A

Letter of Transmittal

February 11, 2019

Submitting Organization: Berney Office Solutions on behalf of Xerox Business Solutions
Bid # ACCS-2019-01
Return Date: February 15, 2019 4:00 PM CST

Berney Office Solutions is pleased and honored to respond to BID # ACCS-2019-01, for the Joint Purchasing Agreement for Manufacturer Supplied Technology Equipment with peripherals, software, networking, equipment, maintenance and professional support services bid. Berney Office Solutions understands and accepts the Conditions Governing the Procurement.

Berney is proud of our reputation for partnering with education institutions throughout Alabama. Headquartered in Montgomery, we have grown to become the largest provider of document technology solutions in Alabama. All deliveries, implementation and on-site service will be provided by our local staff throughout the 67 counties across Alabama. Our Customer Care Center, Administration and Billing will be handled here, locally in Montgomery.

We provide customers with complete, customized solutions from network integration and document workflow management to digital multifunction products, managed print service and supplies. We deliver effective, proactive solutions aligned to our customers' technology goals and objectives.

Berney Office Solutions is a Xerox Company with local management team, which means decisions are prompt and flexible. As a part of the Xerox Business Solutions channel, Berney has access to the support of the world's leading document management technology and services enterprise, including the industry's broadest portfolio of offerings.

Doug Singleton will serve as the primary account representative. David Washington will be the marketing supervisor, and is authorized to contractually obligate Berney Office Solutions and authorized to negotiate the contract on behalf of the organization.

Please accept this acknowledgment that we have received the addendum regarding due date.

Thank you for the opportunity, and for clarification of any information in our response, please contact either David or Doug at the numbers below.

Sincerely,

Doug Singleton, VP of Major Accounts
doug.singleton@berney.com
334-271-4750, ext. 4009
334-201-0199 (cell)

David Washington, VP of Sales
david.washington@berney.com
251-660-0710, ext. 4603
251-513-0431 (cell)

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Appendix E - **Evaluation Submission form**

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to JPA- Notification@accs.edu.

Vendor Name: Berney Office Solutions Updated: February 11, 2019

JPA Website Address: www.berney.com/accs

	Name(s)	**Phone Number(s)**	**E-mail Address(s)**
Primary Contract Executive(s)	Doug Singleton	334-271-4750 Ext: 4009	Doug.Singleton@Berney.com
Sr. Account/Sales Manager(s) (by region if necessary)	David Washington Matt Fulmer	251-660-0710 Ext: 4603 256-883-8700 Ext. 8808	David.Washington@Berney.com Matt.Fulmer@Berney.com
Account/Sales Manager(s) (by region if necessary)	Don DeWeese	205-663-9991 Ext: 4704	Don.Deweese@Berney.com
Technical Support	Mark Young	334-271-4750 Ext: 4014	Mark.Young@Berney.com

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Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

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Berney Office Solutions, a Xerox Company (Berney); is the largest provider of office technology and solutions in Alabama and the surrounding areas. We are providing service for over 11,000 MFP/copiers and over 23,000 printers (including label printers).

We have continually provided our customers with effective, proactive solutions to keep them at the leading edge of technology. We provide businesses with complete, customized solutions from network integration and document management systems to digital multifunction copiers, printer service and supplies.

Berney Office Solutions has been serving customers for more than 55 years. Headquartered in Montgomery, we also have local support teams based out of Auburn, Birmingham, Dothan, Huntsville, and Mobile, AL. Berney employs approximately 200 people throughout Alabama and the Florida panhandle.

Berney Office Solutions sells the entire full line of Xerox products, from the desktop printers to the high end production units, with all finishing options. We also offer a wide range of software solutions, as well as Managed Print Services. With today's technology, we integrate these solutions to help customers achieve their document workflow goals. Please see brochures and information included in this proposal.

