDD Enclosure	\$3,000	10%	\$2,700							\$126	\$84	\$70	\$59						
	<b>Speciality Ink Enablement that go with the IR120 EXP Server and IR120NX Server</b>																			
497K18570	5th Color Enablement Kit	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293						

**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".

Name of Offeror: UBEO LLC

**Xerox**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					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	
					*SEE NOTE 1					*SEE NOTE 1					UBEO LLC SERVICE RATES ARE VOLUME BASED				
					SEE MAINTENANCE SECTION FOR DETAILS										SEE MAINTENANCE SECTION FOR DETAILS				
V4100	Xerox® Versant® 4100 Press	\$200,000	55%	\$90,000							\$4,210	\$2,806	\$2,319	\$1,953					
	In addition you MAY chose one of the following HCF's																		
497K23060	Dual Advanced Hi Cap Feeder	\$9,995	10%	\$8,996							\$421	\$280	\$232	\$195					
	Output / Finishing Options																		
497K21490	Offset Catch Tray	\$300	0%	\$300							\$14	\$9	\$8	\$7					
	Only one PR Finisher may be ordered																		
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254					
497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128					
497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620							\$497	\$331	\$274	\$230					
497K23020	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234					
497K16710	Production Ready Finisher 2/3 Hole Punch	\$600	0%	\$600							\$28	\$19	\$15	\$13					
497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130							\$240	\$160	\$132	\$111					
497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293					
497K22940	Trim Crease and Two Sided Trimmer	\$30,000	10%	\$27,000							\$1,263	\$842	\$696	\$586					
097S04746	Xerox Inserter	\$2,000	0%	\$2,000							\$94	\$62	\$52	\$43					
497K19390	GBC Advanced Punch Pro (Power Cord, Die, 3M Cable)	\$13,900	10%	\$12,510							\$585	\$390	\$322	\$271					
098S05050	HCS Dolly	\$995	0%	\$995							\$47	\$31	\$26	\$22					
497K22450	Top Tray Aligner	\$399	10%	\$359							\$17	\$11	\$9	\$8					
497K17190	Envelope Support Kit	\$250	0%	\$250							\$12	\$8	\$6	\$5					
300S01844	FFVI Design pro software & license	\$3,615	10%	\$3,254							\$152	\$101	\$84	\$71					
497K19162	XLS Support Kit	\$570	0%	\$570							\$27	\$18	\$15	\$12					
497K23750	XLS & Air Assist Kit	\$4,499	10%	\$4,049							\$189	\$126	\$104	\$88					
300S01843	FreeFlow VI Compose SW and License	\$5,180	10%	\$4,662							\$218	\$145	\$120	\$101					
	Multiple (Second) In Line Finishing Options for chaining Finishers																		
497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620							\$497	\$331	\$274	\$230					
497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128					
497K23020	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, Top Try Extension)	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234					
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254					
	Xerox Print Server Powered by Fiery																		

**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".

Name of Offeror: UBEO LLC

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



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Name of Offeror: UBEO LLC

**Xerox**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					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)
	<b>You may choose a combination of the following Options</b>																		
497K04790	Common Access Card Enablement Kit	\$228	10%	\$205							\$10	\$6	\$5	\$4					
498K08250	Convenience Stapler	\$299	10%	\$269							\$13	\$8	\$7	\$6					
497K17190	Envelope Support Kit	\$250	5%	\$238							\$11	\$7	\$6	\$5					
497K19390	GBC Advanced Punch Pro (Power Cord, Die, 3M Cable)	\$13,900	10%	\$12,510							\$585	\$390	\$322	\$271					
497K22720	UI S508 Install Kit	\$2,239	5%	\$2,127							\$100	\$66	\$55	\$46					
098S05050	HCS Dolly	\$995	5%	\$945							\$44	\$29	\$24	\$21					
497K14310	Network Accounting Kit	\$150	5%	\$143							\$7	\$4	\$4	\$3					
300S01844	FFVI Design pro software & license	\$3,615	5%	\$3,434							\$161	\$107	\$88	\$75					
497K22940	Xerox Crease and Two-Sided Trimmer	\$30,000	10%	\$27,000							\$1,263	\$842	\$696	\$586					
497K14870	USB Enablement Kit	\$299	5%	\$284							\$13	\$9	\$7	\$6					
497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130							\$240	\$160	\$132	\$111					
300S01843	FF VI Compose software & license	\$5,180	30%	\$3,626							\$170	\$113	\$93	\$79					
097S04746	Xerox Inserter	\$2,000	10%	\$1,800							\$84	\$56	\$46	\$39					
497K16710	Production Ready Finisher 2/3 Hole Punch	\$600	10%	\$540							\$25	\$17	\$14	\$12					
498K14141	Foreign Device Interface	\$150	0%	\$150							\$7	\$5	\$4	\$3					
497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293					
497K22450	Top Tray Aligner	\$399	10%	\$359							\$17	\$11	\$9	\$8					
	<b>Multiple (Second) In Line Finishing Options for chaining Finishers</b>																		
	<b>May only Choose one, if enabling Multiple In Line Finishing</b>																		
497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620							\$497	\$331	\$274	\$230					
497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128					
497K23020	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, Top Try Extension)	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234					
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254					
	<b>Adaptive CMYK+ Kits</b>																		
097N02390	Vivid Kit (Gold, Silver, White, & Clear Toners)	\$14,455	10%	\$13,010							\$609	\$406	\$335	\$282					
097N02391	Fluorescent Kit (Fluorescent, Cyan, Magenta, Yellow)	\$14,455	10%	\$13,010							\$609	\$406	\$335	\$282					
097N02392	Vivid Fluorescent Kit Combo	\$24,510	10%	\$22,059							\$1,032	\$688	\$568	\$479					
	<b>Xerox® Versant® 280 Server Configurations</b>																		
V280INTEG	Xerox EX-I Print Server	\$8,990	10%	\$8,091							\$378	\$252	\$208	\$176					
497N07166	Fiery Impose Option	\$2,550	0%	\$2,550							\$119	\$80	\$66	\$55					
497N01224	EFI Hub	\$495	0%	\$495							\$23	\$15	\$13	\$11					
497N07213	Color Profiler Suite & Spectro	\$5,000	10%	\$4,500							\$211	\$140	\$116	\$98					
	<b>Xerox Versant 280 Server Configuration</b>																		
V280STND2	Xerox® EX 280 2.0 Print Server Powered by Fiery	\$25,000	40%	\$15,000							\$702	\$468	\$386	\$325					
497N07213	Color Profiler Suite & Spectro	\$5,000	20%	\$4,000							\$187	\$125	\$103	\$87					
497N07165	EFI Compose option	\$1,599	10%	\$1,439							\$67	\$45	\$37	\$31					
497N04827	Hard Drive Security Option	\$995	0%	\$995							\$47	\$31	\$26	\$22					

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".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		Xerox				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)
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																
301N79930	EFI Performance Package contains a license activation code (LAC) and documentation The LAC enables the software that is already on the EFI DFE to work with the ILS in the IOT.	\$5,000	10%	\$4,500							\$211	\$140	\$116	\$98						
497N01224	Ethernet Hub Option	\$495	0%	\$495							\$23	\$15	\$13	\$11						
497N04849	FACI Furniture Option Kit (RoHS) (Stand, Monitor, Keyboard & Mouse)	\$4,000	0%	\$4,000							\$187	\$125	\$103	\$87						
497N06629	3 Bay HDD enclosure	\$3,000	0%	\$3,000							\$140	\$94	\$77	\$65						
XC9065/2	<b>Xerox PrimeLink XC9065</b>	<b>\$ 36,100.00</b>	<b>50%</b>	<b>\$18,050</b>							<b>\$844</b>	<b>\$563</b>	<b>\$465</b>	<b>\$392</b>						
	<b>Must Choose one of the following Finishers for Xerox PrimeLink XC9065</b>																			
497K21750	Offset Catch Tray With Work Surface	\$ 400.00	0%	\$400							\$19	\$12	\$10	\$9						
497K21760	Production Ready Standard Finisher Plus – includes a built-in Interface Decurler Module (IDM), Stapler, Stacker Tray, Top Exit Tray, Partner Finishing Interface Module to enable 3rd Party Finishers	\$ 14,000.00	0%	\$14,000							\$655	\$437	\$361	\$304						
497K21770	Production Ready Finisher - includes a built-in Interface Decurler Module (IDM), Stapler, Stacker Tray & Top Exit Tray	\$ 8,550.00	0%	\$8,550							\$400	\$267	\$220	\$185						
497K21780	Production Ready Finisher Booklet Maker - includes a built-in Interface Decurler Module (IDM), Stapler & Booklet Maker, Top Tray Extension	\$ 13,800.00	0%	\$13,800							\$646	\$430	\$356	\$299						
497K16020	Business Ready Finisher, includes 2/3 hole punch, stapler and V-Tra Entrance, Interface Module	\$ 2,995.00	0%	\$2,995							\$140	\$93	\$77	\$65						
497K19370	Business Ready Booklet Maker Finisher - includes 2/3 hole punch, stapler and booklet maker and V-Tra Entrance Interface Module	\$ 4,995.00	0%	\$4,995							\$234	\$156	\$129	\$108						
	<b>May Choose ONE of the following</b>																			
497K21820	High Capacity Feeder	\$ 2,000.00	40%	\$1,200							\$56	\$37	\$31	\$26						
497K21730	Oversized High Capacity Feeder with One Tray & cabinet	\$ 5,995.00	0%	\$5,995							\$280	\$187	\$154	\$130						
497K21740	Oversized High Capacity Feeder with Two Trays	\$ 9,995.00	0%	\$9,995							\$468	\$312	\$257	\$217						
	<b>May Choose Any of the following Accessories for Xerox PrimeLink XC9065</b>																			
497K21900	1 Line Fax & Fax Kit	\$ 999.00	0%	\$999							\$47	\$31	\$26	\$22						
497K20300	Server FAX Kit Option	\$ 990.00	0%	\$990							\$46	\$31	\$26	\$21						
497K20310	VOIP FAX Option	\$ 895.00	0%	\$895							\$42	\$28	\$23	\$19						
497K19870	MSI Assembly Kit	\$ 1,399.00	0%	\$1,399							\$65	\$44	\$36	\$30						
497K19880	Banner Feed Kit	\$ 699.00	20%	\$559							\$26	\$17	\$14	\$12						
497K15840	Business Ready CZ Fold Business Ready Finisher (	\$ 2,600.00	0%	\$2,600							\$122	\$81	\$67	\$56						
097S04746	XEROX INTERPOSER - 1 TRAY INSERTER	\$ 2,000.00	0%	\$2,000							\$94	\$62	\$52	\$43						
497K19390	GBC Advanced Punch Pro	\$ 13,900.00	0%	\$13,900							\$650	\$433	\$358	\$302						
497K19230	Production Ready C/Z Folder	\$ 5,700.00	0%	\$5,700							\$267	\$178	\$147	\$124						
497K20120	Trim Crease Buffer Module	\$ 30,000.00	0%	\$30,000							\$1,403	\$935	\$773	\$651						
497K19250	Square Fold Trimmer	\$ 15,000.00	0%	\$15,000							\$702	\$468	\$386	\$325						
097S04521	Xerox Tape Binder	\$ 15,375.00	0%	\$15,375							\$719	\$479	\$396	\$334						
497K20250	USB HUB Kit	\$ 150.00	0%	\$150							\$7	\$5	\$4	\$3						
498K08250	Convenience Stapler	\$ 299.00	0%	\$299							\$14	\$9	\$8	\$6						
497K21700	RFID Card Reader	\$ 279.00	0%	\$279							\$13	\$9	\$7	\$6						
300S01844	FreeFlow VI Design Pro SW and License	\$ 3,615.00	0%	\$3,615							\$169	\$113	\$93	\$78						
300S01843	FreeFlow VI Design Compose SW & License Kit	\$ 5,180.00	30%	\$3,626							\$170	\$113	\$93	\$79						
497K16710	PR Finisher 2/3 Hole Punch	\$ 600.00	0%	\$600							\$28	\$19	\$15	\$13						
498K14141	Foreign Interface Device	\$ 374.00	30%	\$262							\$12	\$8	\$7	\$6						