E

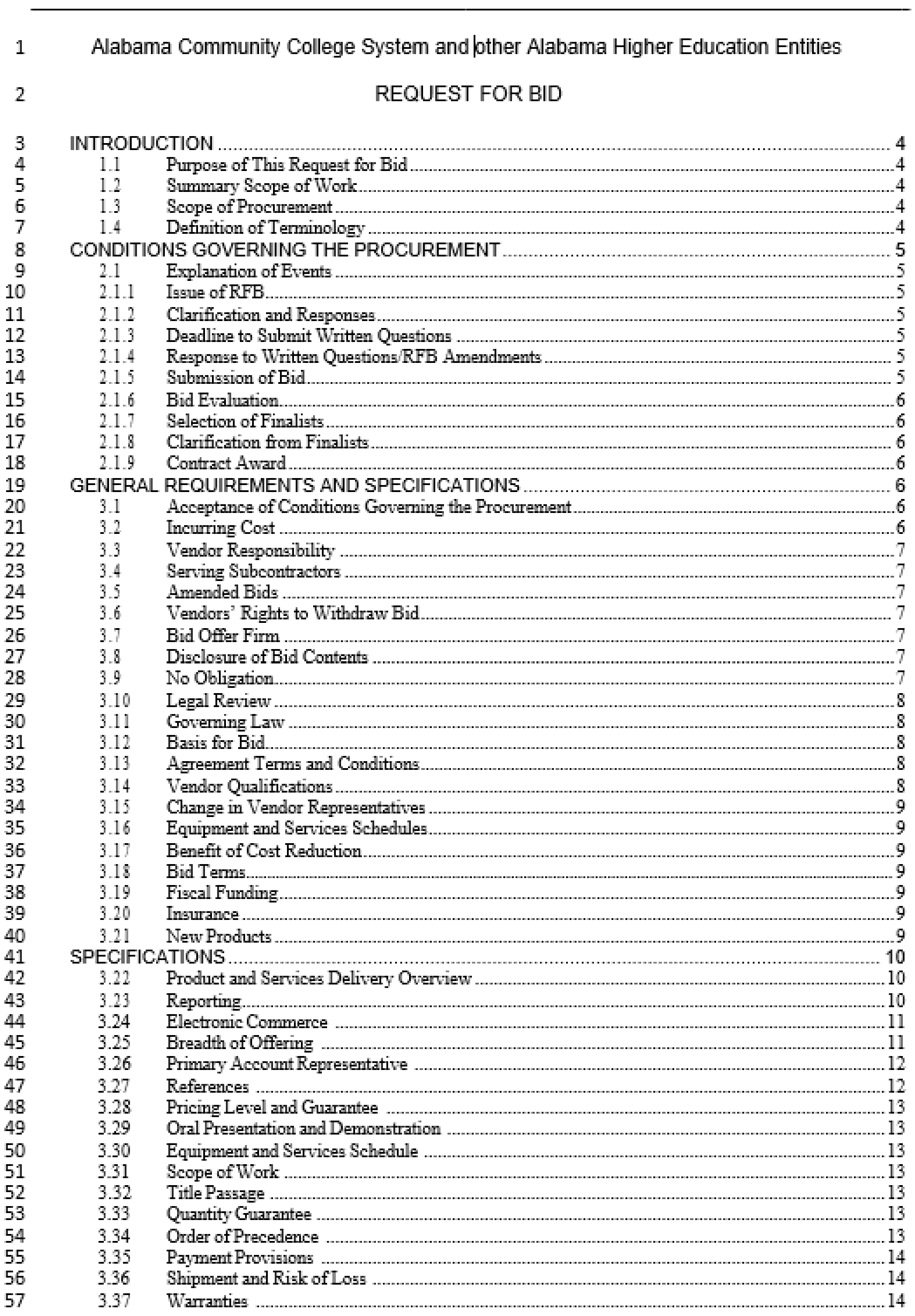
Response to General Requirements and Specifications

Section beings on following page

Request for Bid

Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement

MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT WITH PERIPHERALS, SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE AND PROFESSIONAL SUPPORT SERVICES BID



Alabama Community College System and other Alabama Higher Education Entities

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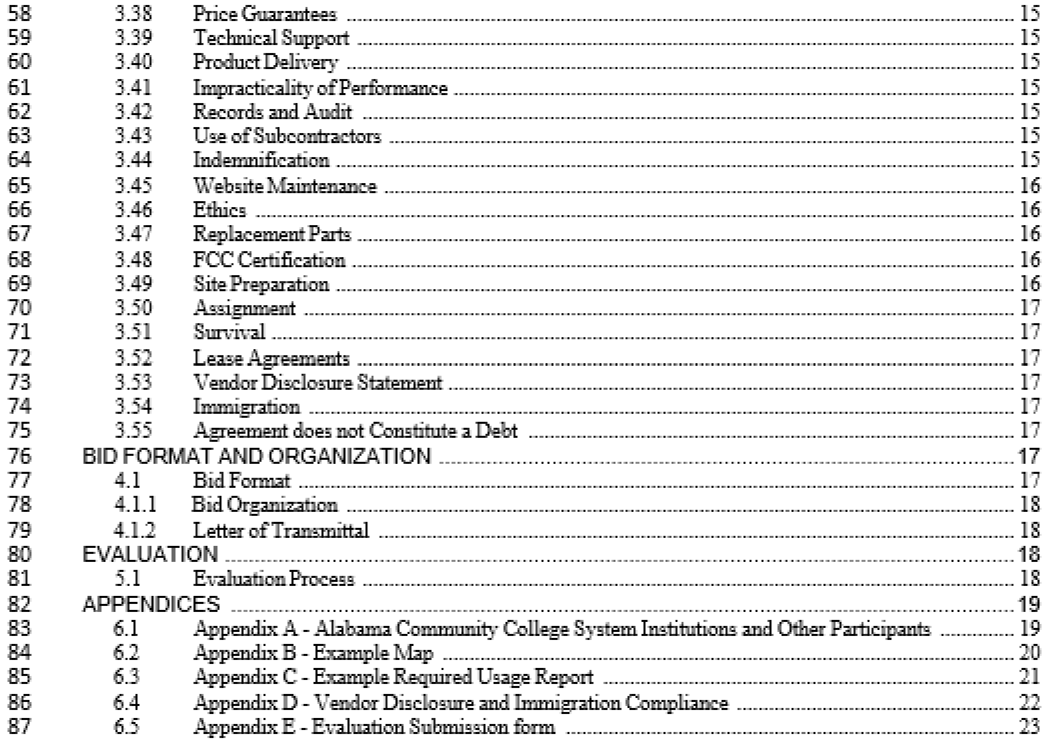

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INTRODUCTION

1.1 Purpose of This Request for Bid

The Alabama Community College System (ACCS) is partnering with other Alabama Higher Education entities to request bids from technology equipment manufacturers and/or dealers on behalf of the System institutions and other authorized entities. The ACCS is comprised of the twenty-three (23) community colleges, two (2) technical colleges, one (1) military institution, and the Alabama Technology Network (Appendix A). Any institutions or programs that may be acquired or added to the ACCS during the life of this contract will automatically be added as entities eligible to procure products from the contract. Any four-year institution or K-12 district/system which wishes to join during the life of this contract may be added as an eligible entity. Additionally, the public K-12, two, and four-year institutions listed in Appendix A are also eligible to purchase from this contract.