**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".

Name of Offeror: UBEO LLC

**Xerox**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					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	
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					
	<b>Adaptive CMYK+ Technology</b>																		
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					
	<b>Must Choose ONE of the following 4 Controllers</b>																		
DMPCTRL	Integrated Color Server	\$ 4,995.00	0%	\$4,995							\$234	\$156	\$129	\$108					
497K20260	Post Script Kit	\$ 595.00	0%	\$595							\$28	\$19	\$15	\$13					
ENTRYEFI	Xerox EX-c XC9065/9070 Print Server Fiery Entry Level	\$ 5,995.00	0%	\$5,995							\$280	\$187	\$154	\$130					
497N07213	Profile Suite 4.1 (software and spectrophotometer)	\$ 5,000.00	30%	\$3,500							\$164	\$109	\$90	\$76					
497N02727	Hot Folders & Virtual Printers	\$ 995.00	0%	\$995							\$47	\$31	\$26	\$22					
497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					
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					
<b>497N04791</b>	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 Activation (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					
STNDLEFI	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 Activation (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

**Konica Minolta**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)		
					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			
					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				
<b>AC78011X0011</b>	<b>BIZHUB 300i plus DF-714</b>	<b>\$11,420</b>	<b>50%</b>	<b>\$5,710</b>																	
4614506	Fax Stamp Unit	\$53	20%	\$42								\$267	\$178	\$147	\$124						
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24								\$2	\$1	\$1	\$1						
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942								\$1	\$1	\$1	\$1						
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						
A0PD11K	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	l-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						
A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534								\$25	\$17	\$14	\$12						
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316								\$15	\$10	\$8	\$7						
4623486	Mount Kit 1	\$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						
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	\$8	\$6	\$5						
A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176								\$8	\$5	\$5	\$4						
ACCIWY1	10-Key Pad	\$139	20%	\$111								\$5	\$3	\$3	\$2						
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747								\$35	\$23	\$19	\$16						
ACDKWY1	Security Kit	\$1,348	20%	\$1,078								\$50	\$34	\$28	\$23						
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229								\$11	\$7	\$6	\$5						
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166								\$8	\$5	\$4	\$4						
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640								\$30	\$20	\$16	\$14						
G844100LCMUS2	External Keyboard	\$223	20%	\$178								\$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						
A2YVWY2	Job Separator	\$550	20%	\$440								\$21	\$14	\$11	\$10						
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516								\$24	\$16	\$13	\$11						
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						
EH91539	Convenience Stapler	\$329	20%	\$263								\$12	\$8	\$7	\$6						
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196								\$9	\$6	\$5	\$4						
A4MEWY2	Banner Guide	\$931	20%	\$745								\$35	\$23	\$19	\$16						
A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567								\$73	\$49	\$40	\$34						
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234								\$58	\$38	\$32	\$27						
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469								\$69	\$46	\$38	\$32						
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804								\$38	\$25	\$21	\$17						
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049								\$49	\$33	\$27	\$23						
<b>AC77011X0011</b>	<b>BIZHUB 360i with DF-714</b>	<b>\$13,435</b>	<b>50%</b>	<b>\$6,718</b>								<b>\$314</b>	<b>\$209</b>	<b>\$173</b>	<b>\$146</b>						

**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)						NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	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	
	A884W113	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941										\$44	\$29	\$24	\$20	
	A886WY14	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	
	A0PD01K5	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200										\$9	\$6	\$5	\$4	
	A0PD1176	i-Option License Kit (Voice Guidance)	\$785	20%	\$628										\$29	\$20	\$16	\$14	
	A0PD1197	i-Option Bar Code Font	\$821	20%	\$657										\$31	\$20	\$17	\$14	
	A0PD11F8	i-Option License Kit (Unicode Font)	\$690	20%	\$552										\$26	\$17	\$14	\$12	
	A0PD11G9	i-Option OCR Font	\$191	20%	\$153										\$7	\$5	\$4	\$3	
	A0PD11K10	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200										\$9	\$6	\$5	\$4	
	A0PD11U11	i-Option License Kit (File Conversion)	\$668	20%	\$534										\$25	\$17	\$14	\$12	
	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316										\$15	\$10	\$8	\$7	
	4623486	Mount Kit 1	\$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	
	A4NMWY112	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53										\$2	\$2	\$1	\$1	
	A4NRWY2	Keyboard Holder	\$136	20%	\$109										\$5	\$3	\$3	\$2	
	A87DWY213	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246										\$11	\$8	\$6	\$5	
	A88AWY214	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	
	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	Security Kit	\$1,348	20%	\$1,078										\$50	\$34	\$28	\$23	
	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229										\$11	\$7	\$6	\$5	
	D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166										\$8	\$5	\$4	\$4	
	EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640										\$30	\$20	\$16	\$14	
	G844100LCMUS2	External Keyboard	\$223	20%	\$178										\$8	\$6	\$5	\$4	
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231										\$11	\$7	\$6	\$5	
	AZYUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367										\$64	\$43	\$35	\$30	
	A2YVWY2	Job Separator	\$550	20%	\$440										\$21	\$14	\$11	\$10	
	A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516										\$24	\$16	\$13	\$11	
	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	
	EH91539	Convenience Stapler	\$329	20%	\$263										\$12	\$8	\$7	\$6	
	135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196										\$9	\$6	\$5	\$4	
	A4MEWY2	Banner Guide	\$931	20%	\$745										\$35	\$23	\$19	\$16	
	A87VW1215	Large Capacity Unit	\$1,959	20%	\$1,567										\$73	\$49	\$40	\$34	
	A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938										\$137	\$92	\$76	\$64	
	AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234										\$58	\$38	\$32	\$27	
	AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469										\$69	\$46	\$38	\$32	
	AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804										\$38	\$25	\$21	\$17	
	AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049										\$49	\$33	\$27	\$23	
	<b>AC76011</b>	<b>BIZHUB 450i</b>	<b>\$14,738</b>	<b>50%</b>	<b>\$7,369</b>										<b>\$345</b>	<b>\$230</b>	<b>\$190</b>	<b>\$160</b>	
	4614506	Fax Stamp Unit	\$53	20%	\$42										\$2	\$1	\$1	\$1	

**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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Name of Offeror:		<b>Konica Minolta</b>				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)
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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						
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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						
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12						
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A87DWW210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5						
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4						
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$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						
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AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32						
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17						
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23						
<b>AC75011</b>	<b>BIZHUB 550I</b>	<b>\$26,251</b>	<b>50%</b>	<b>\$13,126</b>							<b>\$614</b>	<b>\$409</b>	<b>\$338</b>	<b>\$285</b>						
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1						

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

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	AAV5019	PC-416 Paper Feed Cabinet		\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
	AAV5WY7	PC-116 Paper Feed Cabinet		\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
	AAV5WY8	PC-216 Paper Feed Cabinet		\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
	<b>AC740111</b>	<b>BIZHUB 650i</b>		<b>\$33,769</b>	<b>50%</b>	<b>\$16,885</b>							<b>\$790</b>	<b>\$526</b>	<b>\$435</b>	<b>\$366</b>					
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Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941						\$44	\$29	\$24	\$20					
	A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106						\$5	\$3	\$3	\$2					
	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104						\$5	\$3	\$3	\$2					
	A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834						\$39	\$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					
	A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534						\$25	\$17	\$14	\$12					
	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316						\$15	\$10	\$8	\$7					
	A0W4WY3	Working Table	\$124	20%	\$99						\$5	\$3	\$3	\$2					
	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					
	A5C1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26						\$1	\$1	\$1	\$1					
	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					
	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	Security Kit	\$1,348	20%	\$1,078						\$50	\$34	\$28	\$23					
	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229						\$11	\$7	\$6	\$5					
	D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166						\$8	\$5	\$4	\$4					
	EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640						\$30	\$20	\$16	\$14					
	G844100LCMUS2	External Keyboard	\$223	20%	\$178						\$8	\$6	\$5	\$4					
	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231						\$11	\$7	\$6	\$5					
	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					
	ACV0WY1	Output Tray	\$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					
	A4MEWY2	Banner Guide	\$931	20%	\$745						\$35	\$23	\$19	\$16					
	A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567						\$73	\$49	\$40	\$34					
	A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938						\$137	\$92	\$76	\$64					
	AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234						\$58	\$38	\$32	\$27					
	AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469						\$69	\$46	\$38	\$32					
	AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804						\$38	\$25	\$21	\$17					
	AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049						\$49	\$33	\$27	\$23					
	<b>ACV7011</b>	<b>BIZHUB 750i</b>	<b>\$36,850</b>	<b>50%</b>	<b>\$18,425</b>						<b>\$862</b>	<b>\$574</b>	<b>\$475</b>	<b>\$400</b>					
	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					
	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					



**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)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
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					
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					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
4623486	Mount Kit 1	\$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					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$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	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					
EV512020	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					
AC28W21	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$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							\$137	\$91	\$75	\$64					
<b>A8KN0151</b>	<b>BIZHUB 808 COPIER/PRINTER</b>	<b>\$38,808</b>	<b>50%</b>	<b>\$19,404</b>							<b>\$908</b>	<b>\$605</b>	<b>\$500</b>	<b>\$421</b>					
A0PD1162	i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
A0PD11F3	i-Option License Kit (Unicode)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A4MMWY34	Copy Guard Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
A8HCWY2	Working table for upright mounting of the control panel	\$3,025	20%	\$2,420							\$113	\$75	\$62	\$53					
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
A884W115	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY16	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
A92D0117	Fax Kit	\$1,177	20%	\$942							\$44	\$29	\$24	\$20					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD01K8	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD1179	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD11910	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11G11	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11U12	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					

**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)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		<b>Konica Minolta</b>				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)
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)	
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4						
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2						
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1						
A4NMWY113	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1						
A4NRWY214	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2						
A64TWY415	Keypad	\$139	20%	\$111							\$5	\$3	\$3	\$2						
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						
A8HAWY117	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5						
A8WCWY1	Double Feed Detection Kit	\$358	20%	\$286							\$13	\$9	\$7	\$6						
D5143NTKM	ESP POWER FILTER 120V/20A NETWORKED	\$212	20%	\$170							\$8	\$5	\$4	\$4						
EV512020	Comprehensive Monitoring & Predictive Analytics	\$825	20%	\$660							\$31	\$21	\$17	\$14						
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						
A87HWY118	Finisher (100 Sheets)	\$3,322	20%	\$2,658							\$124	\$83	\$68	\$58						
A87HWYA19	Finisher	\$4,950	20%	\$3,960							\$185	\$123	\$102	\$86						
A87KWY120	Relay Unit	\$325	20%	\$260							\$12	\$8	\$7	\$6						
A8CGWY2	Post Inserter For FS-537	\$1,221	20%	\$977							\$46	\$30	\$25	\$21						
A8HDWY221	Output Tray	\$495	20%	\$396							\$19	\$12	\$10	\$9						
A99KW11	Punch Kit For FS-537	\$935	20%	\$748							\$35	\$23	\$19	\$16						
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6						
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						
XG-PCS-IC-1	NexGen Cable	\$80	20%	\$64							\$3	\$2	\$2	\$1						
A7960151	Printer/Copier/Scanner	\$46,200	20%	\$36,960							\$1,729	\$1,152	\$952	\$802						
A0PD0162	i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	\$1,100	20%	\$880							\$41	\$27	\$23	\$19						
A0PD01F3	i-Option License Kit (Unicode)	\$690	20%	\$552							\$26	\$17	\$14	\$12						
A4MMWY24	Copy Guard Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23						
A8HCWY1	Working table for upright mounting of the control panel	\$3,025	20%	\$2,420							\$113	\$75	\$62	\$53						
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1						
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1						
A884W115	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20						
A886WY16	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2						
A92D0117	Fax Kit	\$1,177	20%	\$942							\$44	\$29	\$24	\$20						
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18						
R542701136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7						
A0PD01K8	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4						
A0PD1179	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14						
A0PD11910	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14						
A0PD11G11	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3						
A0PD11U12	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12						
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4						
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2						
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1						
A4NMWY113	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1						
A4NRWY214	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2						
A64TWY415	Keypad	\$139	20%	\$111							\$5	\$3	\$3	\$2						

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

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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)
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					
A8HAWY117	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A8WCWY1	Double Feed Detection Kit	\$358	20%	\$286							\$13	\$9	\$7	\$6					
D5143NTKM	ESP POWER FILTER 120V/20A NETWORKED	\$212	20%	\$170							\$8	\$5	\$4	\$4					
EVS20820	ESP ENVISIONSENSE PMS 208V/20A	\$850	20%	\$680							\$32	\$21	\$18	\$15					
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					
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					
A87HWY118	Finisher (100 Sheets)	\$3,322	20%	\$2,658							\$124	\$83	\$68	\$58					
A87HWYA19	Finisher	\$4,950	20%	\$3,960							\$185	\$123	\$102	\$86					
A87KWY120	Relay Unit	\$325	20%	\$260							\$12	\$8	\$7	\$6					
A8C6WY2	Post Inserter For FS-537	\$1,221	20%	\$977							\$46	\$30	\$25	\$21					
A8HDWY221	Output Tray	\$495	20%	\$396							\$19	\$12	\$10	\$9					
A99KW11	Punch Kit For FS-537	\$935	20%	\$748							\$35	\$23	\$19	\$16					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
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					
<b>AA2K011X0011</b>	<b>BIZHUB C300i plus DF-714</b>	<b>\$15,161</b>	<b>50%</b>	<b>\$7,581</b>							<b>\$355</b>	<b>\$236</b>	<b>\$195</b>	<b>\$164</b>					
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					
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					
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					
A0PD11K8	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$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	\$8	\$6	\$5					
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					
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	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					

**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)						NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
Name of Offeror:		<b>Konica Minolta</b>			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)
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															
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30					
A2YVWY2	Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10					
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452							\$68	\$45	\$37	\$32					
A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724							\$127	\$85	\$70	\$59					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	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					
4511113614	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
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					
4520671215	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43					
4520671916	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					
ACDFWY117	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$501	20%	\$401							\$23	\$16	\$13	\$11					
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6					
AA2J011X001	<b>BIZHUB C360i plus DF-714</b>	<b>\$19,480</b>	<b>50%</b>	<b>\$9,740</b>							<b>\$456</b>	<b>\$304</b>	<b>\$251</b>	<b>\$211</b>					
A3PMWY1	ORIGINAL COVER	\$104	20%	\$83							\$4	\$3	\$2	\$2					
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					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
RS427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD1194	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11F5	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A0PD11G6	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11K7	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
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					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					

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Form No. 2 - Cost Proposal  
RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions  
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Name of Offeror: UBEO LLC

Konica Minolta					MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$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					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30					
A2YVWY2	Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10					
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452							\$68	\$45	\$37	\$32					
A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724							\$127	\$85	\$70	\$59					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17					
451113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94					
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24					
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43					
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62	\$52					
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326							\$156	\$104	\$86	\$72					
ACDFWY116	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501							\$23	\$16	\$13	\$11					
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6					
AA7R011	<b>BIZHUB C450i</b>	<b>\$29,718</b>	<b>50%</b>	<b>\$14,859</b>							<b>\$695</b>	<b>\$463</b>	<b>\$383</b>	<b>\$322</b>					
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					
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					
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					
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					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	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	20%	\$26							\$1	\$1	\$1	\$1					
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					

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Form No. 2 - Cost Proposal  
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Name of Offeror: UBEO LLC

**Konica Minolta**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					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	
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
ACCIWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
ACDIWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$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					
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					
ACVOWY1	Output Tray	\$123	20%	\$98							\$5	\$3	\$3	\$2					
ACV2WY1	JS-508 Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10					
ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62							\$3	\$2	\$2	\$1					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76	\$64					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17					
4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94					
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24					
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43					
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62	\$52					
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326							\$156	\$104	\$86	\$72					
ACDFWY116	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501							\$23	\$16	\$13	\$11					
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6					
<b>AA7P011</b>	<b>BIZHUB C550i</b>	<b>\$36,002</b>	<b>50%</b>	<b>\$18,001</b>							<b>\$842</b>	<b>\$561</b>	<b>\$464</b>	<b>\$391</b>					
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					
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					
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					

**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

**Konica Minolta**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					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	
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					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	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	20%	\$26							\$1	\$1	\$1	\$1					
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
ACCIWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
ACDIWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
AZYUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$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					
ACVOWY1	Output Tray	\$123	20%	\$98							\$5	\$3	\$3	\$2					
ACV2WY1	J5-508 Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10					
ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62							\$3	\$2	\$2	\$1					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76	\$64					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17					
451113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94					
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24					
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43					
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$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							\$12	\$8	\$7	\$6					
<b>AA7N011</b>	<b>BIZHUB C650i</b>	<b>\$37,084</b>	<b>50%</b>	<b>\$18,542</b>							<b>\$867</b>	<b>\$578</b>	<b>\$478</b>	<b>\$402</b>					
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					