Each entity will generate its own purchase orders, payments, etc., and delivery must be made according to the instructions on the purchase order. The intent of this request is to establish an annual contract for technology related equipment to be purchased on an as needed basis for the listed entities as needs arise during the contract period.

The purpose of this Request for Bid (RFB) is to establish a contract on a competitive basis with qualified technology equipment suppliers, distributors, and/or manufacturers who shall directly supply technology equipment and value-added professional services, including software and peripherals, and maintenance and support services to qualified purchasers. Peripheral and computer component manufacturers are excluded from this procurement.

This RFB is not designed to meet the E-Rate requirements specified by the Universal Service Administrative Company. The Alabama Community College System shall not negotiate on behalf of any party with a Letter of Agency. The System shall not certify an FCC Form 470, nor receive and evaluate bids, nor negotiate with service providers of E-Rate products and services.

The Alabama Community College System reserves the right to negotiate with vendors for a product or product line that was not available at the time of the Request for Bid.

The thrust of the RFB is to obtain greater volume price discounts by combining the volume of purchases from participating entities within the State of Alabama with administrative savings that will result from the maintenance of a single, comprehensive contract for each selected vendor.

This RFB is prepared under the authority of ACT No. 2003-392.

This procurement will result in a multiple source award.

Term – Bid awards issued under this Request for Bids shall be for an initial period of one year to renew automatically for one additional year if not canceled by The System prior to the one-year anniversary date of the award letter. The System shall have the option to extend awards for an additional (third) year by giving notice of such extension prior to the two-year anniversary of the award letter.

Summary Scope of Work

The selected vendor(s) shall accept purchase orders from and deliver technology equipment, including general-purpose software and peripherals, to authorized procuring entities. Vendors are required to provide maintenance services on equipment that is purchased. Optionally, vendors may provide installation, training and support services directly related to the efficient use or operation of the purchased equipment.

1.2 Scope of Procurement

The scope of procurement includes a wide range of manufacturer supplied technology equipment, including peripherals, general-purpose software, maintenance, professional consulting services, and support services. Vendors shall not provide any form of application development services under the terms and conditions of the contract. Educational offerings including special purpose educational software and hardware configurations are included.

Definition of Terminology

This section contains definitions that are used throughout this procurement document, including appropriate abbreviations.

"Contract" means an agreement for the procurement of items of tangible personal property or services.

"Desirable" includes terms such as "may", "can", "should", "preferably", or "prefers" to identify a sought-after, but discretionary, item or factor.

"Equipment" refers to all technology-related equipment, including but not limited to desktop and laptop computers, servers, workstations, printers, displays, peripherals, LAN hardware, video-conferencing systems, multimedia and computer related hardware components and spare parts.

"Evaluation Committee" means a body appointed to perform the evaluation of vendor responses.

"Finalist" is defined as a vendor who meets all the mandatory specifications of the Request for Bid and whose score on evaluation factors is sufficiently high to qualify that vendor for further consideration by the Evaluation Committee.

"General purpose" includes, but is not limited to, the following classes of software: operating systems, report generators, spreadsheets, word processing, workgroup management, database, project management, messaging and electronic mail, graphics construction and presentation, publishing, data communications, statistical and/or analysis, imaging, compilers and interrupters, utilities, programmer productivity tools, office productivity tools. Educational software designed for System usage is included.

"Local-Area-Network" ("LAN) refers to a high-speed communications system optimized for connecting information-processing equipment within a building or group of buildings. The communications devices that are required to transmit data between buildings via a public or private network are included.

"Mandatory" includes terms "must", "shall", "will", "is required", or "are required" to identify a compulsory item or factor. Failure to meet a mandatory item or factor will result in the rejection of the vendor's bid.

"Manufacturer" means the company that designs, assembles and/or markets technology equipment including servers, workstations, desktop and/or laptop personal computers.

"Vendor" is a technology equipment manufacturer who chooses to submit a bid.

"Request for Bid" or "RFB" means all documents, including those attached or incorporated by reference, used for soliciting bid.

"Responsible vendor" means a company who submits a responsive bid furnishing, when required, information and data to prove that financial resources, production or service facilities, personnel service reputation and experience are adequate to make satisfactory delivery of the services or items of tangible personal property described in the bid.

"System" means any and all entities comprising the Alabama Community College System or any other eligible entity.

"Universal Resource Locator" or "URL" means a standardized addressing scheme for accessing hypertext documents and other services using the WWW browser.

CONDITIONS GOVERNING THE PROCUREMENT

2.1 Explanation of Events

The following paragraphs describe the activities listed in the sequence of events.

2.1.1 Issue of RFB

This RFB is being issued by Alabama Community College System (the "System").

2.1.2 Clarification and Responses

Potential vendors may submit written requests (letter, fax or email) as to the intent or clarity of the RFB. Requests for clarification are to be addressed to the Joint Purchase Agreement Administrator as follows:

Alabama Community College System Attn:
ITS
Post Office Box 302130 Montgomery, AL 36130-2130
Email: JPA-Notification@accs.edu
Phone: 334-293-4507 Fax: 334-293-4605

2.1.3 Deadline to Submit Written Questions

Potential vendors may submit written questions as to the intent or clarity of the RFB until close of business on January 25th, 2019.

2.1.4 Response to Written Questions/RFB Amendments

Written responses to written questions and any RFB amendments will be posted online at https://www.accs.edu/index.cfm/vendors/active-rfps-rfbs-or-rfqs/2019-joint-purchase-agreement/.

2.1.5 Submission of Bid

Two (2) paper copies and an electronic copy (CDROM or USB drive) of the bid responses are required with a completed Evaluation Submission form (Appendix E). The electronic copy of the bid response should be a single PDF file that mirrors the bound, paper copies. Each copy of the response should be placed in a single volume where practical. All documents submitted with the response should be in that single volume. One copy "must" be marked as "original" with the company officer's signature.

Vendors may attend the bid opening, but no information or opinions concerning the ultimate contract award will be given at the bid opening or during the evaluation process. The results will not be available to vendors until after an award is made. Bid results and tabulations will not be made available by telephone or mail. Information pertaining to complete files may be secured by visiting the System Office of the Alabama Community College System during normal working hours.

The bid opening will be held on Monday, February 18th, 2019 at 10:00 AM CST in the Board Room at the System Office of the Alabama Community College System (135 South Union Street, 5th Floor, Montgomery, Alabama 36104).

Sealed bids are to be addressed to the physical mailing address in the following manner:

Alabama Community College System

Joint Purchase Agreement Initiative

135 South Union Street Suite#135

Montgomery, Alabama 36104

It is expected that this request will be complete and unambiguous. However, vendors seeking clarification to this request should deliver inquiries in writing to the Administrator as noted per section 2.1.3.

Written replies of general significance will be posted online. Prospective vendors acknowledge that no other source is authorized to provide information concerning this request.

All information shall be entered in ink or typewritten in the appropriate space on the bid. Mistakes may be crossed out, corrected and initialed in ink by a company representative. An authorized individual must sign all bids in ink; failure to do so will result in rejection of response.

2.1.6 Bid Evaluation

An Evaluation Committee will perform the evaluation of bids.

2.1.7 Selection of Finalists

The Evaluation Committee will select finalists. Only finalists will be invited to participate in the subsequent steps of the procurement. The schedule for the oral presentations or equipment demonstrations will be determined at this time (if deemed necessary).

2.1.8 Clarification from Finalists

Finalists may be asked to submit clarification to their bids (if deemed necessary).

2.1.9 Contract Award

After review of the Evaluation Committee, the System will award contracts to the most advantageous vendors.

Bids that are deemed most advantageous, taking into consideration the evaluation factors set forth in the RFB will be selected for award. No minimum or maximum number of awards has been predetermined. The System shall make reference to prices quoted by successful vendors on the Alabama State Department of Education Joint Purchase Agreement to determine the reasonableness of prices quoted in response to this Request for Bids.

GENERAL REQUIREMENTS AND SPECIFICATIONS

3.1 Acceptance of Conditions Governing the Procurement

Vendor must indicate their acceptance of the Conditions Governing the Procurement section in the letter of transmittal. Submission of a bid constitutes acceptance of the Evaluation Factors contained in this RFB. Vendor must also include ISO 9001 certification as required by State Code governing Joint Purchase Agreements. According to Alabama law, any companies or contractors whose affiliates, subdivisions, subsidiaries, or departments have ISO 9001 certification can bid on the information technology to be jointly purchased by educational institutions. ISO 9001 certification is only required for vendors who are providing hardware.

Berney Office Solutions has read, understands and will comply.

3.2 Incurring Cost

Any cost incurred by the vendor in preparation, transmittal, and presentation of any material submitted in response to this RFB shall be borne solely by the vendor.

Berney Office Solutions has read, understands and will comply.

3.3 Vendor Responsibility

The selected vendor(s) shall be solely responsible for fulfillment of the responsibilities under the terms and conditions of the contract. The procuring entities will issue purchase orders and make payments to only the named vendor(s).

Berney Office Solutions has read, understands and will comply.

3.4 Serving Sub-Contractors

The System recognizes the fact that the potential vendors have different business models for the delivery of support services. Whereas one potential vendor may provide support services through a wholly owned subsidiary, another may provide support services through a local business partner, certified education partner or qualified organization herein referred to as a servicing subcontractor. Therefore, vendors may propose the use of servicing subcontractors for the performance of local marketing, maintenance or technical support services in accordance with the terms and conditions of the contract. Servicing subcontractors may not directly accept purchase orders or payments for products or services from procuring entities under the terms and conditions of the contract.

Berney Office Solutions has read, understands and will comply.

3.5 Amended Bids

A vendor may submit an amended bid before the deadline for receipt of bids. Such amended bids must be complete replacements for a previously submitted bid and must be clearly identified as such in the transmittal letter. The Evaluation Committee will not merge, collate, or assemble bid materials.

Berney Office Solutions has read, understands and will comply.

3.6 Vendors' Rights to Withdraw Bid

Vendors will be allowed to withdraw their bids at any time prior to the deadline for receipt of bids. The vendor must submit a written withdrawal request signed by the vendor's duly authorized representative addressed to the representative listed above.