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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)						NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	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					
	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					
	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					
	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					
	A0PD11U8 i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
	A0PDAA1 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	20%	\$26							\$1	\$1	\$1	\$1					
	A4NMWY19 Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
	A4NRWY2 Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
	A87DWY210 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
	A88AWY211 USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
	ACCIWY1 10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
	ACDIWY1 1 TB Solid State Drive	\$934	20%	\$747							\$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					
	D5133NTRM ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
	EVS12015 ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
	G844100LCMUS2 External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
	XGPCS15DKM ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
	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					
	ACV0WY1 Output Tray	\$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					
	A4MEWY2 Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
	A87VW1212 Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
	A9EFW12 Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76	\$64					
	AAV5019 Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
	AAV5016 Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
	AAV5WY7 Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
	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					
	451113613 FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
	45111142 EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
	45111156 EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94					
	45202146 kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24					
	4520671214 FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43					
	4520671915 FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$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							\$12	\$8	\$7	\$6					
	<b>ACKN0111 BIZHUB C750i</b>	<b>\$43,584</b>	<b>50%</b>	<b>\$21,792</b>							<b>\$1,019</b>	<b>\$679</b>	<b>\$561</b>	<b>\$473</b>					
	4614506 Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1					



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Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	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					
	A0PD11U9 i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
	A0PDAA1 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	20%	\$26							\$1	\$1	\$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	\$8	\$6	\$5					
	A88AWY212 USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
	ACCIWY1 10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
	ACDIWY1 1 TB Solid State Drive	\$934	20%	\$747							\$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							\$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							\$137	\$91	\$75	\$64					
	45111094 EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17					
	451113613 FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
	45111142 EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
	45111156 EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94					
	45202146 kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24					
	4520671214 FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43					
	4520671915 FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$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							\$12	\$8	\$7	\$6					
Added	AAJP011 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	A0PDAA1 Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
Added	G844100LCMUS2 External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					

**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

Konica Minolta					MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					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)
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															
Added	ACCFWY1	Keyboard Holder	\$136	20%	\$109						\$5	\$3	\$3	\$2					
Added	ACCKWY1	Mount Kit for AU-205H	\$95	20%	\$76						\$4	\$2	\$2	\$2					
Added	ACCRWY1	Working Table	\$120	20%	\$96						\$4	\$3	\$2	\$2					
Added	ACCTWY1	Local Interface Kit USB w/out Bluetooth	\$220	20%	\$176						\$8	\$5	\$5	\$4					
Added	ACCVWY1	Local Interface Kit USB Kit w/ Bluetooth	\$307	20%	\$246						\$11	\$8	\$6	\$5					
Added	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229						\$11	\$7	\$6	\$5					
Added	PTL5A	Paper Tray Lock	\$89	20%	\$71						\$3	\$2	\$2	\$2					
Added	S1	ESP Diagnostic Power Filter 120V/15A	\$44	20%	\$35						\$2	\$1	\$1	\$1					
Added	ACCGWY1	Offline Finisher (20-sheet capacity)	\$299	20%	\$239						\$11	\$7	\$6	\$5					
Added	135900	Copy Desk	\$326	20%	\$261						\$12	\$8	\$7	\$6					
Added	AAJUW12	Height Adjustment Unit	\$374	20%	\$299						\$14	\$9	\$8	\$6					
Added	AAJUW13	Paper Feed Cabinet	\$374	20%	\$299						\$14	\$9	\$8	\$6					
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					
Added	A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834						\$39	\$26	\$21	\$18					
Added	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319						\$15	\$10	\$8	\$7					
Added	A0PD1172	i-Option License Kit (Voice Guidance)	\$785	20%	\$628						\$29	\$20	\$16	\$14					
Added	A0PD1193	i-Option Bar Code Font	\$821	20%	\$657						\$31	\$20	\$17	\$14					
Added	A0PD11F4	i-Option License Kit (Unicode Font)	\$690	20%	\$552						\$26	\$17	\$14	\$12					
Added	A0PD11G5	i-Option OCR Font	\$191	20%	\$153						\$7	\$5	\$4	\$3					
Added	A0PD11K6	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200						\$9	\$6	\$5	\$4					
Added	A0PD11U7	i-Option License Kit (File Conversion)	\$668	20%	\$534						\$25	\$17	\$14	\$12					
Added	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316						\$15	\$10	\$8	\$7					
Added	G844100LCMUS2	External Keyboard	\$223	20%	\$178						\$8	\$6	\$5	\$4					
Added	ACCFWY1	Keyboard Holder	\$136	20%	\$109						\$5	\$3	\$3	\$2					
Added	ACCIWY1	10-Key Pad	\$139	20%	\$111						\$5	\$3	\$3	\$2					
Added	ACCKWY1	Mount Kit for AU-205H	\$95	20%	\$76						\$4	\$2	\$2	\$2					
Added	ACCNWY1	Double-feed Detection Kit	\$120	20%	\$96						\$4	\$3	\$2	\$2					
Added	ACCRWY1	Working Table	\$120	20%	\$96						\$4	\$3	\$2	\$2					
Added	ACCTWY1	Local Interface Kit USB w/out Bluetooth	\$220	20%	\$176						\$8	\$5	\$5	\$4					
Added	ACCVWY1	Local Interface Kit USB Kit w/ Bluetooth	\$307	20%	\$246						\$11	\$8	\$6	\$5					
Added	EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive	\$800	20%	\$640						\$30	\$20	\$16	\$14					
Added	PTL5A	Paper Tray Lock	\$89	20%	\$71						\$3	\$2	\$2	\$2					
Added	XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231						\$11	\$7	\$6	\$5					
Added	ACCGWY1	Offline Finisher (20-sheet capacity)	\$299	20%	\$239						\$11	\$7	\$6	\$5					
Added	EH91539	Convenience Stapler	\$329	20%	\$263						\$12	\$8	\$7	\$6					
Added	135900	Copy Desk	\$326	20%	\$261						\$12	\$8	\$7	\$6					
Added	AAJUW12	Height Adjustment Unit	\$374	20%	\$299						\$14	\$9	\$8	\$6					
Added	AAJUW13	Paper Feed Cabinet	\$374	20%	\$299						\$14	\$9	\$8	\$6					

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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Name of Offeror: **UBEO LLC**  
**Kyocera**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)	
						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		
						*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				
1102WH2US0	TASKalfa 408ci	52 PPM A4 Color MFP	\$9,135	60%	\$3,654							\$171	\$114	\$94	\$79						
1203P57US0	PF-5120	500 Sheet Paper Tray - Legal	\$491	40%	\$295							\$14	\$9	\$8	\$6						
1203PZ7US0	PF-5130	Dual 500 Sheet Paper Trays - Legal <1>	\$1,396	40%	\$838							\$39	\$26	\$22	\$18						
1203PT7US0	PF-5140	2,000 Sheet Paper Tray - Letter <1>	\$1,496	40%	\$898							\$42	\$28	\$23	\$19						
1203R36US0	DP-5100	75 Sheet RADP for 508ci/408ci/358ci	\$1,537	40%	\$922							\$43	\$29	\$24	\$20						
1203SK6US0	DP-5120	100 Sheet DSDP for 508ci/408ci/358ci	\$1,951	40%	\$1,171							\$55	\$36	\$30	\$25						
1203T26US0	DP-5130	270 Sheet DSDP for 508ci/408ci/358ci	\$2,857	40%	\$1,714							\$80	\$53	\$44	\$37						
1203PX2US0	DF-5100	300 Sheet Internal Finisher	\$1,060	40%	\$636							\$30	\$20	\$16	\$14						
1203PV2US0	DF-5110	1,000 Sheet Finisher for 508ci/408ci/358ci <2>	\$1,670	40%	\$1,002							\$47	\$31	\$26	\$22						
1203PW2US0	DF-5120	3,200 Sheet Finisher for 508ci/408ci/358ci <2>	\$2,710	40%	\$1,626							\$76	\$51	\$42	\$35						
1203R12US0	PH-5100	Punch Unit for DF-5110	\$727	40%	\$436							\$20	\$14	\$11	\$9						
1203R00US0	MT-5100	5 Bin Mailbox	\$1,084	40%	\$650							\$30	\$20	\$17	\$14						
1203R50UN0	JS-5100	Job Separator	\$224	40%	\$134							\$6	\$4	\$3	\$3						
1703PY0UN0	AK-5100	Attachment Kit for DF-5110 / DF-5120 / MT-5100	\$282	40%	\$169							\$8	\$5	\$4	\$4						
1503R22US1	Fax System 10 (X)	Fax Kit for 508ci/408ci/358ci	\$1,252	40%	\$751							\$35	\$23	\$19	\$16						
1102WD2US0	ECOSYS P3260dn	62 PPM A4 B&W Printer <1>	\$2,848	40%	\$1,709							\$80	\$53	\$44	\$37						
1102TR2US0	ECOSYS P3155dn	57 PPM A4 B&W Printer <2>	\$1,917	40%	\$1,150							\$54	\$36	\$30	\$25						
1102TS2US0	ECOSYS P3150dn	52 PPM A4 B&W Printer <3>	\$1,659	40%	\$995							\$47	\$31	\$26	\$22						
1102TT2US0	ECOSYS P3145dn	47 PPM A4 B&W Printer <4>	\$1,464	40%	\$878							\$41	\$27	\$23	\$19						
1203SA0KL1	PF-3110	500 Sheet Paper Tray - Legal <1>	\$271	30%	\$190							\$9	\$6	\$5	\$4						
1203S30KL0	PF-3100	2,000 Sheet Large Capacity Paper Tray - Legal <1>	\$938	30%	\$657							\$31	\$20	\$17	\$14						
1203N70UN0	PT-320	250 Sheet Face-Up Rear Output Tray <1>	\$72	30%	\$50							\$2	\$2	\$1	\$1						
855D200655	Stand	Copier Cabinet Stand	\$582	30%	\$407							\$19	\$13	\$10	\$9						
1903N10UN0	PB-325	Base Unit for PF-3100	\$386	30%	\$270							\$13	\$8	\$7	\$6						
1903T50UN0	CA-3100	Caster Kit	\$256	30%	\$179							\$8	\$6	\$5	\$4						