The right is reserved to waive informalities, select alternatives, and reject any or all responses, in the event such appears to be in the best interest of the System.

Berney Office Solutions has read, understands and will comply.

3.7 Bid Offer Firm

Responses to this RFB, including prices, will be considered firm for ninety (90) days after the due date for receipt of bids.

Berney Office Solutions has read, understands and will comply.

3.8 Disclosure of Bid Contents

The bids will be kept confidential until the contracts are awarded. At that time, all bids and documents pertaining to the bids will be open to the public.

All responses become a matter of public record at award. The System accepts no responsibility for maintaining confidentiality of any information submitted with any response whether labeled confidential or not.

Berney Office Solutions has read, understands and will comply.

3.9 No Obligation

This RFB in no manner obligates Alabama Community College System or any authorized entity to the lease or purchase of any products or services offered until a contract is awarded and vendor receives a valid purchase order from an authorized procuring entity.

The System has the right to cancel any contract, for cause, including, but not limited to, the following:

(1) failure to deliver within the terms of contract; (2) failure of the product or service to meet specifications, conform to sample quality, or to be delivered in good condition; (3) misrepresentation by the vendor, (4) fraud, collusion, conspiracy, or other unlawful means of obtaining any contract with the state; (5) conflict of contract provisions with constitutional or statutory provisions of state or federal law; and (6) any other breach of contract.

Termination - the System reserves the right, for its convenience and without cause or penalty, to terminate any agreement with 30 days written notice.

Berney Office Solutions has read, understands and will comply.

3.10 Legal Review

The System requires that all vendors agree to be bound by the General Requirements contained in this RFB. Any vendor concerns must be promptly brought to the attention of Alabama Community College System.

Berney Office Solutions has read, understands and will comply.

3.11 Governing Law

The vendor shall observe, perform and comply with or require compliance with all federal, state, and local laws, ordinances, rules and regulations and all amendments thereto which in any manner may affect the operation of vendor's activities undertaken pursuant to this Agreement. The vendor shall also comply with all state and local building, fire, health, zoning laws, codes and/or regulations that affect or that are applicable to vendor's activities and operations hereunder. This RFB and the final agreement shall be governed and construed in accordance with the laws of the State of Alabama without giving effect to any choice-or-conflict-of-laws, provision, or rules (whether of the State of Alabama or any other jurisdiction) that would cause the application of the laws of any jurisdiction other than those of the State of Alabama

Berney Office Solutions has read, understands and will comply.

3.12 Basis for Bid

Only information supplied by the System in writing or in this RFB should be used as the basis for the preparation of vendor responses.

Berney Office Solutions has read, understands and will comply.

3.13 Agreement Terms and Conditions

The agreement between the System and the vendor will follow the format specified and contain the terms and conditions outlined in this request. However, Alabama Community College System reserves the right to negotiate with a successful vendor provisions in addition to those contained in this RFB. This RFB, as revised and/or supplemented, and the successful vendor's response will be incorporated into and become part of the agreement.

Vendors are encouraged to submit specific alternate language to the terms and conditions, that vendor believes would enhance the efficient administration of the agreement or result in lower product prices or both. The System may or may not accept the alternative language. General references to the vendor's terms and conditions or attempts at complete substitutions are not acceptable and will result in disqualification of the vendor's response.

Berney Office Solutions has read, understands and will comply.

3.14 Vendor Qualifications

The Evaluation Committee may make such investigations as necessary to determine the ability of the vendor to adhere to the requirements specified within the RFB. The Evaluation Committee will reject the bid of any vendor who is not a responsible bidder or fails to submit a responsive offer as defined.

Berney Office Solutions has read, understands and will comply.

3.15 Change in Vendor Representatives

The System reserves the right to require a change in vendor representatives if the assigned representatives are not meeting its needs adequately.

Berney Office Solutions has read, understands and will comply.

3.16 Equipment and Services Schedules

The vendor may offer only those products and services that are included on the Equipment and Services Schedule (ESS). Vendors shall keep the schedule current and correct on an Internet website maintained by the vendor and shall reflect changes in technology in accordance with the terms and conditions of the contract.

Berney Office Solutions has read, understands and will comply.

3.17 Benefit of Cost Reduction

The System is to be given the benefit of any reduction in price below the quoted price during the term of this contract. Examples include but are not limited to; manufacturer price reductions and special promotional offerings.

Berney Office Solutions has read, understands and will comply.

3.18 Bid Terms

By submitting a response, the vendor agrees that this contract is to be governed by the terms and conditions set forth in the bid. Any exceptions to the specifications must be clearly identified in the last section of the vendor's response.

Berney Office Solutions has read, understands and will comply.

3.19 Fiscal Funding

The continuation of the contract is contingent upon the appropriation of funds to fulfill the requirements of the contract by the legislature. If the legislature fails to appropriate sufficient monies to provide the continuation of a contract, the contract shall terminate on the date of the beginning of the first fiscal year for which funds are not appropriated.

Berney Office Solutions has read, understands and will comply.

3.20 Insurance

The vendor shall bear the full and complete responsibility for all risk of damage or loss of equipment, products, or money resulting from any cause whatsoever and shall not penalize the System for any losses incurred in association with this agreement. Any insurance policy or policies shall cover the entire travel service operation at the System including all areas that may in the future be placed under the control or use of the vendor. The vendor shall maintain, during the life of this contract, the following minimum insurance:

KIND OF INSURANCE	MINIMUM LIMITS OF LIABILITY
Worker's Compensation	Statutory – Alabama
Employer's Liability	$2,000,000 (each employee, each accident and policy limit)
Commercial General Liability:	
Each Occurrence	$2,000,000
Personal and Advertising Injury	$2,000,000
Products/Completed Operations	$2,000,000
General Aggregate	$3,000,000
Automobile Liability	$2,000,000 each accident - combined single limit

These policies shall contain a thirty- (30) day written notice to the System before cancellation, reduction or other modification of any kind to the required coverage.

The vendor, at its cost, must provide acceptable evidence of compliance with the worker's compensation insurance requirements of the State of Alabama. In the event the vendor fails to maintain and keep in force, all of the insurance and Worker's Compensation coverage listed above, the System shall have the right to terminate this contract. The System and vendor shall each be listed as the named insured in said policy (ies) so that each is independently protected to the face amount of the policy.

Upon notification of award and prior to issuance of contract, the vendor shall provide the System with certification of insurance with the required kinds of insurance and minimum liabilities specified, issued by an insurance company licensed to do business in the State of Alabama and carrying an AM Best rating of A- or better, signed by an authorized agent. In the event of cancellation, material change or intent not to renew any of the insurance requirements specified, thirty (30) days written notice shall be given to the System by the party initiating any revision.

Berney Office Solutions has read, understands and will comply.

3.21 New Products

Unless specifically called for in this request, all products for purchase must be new, never previously used, and the current model and/or packaging. No remanufactured, demonstrator, used, or irregular product will be considered for purchase unless otherwise specified in the request. The manufacturer's standard warranty will apply unless otherwise specified in the request. All equipment should be supplied complete, ready to be installed, including all cabling and connectors where applicable.

Berney Office Solutions has read, understands and will comply.

SPECIFICATIONS

This section contains specifications and relevant information vendors should use for the preparation of their responses.

Vendors should respond as described to each specification. The responses along with the required supporting material will be evaluated and awarded points accordingly.

Berney Office Solutions has read, understands and will comply.

3.22 Product and Services Delivery Overview

Vendors must describe their ability to provide professional services, technology equipment including related products and support services to the System and the various authorized entities. The response to this requirement should, at a minimum, include a map with an indication of the locations where products may be delivered plus the number and type of support personnel or other resources that may be employed to service procuring entity purchase orders (a very basic example map for a fictitious company is provided in Appendix B). The narrative in response to this specification should include, at a minimum, a general overview of the proposed services and an overview of how the services are to be provided in the locations indicated.

Vendors must thoroughly describe their procedures for resolving customer problems and complaints including timelines and escalation measures.

Vendors must submit customer satisfaction statistics or survey results concerning the quality of the products and/or services offered.

Vendors must thoroughly describe their ability to provide value added technical services including installation, training or directly related optional services and the geographic area where the services may be provided. Vendors should provide a map with an indication of the locations where each type of value-added service may be provided.

Berney Office Solutions has read, understands and will comply.

3.23 Reporting

Vendors must agree to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request. Quarterly reports must be submitted to The System Office to JPA-Notification@accs.edu. The electronic copy must be in the form of a PDF file.

Vendors must describe their ability and commitment to meet this requirement and include a sample quarterly report with the bid response. The required report must be compiled and forwarded to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. Vendors may count quarters either from the calendar (i.e., the end of March will be the end of the first quarter) or from the time we awarded you the bid (i.e., May 1 will be the end of the first quarter). An example of the required reporting format is included in Appendix C. Failure to provide the required report in the specified format could result in removal from the contract.

Vendors are encouraged to describe and include additional sample reports. Vendors are encouraged to describe other reporting capabilities such as electronic delivery of reports or direct access to Internet or other databases that may be used to administer the agreements or support marketing.

Berney Office Solutions has read, understands and will comply.

3.24 Electronic Commerce

Vendors must describe their ability to provide and maintain, at a minimum, an Internet website that contains the complete ESS as well as product specifications and options. Vendors are encouraged to describe an existing capability or commitment to implement a website that would provide procuring entities guidance and assistance with product selection, purchase order tracking, reporting or other relevant capability. The ability or commitment to accept and process purchase orders electronically should be thoroughly described. Internet URL's may be provided which reference sites that demonstrate the desired functionality.

Berney Office Solutions has read, understands and will comply.

3.25 Breadth of Offering

Vendors must, at a minimum, offer products or services in at least one of the following categories:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
Servers
Printers
Monitors
Storage
Networking Equipment
Audio and Video Conferencing Equipment
Multimedia Hardware
VOIP/Unified Communications Solutions
Video Surveillance Solutions
Key and Access Control Equipment
Software
Professional Services
Other

Vendors must provide a comprehensive list of the models or variations available in each of the following categories for which a vendor offers products:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
Servers
Printers
Monitors
Storage
Networking Equipment
Audio and Video Conferencing Equipment
Multimedia Hardware
VOIP/Unified Communications Solutions
Video Surveillance Solutions
Key and Access Control Equipment
Software
Other – Managed Print Services

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the breadth of the product line flexibility and performance.