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
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Name of Offeror: **UBEO LLC**

**Lexmark**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)	
					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		
					*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				
<b>29S0400</b>	<b>M1342 Monochrome Single Function Personal Printer</b>	<b>\$1,118</b>	<b>35%</b>	<b>\$727</b>								<b>\$34</b>	<b>\$23</b>	<b>\$19</b>	<b>\$16</b>					
29S0600	550-Sheet Tray	\$192	13%	\$167								\$8	\$5	\$4	\$4					
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19								\$1	\$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					
35S8502	Adjustable Printer Stand	\$419	13%	\$362								\$17	\$11	\$9	\$8					
<b>36S0320</b>	<b>M1246 Monochrome Single Function Desktop Printer</b>	<b>\$1,021</b>	<b>35%</b>	<b>\$663</b>								<b>\$31</b>	<b>\$21</b>	<b>\$17</b>	<b>\$14</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157								\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241								\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302								\$14	\$9	\$8	\$7					
57X9801	256MB User Flash Memory	\$83	14%	\$71								\$3	\$2	\$2	\$2					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57								\$3	\$2	\$1	\$1					
40C9200	Forms and Bar Code Card	\$473	13%	\$410								\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621								\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215								\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362								\$17	\$11	\$9	\$8					
<b>36S0520</b>	<b>M3250 Monochrome Single Function Printer</b>	<b>\$1,559</b>	<b>34%</b>	<b>\$1,030</b>								<b>\$48</b>	<b>\$32</b>	<b>\$27</b>	<b>\$22</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157								\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241								\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302								\$14	\$9	\$8	\$7					
27X0500	500GB Hard Disk Drive (USB)	\$663	25%	\$494								\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71								\$3	\$2	\$2	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410								\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621								\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215								\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140								\$7	\$4	\$4	\$3					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96								\$4	\$3	\$2	\$2					
27X6410	Marknet N8372 (Front Wifi- FSM)	\$69	16%	\$57								\$3	\$2	\$1	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156								\$7	\$5	\$4	\$3					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362								\$17	\$11	\$9	\$8					
<b>50G0720</b>	<b>M5255 - Monochrome Single Function Printer</b>	<b>\$2,286</b>	<b>35%</b>	<b>\$1,486</b>								<b>\$70</b>	<b>\$46</b>	<b>\$38</b>	<b>\$32</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215								\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84								\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258								\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307								\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106								\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323								\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538								\$25	\$17	\$14	\$12					

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Name of Offeror: UBEO LLC

**Lexmark**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees					
					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 Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
50G0850	Staple Finisher	\$414	22%	\$323								\$15	\$10	\$8	\$7					
50G0852	4-Bin Mailbox	\$414	22%	\$323								\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711								\$33	\$22	\$18	\$15					
50G0851	MS7/MS8 Output Expander	\$207	22%	\$161								\$8	\$5	\$4	\$3					
50G0853	MS7/MS8 High Capacity Output Expander	\$691	22%	\$542								\$25	\$17	\$14	\$12					
27X0500	500GB Hard Disk Drive (SATA)	\$663	25%	\$494								\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71								\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108								\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410								\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621								\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215								\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86								\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86								\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538								\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57								\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25								\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19								\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
50G0855	Caster Base	\$484	22%	\$376								\$18	\$12	\$10	\$8					
50G0854	Spacer	\$95	23%	\$74								\$3	\$2	\$2	\$2					
<b>50G0740</b>	<b>M5270 - Monochrome Single Function Printer</b>	<b>\$3,901</b>	<b>35%</b>	<b>\$2,535</b>								<b>\$119</b>	<b>\$79</b>	<b>\$65</b>	<b>\$55</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215								\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84								\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258								\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307								\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106								\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323								\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538								\$25	\$17	\$14	\$12					
50G0850	Staple Finisher	\$414	22%	\$323								\$15	\$10	\$8	\$7					
50G0852	4-Bin Mailbox	\$414	22%	\$323								\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711								\$33	\$22	\$18	\$15					
50G0851	MS7/MS8 Output Expander	\$207	22%	\$161								\$8	\$5	\$4	\$3					
50G0853	MS7/MS8 High Capacity Output Expander	\$691	22%	\$542								\$25	\$17	\$14	\$12					
27X0500	500GB Hard Disk Drive (SATA)	\$663	25%	\$494								\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71								\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108								\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410								\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621								\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215								\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86								\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86								\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538								\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57								\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25								\$1	\$1	\$1	\$1					

**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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Name of Offeror: UBEO LLC

		<b>Lexmark</b>				MAINTANANCE AND SUPPLIES INCLUDED ( <i>less paper</i> )					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8					
50G0855	Caster Base	\$484	22%	\$376							\$18	\$12	\$10	\$8					
50G0854	Spacer	\$95	23%	\$74							\$3	\$2	\$2	\$2					
<b>36S0860</b>	<b>XM1246 Monochrome Desktop Multi-function Printer</b>	<b>\$2,116</b>	<b>35%</b>	<b>\$1,375</b>							<b>\$64</b>	<b>\$43</b>	<b>\$35</b>	<b>\$30</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157							\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241							\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302							\$14	\$9	\$8	\$7					
27X0400	500GB Hard Disk Drive SATA	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140							\$7	\$4	\$4	\$3					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96							\$4	\$3	\$2	\$2					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156							\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57							\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
<b>29S0455</b>	<b>XM1342 Monochrome Multi Function Personal Printer</b>	<b>\$1,820</b>	<b>35%</b>	<b>\$1,183</b>							<b>\$55</b>	<b>\$37</b>	<b>\$30</b>	<b>\$26</b>					
29S0600	550-Sheet Tray	\$192	13%	\$167							\$8	\$5	\$4	\$4					
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19							\$1	\$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					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
<b>36S0940</b>	<b>XM3250 Monochrome Small Workgroup Multi-Function Printer</b>	<b>\$3,228</b>	<b>35%</b>	<b>\$2,098</b>							<b>\$98</b>	<b>\$65</b>	<b>\$54</b>	<b>\$46</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157							\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241							\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302							\$14	\$9	\$8	\$7					
36S8010	Inline staple finisher	\$346	7%	\$323							\$15	\$10	\$8	\$7					
27X0400	500GB Hard Disk Drive SATA	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140							\$7	\$4	\$4	\$3					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96							\$4	\$3	\$2	\$2					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156							\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57							\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					

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

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Name of Offeror: UBEO LLC

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					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 Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
<b>25B1200</b>	<b>XM5365 - Monochrome Multi Function Printer</b>	<b>\$6,297</b>	<b>35%</b>	<b>\$4,093</b>							<b>\$191</b>	<b>\$128</b>	<b>\$105</b>	<b>\$89</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25	\$17	\$14	\$12					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8					
50G0855	Caster Base	\$484	22%	\$376							\$18	\$12	\$10	\$8					
<b>25B1215</b>	<b>XM7355b - Monochrome Multi Function Printer</b>	<b>\$4,717</b>	<b>57%</b>	<b>\$2,028</b>							<b>\$95</b>	<b>\$63</b>	<b>\$52</b>	<b>\$44</b>					
<b>25B1202</b>	<b>XM7355 - Monochrome Multi Function Printer</b>	<b>\$9,797</b>	<b>57%</b>	<b>\$4,199</b>							<b>\$196</b>	<b>\$131</b>	<b>\$108</b>	<b>\$91</b>					
25B2910	Caster base	\$449	22%	\$350							\$16	\$11	\$9	\$8					
25B2900	550-Sheet Tray	\$346	2%	\$338							\$16	\$11	\$9	\$7					
25B2950	2100-Sheet Tray	\$691	2%	\$677							\$32	\$21	\$17	\$15					
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
25B2999	Offset Stacker	\$207	11%	\$184							\$9	\$6	\$5	\$4					
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
57X7030	Keyboard Kit (English)	\$414	9%	\$377							\$18	\$12	\$10	\$8					
57X0300	Contact	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					

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Form No. 2 - Cost Proposal  
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Name of Offeror: **UBEO LLC**

**Lexmark**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					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 Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
<b>36S0940</b>	<b>XM3250 Monochrome Small Workgroup Multi-Function Printer</b>	<b>\$3,228</b>	<b>35%</b>	<b>\$2,098</b>							<b>\$98</b>	<b>\$65</b>	<b>\$54</b>	<b>\$46</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157							\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241							\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302							\$14	\$9	\$8	\$7					
36S8010	Inline staple finisher	\$346	7%	\$323							\$15	\$10	\$8	\$7					
27X0400	500GB Hard Disk Drive SATA	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140							\$7	\$4	\$4	\$3					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96							\$4	\$3	\$2	\$2					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156							\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57							\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
<b>25B1200</b>	<b>XM5365 - Monochrome Multi Function Printer</b>	<b>\$6,297</b>	<b>35%</b>	<b>\$4,093</b>							<b>\$191</b>	<b>\$128</b>	<b>\$105</b>	<b>\$89</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25	\$17	\$14	\$12					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8					



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Form No. 2 - Cost Proposal  
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Name of Offeror: UBEO LLC