Vendors must provide, at a minimum, a licensed operating system with each type of processor, where applicable. Vendors must provide a list of the operating systems for each of the following categories of processors:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
Servers
Networking Equipment
Audio and Video Conferencing Equipment
VOIP/Unified Communications Solutions
Key and Access Control Equipment
Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of operating systems that are proposed.

Vendors may propose and provide a wide range of the general-purpose software products. Vendors may provide a summarized list of the general-purpose software that is proposed for each of the following categories of processors:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
Servers
Networking Equipment
Audio and Video Conferencing Equipment
VOIP/Unified Communications Solutions
Video Surveillance solutions
Key and Access Control Equipment
Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of general-purpose software products that are proposed.

Vendors may propose and provide a wide range of the technical services including installation, training and technical support:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
Servers Printers Monitors Storage
Networking Equipment
Audio and Video Conferencing Equipment
Multimedia Hardware
VOIP/Unified Communications Solutions
Video Surveillance solutions
Key and Access Control Equipment
Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of technical support services that are proposed.

Berney Office Solutions has read, understands and will comply.

3.26 Primary Account Representative

Vendors must identify by name and location both the proposed primary account representative and the marketing supervisor who will be responsible for the performance of the agreement. Any changes to this information must be immediately sent to the Joint Purchase Agreement Administrator.

Berney Office Solutions has read, understands and will comply.

3.27 References

Vendors must submit three (3) references of entities of like size and complexity, and/or entities that have or are currently receiving similar products and services to those proposed by the vendor for this procurement. Each reference must include the name of the contact person, address, telephone number and description of products and services provided.

Berney Office Solutions has read, understands and will comply.

3.28 Pricing Level and Guarantee

Vendors must submit with their responses a narrative that describes the baseline (published) pricing and the initial pricing level discount that is proposed, by product class or category in the ESS. The response to this specification is expected to be in the form of a percentage discount from a published, baseline price listing. Vendors must describe the baseline pricing and provide information where the baseline pricing may be accessed and verified.

Firm Price – Initial quoted discount levels must remain constant throughout the term of this agreement, subject only to subsequent increased discount amounts.

Berney Office Solutions has read, understands and will comply.

3.29 Oral Presentation and Demonstration

If selected as a finalist, vendors agree to provide the Evaluation Committee the opportunity to meet with and question the proposed primary account representative at the oral presentation (if deemed necessary by the Evaluation Committee). The proposed primary account manager is expected to conduct the presentation. Vendors will be required to demonstrate their Internet based reporting and electronic commerce capabilities to the Evaluation Committee.

Berney Office Solutions has read, understands and will comply.

3.30 Equipment and Services Schedule

Vendors must submit with their responses a complete Equipment and Services Schedule including all the products and services offered, at the initial pricing level stated in response to section 3.25.

The ESS may be submitted in a single file, PDF format on a compact disc, USB drive, or made available via a website.

Berney Office Solutions has read, understands and will comply.

3.31 Scope of Work

The vendor shall deliver computing system products and services to procuring entities in accordance with the terms of this agreement. Accordingly, the vendor shall provide products or services only upon the issuance and acceptance by vendor of valid "purchase orders". Purchase orders will be issued to purchase the license for software or to purchase or lease products listed on the ESS. A procuring entity may purchase any quantity of product or service listed in the ESS at the prices stated therein. For large orders, the procuring entity may negotiate quantity price discounts below the ESS price(s) for a given purchase order. Vendor may offer authorized educational institutions educational price discounts that result in prices below the ESS listed prices.

Berney Office Solutions has read, understands and will comply.

3.32 Title Passage

Title to equipment shall pass to the procuring entity upon acceptance of equipment.

Berney Office Solutions has read, understands and will comply.

3.33 Quantity Guarantee

This agreement is not an exclusive agreement. Procuring entities may obtain computing system products and services from other contract awarded vendors during the agreement term.

Berney Office Solutions has read, understands and will comply.

3.34 Order of Precedence

Each purchase order that is accepted by the vendor will become a part of the agreement as to the products and services listed on the purchase order only; no additional terms or conditions will be added to this agreement as the result of acceptance of a purchase order. In the event of any conflict among these documents, the following order of precedence shall apply:

A. the terms and conditions of this RFB
B. exhibits to this agreement
C. the list of products and services contained in the purchase order
D. vendor's response

Berney Office Solutions has read, understands and will comply.

3.35 Payment Provisions

All payments under this agreement are subject to the following provisions:

A. Acceptance

The procuring entity shall determine whether all products delivered to it meet the vendor's published specifications. No payment shall be made for any products until the products have been accepted by the procuring entity. Unless otherwise agreed upon between the procuring entity and the vendor, within thirty (30) days from the date the procuring entity receives written notice from the vendor that payment is requested for services or within thirty (30) days from the receipt of products, the procuring entity shall accept or reject the products or services.

B. Payment of Invoice

Payments shall be submitted to the vendor at the address shown on the invoice. Payment shall be tendered to the vendor within thirty (30) days from acceptance.

In the event an order is shipped incomplete (partial), the procuring entity must pay for each shipment as invoiced by the vendor unless the procuring entity has clearly specified "No Partial Shipments" on each purchase order.

C. Invoices

Invoices shall be submitted to the procuring entity.

Berney Office Solutions has read, understands and will comply.