		<b>Lexmark</b>			MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
50G0855	Caster Base	\$484	22%	\$376							\$18	\$12	\$10	\$8					
25B1215	<b>XM7355b - Monochrome Multi Function Printer</b>	<b>\$4,717</b>	<b>57%</b>	<b>\$2,028</b>							<b>\$95</b>	<b>\$63</b>	<b>\$52</b>	<b>\$44</b>					
25B1202	<b>XM7355 - Monochrome Multi Function Printer</b>	<b>\$9,797</b>	<b>57%</b>	<b>\$4,199</b>							<b>\$196</b>	<b>\$131</b>	<b>\$108</b>	<b>\$91</b>					
25B2910	Caster base	\$449	22%	\$350							\$16	\$11	\$9	\$8					
25B2900	550-Sheet Tray	\$346	2%	\$338							\$16	\$11	\$9	\$7					
25B2950	2100-Sheet Tray	\$691	2%	\$677							\$32	\$21	\$17	\$15					
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
25B2999	Offset Stacker	\$207	11%	\$184							\$9	\$6	\$5	\$4					
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
57X7030	Keyboard Kit (English)	\$414	9%	\$377							\$18	\$12	\$10	\$8					
57X0300	Contact	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
25B1204	<b>XM7370 - Monochrome Multi Function Printer</b>	<b>\$12,248</b>	<b>57%</b>	<b>\$5,267</b>							<b>\$246</b>	<b>\$164</b>	<b>\$136</b>	<b>\$114</b>					
25B2900	550-Sheet Tray	\$346	2%	\$338							\$16	\$11	\$9	\$7					
25B2950	2100-Sheet Tray	\$691	2%	\$677							\$32	\$21	\$17	\$15					
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
25B2999	Offset Stacker	\$207	11%	\$184							\$9	\$6	\$5	\$4					
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
57X7030	Keyboard Kit (English)	\$414	9%	\$377							\$18	\$12	\$10	\$8					
57X0300	Contact	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					

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Form No. 2 - Cost Proposal  
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Name of Offeror: UBEO LLC

		<b>Lexmark</b>				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1						
<b>42C0008</b>	<b>C2240 - Color Single Function Printer</b>	<b>\$2,097</b>	<b>57%</b>	<b>\$901</b>							<b>\$42</b>	<b>\$28</b>	<b>\$23</b>	<b>\$20</b>						
42C7550	550-Sheet Tray (must add 42C7650 first – this is optional 3rd or 4th tray)	\$276	17%	\$228							\$11	\$7	\$6	\$5						
42C7650	650-Sheet Duo Tray (2nd tray option)	\$276	17%	\$228							\$11	\$7	\$6	\$5						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						
27X0805	500GB Hard Disk Drive (USB)	\$596	13%	\$519							\$24	\$16	\$13	\$11						
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2						
40C9200	Forms and Barcode Card	\$473	13%	\$410							\$19	\$13	\$11	\$9						
40C9201	Card for IPDS	\$704	12%	\$621							\$29	\$19	\$16	\$13						
40C9202	Card for Prescribe Emulation	\$248	13%	\$215							\$10	\$7	\$6	\$5						
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1						
57X0301	Contactless Authentication Device	\$234	33%	\$156							\$7	\$5	\$4	\$3						
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57							\$3	\$2	\$1	\$1						
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5						
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8						
<b>40N9340</b>	<b>C2326 - Color Single Function Printer</b>	<b>\$1,364</b>	<b>57%</b>	<b>\$586</b>							<b>\$27</b>	<b>\$18</b>	<b>\$15</b>	<b>\$13</b>						
40N4250	250-sheet tray	\$179	13%	\$156							\$7	\$5	\$4	\$3						
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19							\$1	\$1	\$1	\$1						
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8						
<b>40C9054</b>	<b>C4150 Color Single Function Workgroup Printer</b>	<b>\$3,147</b>	<b>50%</b>	<b>\$1,573</b>							<b>\$74</b>	<b>\$49</b>	<b>\$41</b>	<b>\$34</b>						
40C2100	550-Sheet Tray	\$424	17%	\$351							\$16	\$11	\$9	\$8						
40C2300	Adjustable Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8						
27X0823	MarkNet N8370	\$69	13%	\$60							\$3	\$2	\$2	\$1						
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106							\$5	\$3	\$3	\$2						
27X0400	500GB+ Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						
<b>21K0300</b>	<b>C6160 Color Single Function Workgroup Printer</b>	<b>\$4,529</b>	<b>57%</b>	<b>\$1,947</b>							<b>\$91</b>	<b>\$61</b>	<b>\$50</b>	<b>\$42</b>						
21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044							\$49	\$33	\$27	\$23						
21K0567	550-Sheet Tray	\$424	17%	\$351							\$16	\$11	\$9	\$8						
21K0787	Envelope Tray	\$424	13%	\$367							\$17	\$11	\$9	\$8						
42K2000	Inline Stapler	\$489	13%	\$425							\$20	\$13	\$11	\$9						
27X0400	500GB+ Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11						
21K2501	Caster Base	\$489	22%	\$381							\$18	\$12	\$10	\$8						
57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115							\$5	\$4	\$3	\$2						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						
<b>42C7306</b>	<b>XC2235 - Color Multi Function Printer</b>	<b>\$4,197</b>	<b>57%</b>	<b>\$1,804</b>							<b>\$84</b>	<b>\$56</b>	<b>\$46</b>	<b>\$39</b>						
42C7550	550-Sheet Tray (must add 42C7650 first – this is optional 3rd or 4th tray)	\$276	17%	\$228							\$11	\$7	\$6	\$5						
42C7650	650-Sheet Duo Tray (2nd tray option)	\$276	17%	\$228							\$11	\$7	\$6	\$5						
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2						
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11						
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2						
40C9200	Forms and Barcode Card	\$473	13%	\$410							\$19	\$13	\$11	\$9						
40C9201	Card for IPDS	\$704	12%	\$621							\$29	\$19	\$16	\$13						
40C9202	Card for Prescribe Emulation	\$248	13%	\$215							\$10	\$7	\$6	\$5						
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96							\$4	\$3	\$2	\$2						

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Name of Offeror: UBEO LLC

**Lexmark**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees					
					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 Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156								\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57								\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
<b>40N9390</b>	<b>XC2326 - Color Multi Function Printer</b>	<b>\$1,998</b>	<b>57%</b>	<b>\$859</b>								<b>\$40</b>	<b>\$27</b>	<b>\$22</b>	<b>\$19</b>					
40N4250	250-sheet tray	\$179	13%	\$156								\$7	\$5	\$4	\$3					
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19								\$1	\$1	\$1	\$1					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
<b>40C9640</b>	<b>XC4143 Color Workgroup Multi-Function Printer</b>	<b>\$5,246</b>	<b>50%</b>	<b>\$2,624</b>								<b>\$123</b>	<b>\$82</b>	<b>\$68</b>	<b>\$57</b>					
40C2100	550-Sheet Tray	\$424	17%	\$351								\$16	\$11	\$9	\$8					
40C2300	Adjustable Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494								\$23	\$15	\$13	\$11					
27X0823	MarkNet N8370	\$69	13%	\$60								\$3	\$2	\$2	\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106								\$5	\$3	\$3	\$2					
57X7025	Voice Guidance Kit	\$821	13%	\$714								\$33	\$22	\$18	\$15					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
<b>40C9650</b>	<b>XC4153 Color Workgroup Multi-Function Printer</b>	<b>\$8,747</b>	<b>44%</b>	<b>\$4,879</b>								<b>\$228</b>	<b>\$152</b>	<b>\$126</b>	<b>\$106</b>					
40C2100	550-Sheet Tray	\$424	17%	\$351								\$16	\$11	\$9	\$8					
40C2300	Adjustable Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494								\$23	\$15	\$13	\$11					
27X0823	MarkNet N8370	\$69	13%	\$60								\$3	\$2	\$2	\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106								\$5	\$3	\$3	\$2					
57X7025	Voice Guidance Kit	\$821	13%	\$714								\$33	\$22	\$18	\$15					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
<b>42C7808</b>	<b>XC4240 - Color Multi Function Printer</b>	<b>\$5,247</b>	<b>51%</b>	<b>\$2,558</b>								<b>\$120</b>	<b>\$80</b>	<b>\$66</b>	<b>\$55</b>					
42C7550	550-Sheet Tray	\$276	17%	\$228								\$11	\$7	\$6	\$5					
42C7650	650-Sheet Duo Tray	\$276	17%	\$228								\$11	\$7	\$6	\$5					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108								\$5	\$3	\$3	\$2					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494								\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71								\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410								\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621								\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215								\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96								\$4	\$3	\$2	\$2					
57X7040	Keyboard Kit (English)	\$341	13%	\$297								\$14	\$9	\$8	\$6					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60								\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156								\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57								\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
<b>42K1310</b>	<b>XC6153de Color Large Workgroup Multi-Function Printer</b>	<b>\$10,496</b>	<b>50%</b>	<b>\$5,248</b>								<b>\$246</b>	<b>\$164</b>	<b>\$135</b>	<b>\$114</b>					
<b>42K1313</b>	<b>XC6153 Color Large Workgroup Multi-Function Printer</b>	<b>\$15,397</b>	<b>50%</b>	<b>\$7,698</b>								<b>\$360</b>	<b>\$240</b>	<b>\$198</b>	<b>\$167</b>					
21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044								\$49	\$33	\$27	\$23					
21K0567	550-Sheet Tray	\$424	17%	\$351								\$16	\$11	\$9	\$8					
21K0787	Envelope Tray	\$424	13%	\$367								\$17	\$11	\$9	\$8					
42K2000	Inline Stapler	\$489	13%	\$425								\$20	\$13	\$11	\$9					
21K2501	Caster Base	\$489	22%	\$381								\$18	\$12	\$10	\$8					
57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115								\$5	\$4	\$3	\$2					

**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  
**Lexmark**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					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	
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					
<b>42K1370</b>	<b>XC8163 Color Large Workgroup Multi-Function Printer</b>	<b>\$20,647</b>	<b>34%</b>	<b>\$13,648</b>							<b>\$638</b>	<b>\$426</b>	<b>\$352</b>	<b>\$296</b>					
21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044							\$49	\$33	\$27	\$23					
21K0567	550-Sheet Tray	\$424	17%	\$351							\$16	\$11	\$9	\$8					
21K0787	Envelope Tray	\$424	13%	\$367							\$17	\$11	\$9	\$8					
42K1267	Multi-position Staple Punch Finisher - Short - See BSD configuration guide	\$1,960	39%	\$1,186							\$55	\$37	\$31	\$26					
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 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 <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Canon Production						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)
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																
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						
	<b>For Basic Output</b>																			
0164C002AA	Copy Tray-R2	\$231	10%	\$208							\$10	\$6	\$5	\$5						
	<b>Highly Recommend you add</b>																			
8661B001AA	USB DEVICE PORT-A3	\$116	10%	\$104							\$5	\$3	\$3	\$2						

**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)						NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
Name of Offeror:		Canon			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)
					*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				
	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					
	4055C002AA	Canon imageRUNNER ADVANCE DX 4735i	\$11,825	55%	\$5,321						\$249	\$166	\$137	\$115					
	4054C003AA	Canon imageRUNNER ADVANCE DX 4745i	\$15,964	55%	\$7,184						\$336	\$224	\$185	\$156					
	4053C002AA	Canon imageRUNNER ADVANCE DX 4751i	\$17,738	55%	\$7,982						\$373	\$249	\$206	\$173					
	0604C038AA	Canon imageRUNNER ADVANCE C5540i	\$18,700	55%	\$8,415						\$394	\$262	\$217	\$183					
	3893C008AA	Canon imageRUNNER ADVANCE DX 527IF	\$4,187	30%	\$2,931						\$137	\$91	\$76	\$64					
	3894C005BA	Canon imageRUNNER ADVANCE DX 617IF	\$5,440	30%	\$3,808						\$178	\$119	\$98	\$83					
	4963C002AA	Canon imageRUNNER ADVANCE DX 6860i	\$19,512	40%	\$11,707						\$548	\$365	\$302	\$254					
	4962C002AA	Canon imageRUNNER ADVANCE DX 6870i	\$26,607	40%	\$15,964						\$747	\$498	\$411	\$346					
	3895C002BA	Canon imageRUNNER ADVANCE DX 717IF	\$6,859	30%	\$4,801						\$225	\$150	\$124	\$104					
	3882C002BA	Canon imageRUNNER ADVANCE DX C257IF	\$4,612	30%	\$3,228						\$151	\$101	\$83	\$70					
	3881C003AA	Canon imageRUNNER ADVANCE DX C357IF	\$5,558	30%	\$3,891						\$182	\$121	\$100	\$84					
	4914C002AA	Canon imageRUNNER ADVANCE DX C3826i	\$9,224	40%	\$5,534						\$259	\$173	\$143	\$120					
	4913C002AA	Canon imageRUNNER ADVANCE DX C3830i	\$13,008	40%	\$7,805						\$365	\$243	\$201	\$169					
	4912C002AA	Canon imageRUNNER ADVANCE DX C3835i	\$16,555	50%	\$8,278						\$387	\$258	\$213	\$180					
	3827C002AA	Canon imageRUNNER ADVANCE DX C5840i	\$20,103	50%	\$10,052						\$470	\$313	\$259	\$218					
	3826C002AA	Canon imageRUNNER ADVANCE DX C5850i	\$23,650	45%	\$13,008						\$608	\$406	\$335	\$282					
	3825C002AA	Canon imageRUNNER ADVANCE DX C5860i	\$27,198	45%	\$14,959						\$700	\$466	\$385	\$325					
	3824C002AA	Canon imageRUNNER ADVANCE DX C5870i	\$33,110	45%	\$18,211						\$852	\$568	\$469	\$395					
	4056C002AA	Canon imageRUNNER ADVANCE DX 4725i	\$9,460	55%	\$4,257						\$199	\$133	\$110	\$92					
	3894C006BA	Canon imageRUNNER ADVANCE DX 617IFZ	\$6,859	30%	\$4,801						\$225	\$150	\$124	\$104					
	3895C001BA	Canon imageRUNNER ADVANCE DX 717IFZ	\$8,278	30%	\$5,795						\$271	\$181	\$149	\$126					
	1348V957	Convenience Stapler-A1	\$426	20%	\$341						\$16	\$11	\$9	\$7					
	3806V864	Convenience Stapler-C1	\$426	30%	\$298						\$14	\$9	\$8	\$6					
	4002B004AA	Canon Data Erase Kit-C1e	\$405	30%	\$284						\$13	\$9	\$7	\$6					
	5738B003AA	Canon Puncher Unit-BT1	\$1,118	30%	\$783						\$37	\$24	\$20	\$17					
	3681B003AA	Canon Voice Guidance Kit-F2	\$994	30%	\$696						\$33	\$22	\$18	\$15					
	4002B002AA	Canon Data Erase Kit-C1	\$376	30%	\$263						\$12	\$8	\$7	\$6					
	0500A002AC	Canon Basic Card Set for Control Card III(Eng)	\$193	30%	\$135						\$6	\$4	\$3	\$3					
	7518A003AA	Braille Label Kit-E1	\$39	10%	\$35						\$2	\$1	\$1	\$1					
	0499A004AB	Canon Copy Card Set 1(1-30)for Control Card III(f	\$178	30%	\$125						\$6	\$4	\$3	\$3					
	0518B002AA	INSERT UNIT-C1 W/A1SET	\$2,079	30%	\$1,455						\$68	\$45	\$37	\$32					
	4001B004AA	Canon Remote Operators Software Kit-B1e	\$36	30%	\$25						\$1	\$1	\$1	\$1					
	1091B001AA	Canon Stacker Dolly-A1	\$693	30%	\$485						\$23	\$15	\$12	\$11					
	4036C002AA	Canon Numeric Keypad-A2	\$213	30%	\$149						\$7	\$5	\$4	\$3					
	3236C002AA	Booklet Finisher-AC1 Set	\$6,936	30%	\$4,855						\$227	\$151	\$125	\$105					
	3741B002AA	Canon REMOVABLE HDD KIT-AB2	\$1,242	30%	\$869						\$41	\$27	\$22	\$19					
	3235C002AA	Staple Finisher-AC1 Set	\$4,080	30%	\$2,856						\$134	\$89	\$74	\$62					
	5858A010AC	Cabinet Type-S	\$354	30%	\$248						\$12	\$8	\$6	\$5					
	5145B001AA	Copy Control Interface Kit-C1	\$64	30%	\$45						\$2	\$1	\$1	\$1					
	3836C007AA	Canon imagePRESS Server M10 V2.0	\$8,278	30%	\$5,795						\$271	\$181	\$149	\$126					

**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  
**Canon**

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	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)	
					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		
5727B043AA	Canon SW upgrade kit for L30	\$1,301	30%	\$911								\$43	\$28	\$23	\$20					
9659B001AA	Canon Copy Card Reader Attachment-E1	\$70	30%	\$49								\$2	\$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					
9511B003AA	Canon PS Printer Kit-BA1	\$745	30%	\$522								\$24	\$16	\$13	\$11					
8034B005AA	Silex Wireless Bridge SX-BR-4600WAN2-US	\$308	30%	\$216								\$10	\$7	\$6	\$5					
9585B003AA	Canon USB Direct Print Kit (for PDF)-K1	\$178	30%	\$125								\$6	\$4	\$3	\$3					
3791C001AA	Cabinet Type-U	\$190	30%	\$133								\$6	\$4	\$3	\$3					
2917C001AA	Canon Cassette Module-AG1	\$497	30%	\$348								\$16	\$11	\$9	\$8					
2916C001AA	Canon Cassette Feeding Unit-AR1	\$663	30%	\$464								\$22	\$14	\$12	\$10					
2918C001AA	Canon Envelope Cassette Module-A1	\$497	30%	\$348								\$16	\$11	\$9	\$8					
2915C001AA	Canon High Capacity Cassette Feeding Unit-D1	\$1,419	30%	\$993								\$46	\$31	\$26	\$22					
1420C002CA	Canon High Capacity Cassette Feeding Unit-B1	\$2,247	30%	\$1,573								\$74	\$49	\$41	\$34					
4378C005BA	Canon Super G3 FAX Board-BF1	\$1,000	30%	\$700								\$33	\$22	\$18	\$15					
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 p	\$1,053	30%	\$737								\$34	\$23	\$19	\$16					
5358C001AA	Cabinet Type-V	\$355	30%	\$249								\$12	\$8	\$6	\$5					
4064C002AA	Canon Printer Cover-M2	\$249	30%	\$174								\$8	\$5	\$4	\$4					
4922C001AA	Canon Booklet Finisher-AE1	\$4,967	30%	\$3,477								\$163	\$108	\$90	\$75					
4917C002AA	Canon Cassette Feeding Unit-AW1	\$1,802	30%	\$1,261								\$59	\$39	\$32	\$27					
5634C001AA	Cabinet Type-W	\$180	30%	\$126								\$6	\$4	\$3	\$3					
4918C001AA	Canon Copy Tray-T1	\$56	30%	\$39								\$2	\$1	\$1	\$1					
4920C002AA	Canon Super G3 2nd Line Fax Board-BH1	\$622	30%	\$435								\$20	\$14	\$11	\$9					
4921C001AA	Canon Staple Finisher-AE1	\$3,353	30%	\$2,347								\$110	\$73	\$60	\$51					
4919C001AA	Canon Super G3 FAX Board-BH1	\$994	30%	\$696								\$33	\$22	\$18	\$15					
1410C001AA	Canon Staple Finisher-Z1	\$1,490	30%	\$1,043								\$49	\$33	\$27	\$23					
3318C001AA	Canon Cassette Module-AJ1	\$497	30%	\$348								\$16	\$11	\$9	\$8					
1422C001AA	Canon Inner 2Way Tray-L1	\$125	30%	\$88								\$4	\$3	\$2	\$2					
4031C002BA	Canon High Capacity Cassette Feeding Unit-C1	\$2,247	30%	\$1,573								\$74	\$49	\$41	\$34					
4001C002BA	Canon Booklet Finisher-AB1	\$4,636	30%	\$3,245								\$152	\$101	\$84	\$70					
4003C002AA	Canon Buffer Pass Unit-P1	\$332	30%	\$232								\$11	\$7	\$6	\$5					
4030C002BA	Canon Cassette Feeding Unit-AQ1	\$1,802	30%	\$1,261								\$59	\$39	\$32	\$27					
Added	4000C002BA	Canon Inner Finisher-L1	\$1,490	30%	\$1,043							\$49	\$33	\$27	\$23					
Added	4063C001AA	Canon Single Pass DADF-C1	\$2,365	30%	\$1,656							\$77	\$52	\$43	\$36					
Added	1423C002CA	Canon Inner Finisher-J1	\$1,490	30%	\$1,043							\$49	\$33	\$27	\$23					
Added	1424C002AA	Canon Inner 2/3 Hole Puncher-C1	\$834	30%	\$584							\$27	\$18	\$15	\$13					
Added	3998C001AA	Canon Super G3 FAX Board-AX1	\$994	30%	\$696							\$33	\$22	\$18	\$15					
Added	0126C001AA	Canon 2/3 Hole Puncher Unit-A1	\$1,057	30%	\$740							\$35	\$23	\$19	\$16					
Added	4002C002AA	Canon Inner 2/3 Hole Puncher-D1	\$840	30%	\$588							\$28	\$18	\$15	\$13					
Added	1962C017AA	Colorado 1650 Printer Set	\$72,345	5%	\$68,728							\$3,215	\$2,143	\$1,771	\$1,491					
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 LEASE OPTIONS								
List any additional lease options offered and the terms, rates or prices for those options.								
Additional Lease Options Description	Term	Lease Rate	Comments					
<b>Additional lease options are available upon request, such as co-terminous acquisitions, non-standard terms.</b>								
Insert additional rows/columns or revise text within fields as necessary.								
ADDITIONAL MAINTENANCE OPTIONS								
List any additional maintenance options offered and all applicable components with pricing breakdown for those options.								
Additional Maintenance Options Description <i>(open filled format to offer alternative maintenance plans)</i>	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
<b>Copier maintenance schedule is attached for standard and non-standard products</b>								
Insert additional rows/columns or revise text within fields as necessary.								
ADDITIONAL SOFTWARE								
List any additional software offered and all applicable components with pricing breakdown for software.								
Software Description <i>(product/module name, product code, other details, etc.)</i>	License Fee	PSA Price	Discount %	Annual Maintenance <i>(if any)</i>	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
<b>Additional software options are included under a separate tab with corresponding PSA discounts off MSRP</b>								
Insert additional rows/columns or revise text within fields as necessary.								
OTHER RELATED PRODUCTS								
List any other related products offered by your company and include all applicable components with pricing for each product.								
Other Related Products Description <i>(manufacturer name, product number, other details, etc.)</i>	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
<b>UBEO LLC Special Order Group offers most offline finishing products, such as collators, binding equipment, shredders, etc.</b>								
Insert additional rows/columns or revise text within fields as necessary.								
OTHER RELATED SERVICES AND SOLUTIONS								
List any other related services and solutions offered and include a detailed breakdown in pertinent components and pricing for each service or solution.								
Related Services and Solutions Description <i>(service name/title, brief detail, product code, etc.)</i>	MSRP	PSA Price <i>(or hourly rate)</i>	Discount %	Annual Maintenance <i>(if any)</i>	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
Insert additional rows/columns or revise text within fields as necessary.								

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

**ASSESSMENT AND ANALYSIS COSTS**

List any costs for assessments/analysis performed, if any. Costs should be either event (one time) based or hourly rate with a statement 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
<b>Business Technology Assessment</b>	<b>No Charge</b>		
Insert additional rows/columns and change or revise text within fields as necessary.			

**INSTALLATION COSTS**

List any costs for installation of equipment, if any. Costs should be either event (one time) based or hourly rate with a statement of work.

Installation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
<b>Installation is included with all original equipment orders and deliveries</b>	<b>No Charge</b>		
Insert additional rows/columns and change or revise text within fields as necessary.			

**IMPLEMENTATION COSTS**

List any costs for implementation, if any. Costs should be either event (one time) based or hourly rate with a statement of work.

Implementation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
<b>Implementation costs are detailed within all hardware and software Statements of Work (SOW)</b>			
Insert additional rows/columns and change or revise text within fields as necessary.			

**TRAINING COSTS**

List any costs for initial and/or on-going training, if any. If your company has an alternative methodology for pricing training, please provide.

Training Component(s) Description	Flat Fee (if applicable)	Hourly Rate	Comments
<b>Operational training for all copier/printer transactions is provided free of charge for the term of the agreement</b>	<b>No Charge</b>		
<b>User training is offered and specified as part of the Statement of Work for all software solutions</b>			
Insert additional rows/columns and change or revise text within fields as necessary.			

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

FLEET MANAGEMENT COSTS			
List all cost options for on-site full-time, part-time, first service responder, consumables, etc.			
Fleet Management Component(s) Description	Monthly Fee	Hourly Rate	Comments
See Managed Services Tab			
Insert additional rows/columns and change or revise text within fields as necessary.			
RELOCATION COSTS AND TERMS			
List any costs and terms for relocation of equipment, if any. Costs should be either event (one time) based or hourly rate with a statement of work.			
Relocation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Moves and Relocations Based upon distance - Field Service Manager will quote exact costs - Minimum \$150 per move	\$150 minimum		
Relocations within the same building during term of contract	No Charge		
Insert additional rows/columns and change or revise text within fields as necessary.			
REMOVAL COSTS AND TERMS			
List any costs and terms for removal of equipment, if any. Costs should be either event (one time) based or hourly rate with a statement of work.			
Removal Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
No charge for removals at the end of rental term.			
Insert additional rows/columns and change or revise text within fields as necessary.			

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 13-101 Multifunction Devices, Related Products, Services and Solutions  
-Additional Products/Services/Solutions-**

Additional Hardware and Software Solutions			
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



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



**PSA B/W Service Pricing**

Prints Copies Included	49 ppm and under		Prints Copies Included	50 ppm and over	
	Base	Overage		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

**ubeo BUSINESS SERVICES** **PRICE LIST**  
**COLOR / FAX / DUPLICATOR / WIDE FORMAT**

**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**

Billing Frequency	Black/White Pages		Color Pages	
	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**

M.S.R.P	FMA -All on-site service calls and parts included.					DEPOT SERVICE -Service call trips not inc. 55%				
	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay
Under 1500	\$299	\$279	\$249	\$498	\$748	\$164	\$154	\$147	\$274	\$411
1500-2499	\$349	\$326	\$291	\$582	\$873	\$192	\$179	\$171	\$320	\$480
2500-2999	\$429	\$401	\$358	\$715	\$1,073	\$236	\$221	\$211	\$393	\$590
3000-3999	\$440	\$411	\$367	\$733	\$1,100	\$242	\$226	\$216	\$403	\$605
4000-4999	\$460	\$430	\$384	\$767	\$1,150	\$253	\$236	\$226	\$422	\$633
5000-5999	\$480	\$449	\$401	\$800	\$1,200	\$264	\$247	\$236	\$440	\$660
6000-6999	\$500	\$467	\$417	\$833	\$1,250	\$275	\$257	\$246	\$458	\$688
7000-7999	\$560	\$523	\$467	\$933	\$1,400	\$308	\$288	\$275	\$513	\$770
8000-8999	\$640	\$598	\$534	\$1,067	\$1,600	\$352	\$329	\$314	\$587	\$880
9000-9999	\$720	\$673	\$601	\$1,200	\$1,800	\$396	\$370	\$354	\$660	\$990
10000-12000	\$800	\$748	\$668	\$1,333	\$2,000	\$440	\$411	\$393	\$733	\$1,100
12000+	Quote Required from Service					Quote Required from Service				

**DIGITAL DUPLICATOR RATES (Excludes Supplies)**

Monthly Rates			Quarterly Rates			Semi-Annual			Annual Rates		
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	1,500,000	\$2,544.53	\$0.0020
150,000	\$262.50	0.002	450,000	\$775.69	\$0.0020	900,000	\$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
<b>Plan I</b>	278	\$50.00	\$0.18 Per Linear Foot
<b>Plan II</b>	375	\$63.75	\$0.17 Per Linear Foot
<b>Plan III</b>	500	\$80.00	\$0.16 Per Linear Foot
<b>Plan IV</b>	1000	\$150.00	\$0.15 Per Linear Foot
<b>Plan V</b>	2000	\$280.00	\$0.14 Per Linear Foot
<b>Plan VI</b>	3000	\$390.00	\$0.13 Per Linear Foot
<b>Plan VII</b>	4000	\$480.00	\$0.12 Per Linear Foot
<b>Plan VIII</b>	5000	\$550.00	\$0.11 Per Linear Foot