3.36 Shipment and Risk of Loss

Vendor must ship all products F.O.B. destination regardless of price discounts. Risk of loss or damage to the products shall pass to the procuring entity upon delivery to the procuring entity. Vendor agrees to assist the procuring entity with the processing of claims for such loss or damage and to expedite the processing of claims for such loss or damage and to expedite replacement of lost or damaged products. Destination charges shall be included in the product price on the ESS.

All license agreements or sales order contracts, which must be signed prior to delivery of proposed items, must be included with the bid for review by the System. Documents not submitted with the response will not be considered at a later date. In all cases, should there be a conflict of terms and conditions, those terms and conditions in this REQUEST and any resulting System purchase order will prevail.

Whenever a procuring entity does not accept any product and returns it to the vendor, all related documentation furnished by the vendor shall be returned also. The vendor shall bear all risk of loss or damage with respect to returned products except for loss or damage directly attributable to the negligence of the procuring entity.

Unless otherwise agreed upon by the procuring entity, the vendor is responsible for the pick-up of returned equipment. Software and documentation will be returned via U.S. Mail at the expense of the procuring entity.

Unless otherwise arranged between the procuring entity and vendor, all shipments of products shall be by vendor truck, UPS, or Federal Express Second Day (or other way, specify).

Berney Office Solutions has read, understands and will comply.

3.37 Warranties

At a minimum, the products shall be covered under the manufacturer's warranties in effect at the time the products are delivered or the warranties in effect at the time of contract award, whichever is most beneficial to the procuring entity.

Berney Office Solutions has read, understands and will comply.

3.38 Price Guarantees

The procuring entity shall pay the lower of the prices contained in the ESS or an announced promotion price, educational discount price, general price reduction or large order negotiated price. Only general price reduction decreases will apply to all subsequent orders accepted by vendor after the date of the issuance of the revised prices. Vendor agrees to maintain ESS product prices in accordance with the volume price discount guarantees filed. Prices set forth in the ESS are subject to decrease without prior notice. Special pricing discounts offered by successful bidders after the award of bids shall remain in effect for a minimum of 30 days.

Berney Office Solutions has read, understands and will comply.

3.39 Technical Support

The vendor agrees to maintain a toll-free technical support telephone line. The line shall be accessible to procuring entity personnel who wish to obtain competent technical assistance regarding the installation or operation of products supplied by the vendor.

Berney Office Solutions has read, understands and will comply.

3.40 Product Delivery

Vendor agrees to deliver products to procuring entities within 30 days after receipt of a valid purchase order unless otherwise negotiated with procuring entity.

Berney Office Solutions has read, understands and will comply.

3.41 Impracticality of Performance

A party shall be excused from performance under this agreement for any period that the party is prevented from performing as a result of an act of God, strike, war, civil disturbance, epidemic, or court order, provided that the party has prudently and promptly acted to take any and all steps that are within the party's control to ensure performance. Subject to this provision, such non-performance shall not be deemed a default or a ground for termination.

Berney Office Solutions has read, understands and will comply.

3.42 Records and Audit

Vendor agrees to maintain detailed records pertaining to the price of services rendered and products delivered for a period of three years from the date of acceptance of each purchase order. These records shall be subject to inspection by the procuring entity and appropriate governmental authorities with the state of Alabama. The procuring agency shall have the right to audit billings either before or after payment. Payment under this agreement shall not foreclose the right of the procuring entity to recover excessive or illegal payments.

Berney Office Solutions has read, understands and will comply.

3.43 Use of Subcontractors

The vendor may subcontract installation, training, warranty or maintenance services. However, the vendor shall remain solely responsible for the performance of this agreement. All procuring entity payments for products or services shall be made directly to the vendor. If subcontractors are to be used, the name of the authorized subcontractor(s) shall be identified in the applicable participating addendum(s).

Berney Office Solutions has read, understands and will comply.

3.44 Indemnification

The vendor shall indemnify and hold harmless the System from any loss, cost or expense suffered or incurred in connection with any claim, suit or proceeding brought against the System so far as it is based on defects in products provided to the System.

The vendor hereby covenants and agrees, at its sole cost and expense during the term of this agreement, to indemnify and hold harmless the System and its officers, agents and employees against and from any and all claims or demands by or on behalf of any person, firm, corporation or governmental authority, arising out of, attributable to or in connection with the use, occupation, possession, conduct or management of the vendor concerning the equipment or services performed and rendered hereunder, including, but without limitation, any and all claims for injury or death to persons or damage to property or any and all claims for Patent, Trademark, Copyright, Intellectual Property, or Trade Secret Infringement. The vendor also covenants and agrees, at its sole cost and expense, to hold the System and its officers, agents, and employees from and against all judgments, costs, counsel fees, expense and liabilities incurred in connection with any such claim and any action or proceeding brought thereon, and in case any action is brought against the System or against any of its officers, agents, or employees, by reason of any such claim, the vendor upon notice from the System will resist and defend such action or proceeding by qualified counsel. However, the provisions of this Section shall not apply to any claims arising from the negligent or willfully wrongful acts or omissions of the System, or its officers, agents, or employees.

For the purposes of paragraph 3.44, the term, the System, shall include all entities listed in Appendix A or any subsequent revision thereof and their respective officers, directors, employees, agents and assigns.

Berney Office Solutions has read, understands and will comply.

3.45 Website Maintenance

Vendor agrees to maintain and support an Internet website for access to the ESS, configuration assistance, product descriptions, product specifications and other aids in accordance with instructions provided by the contract. In addition, vendor may provide electronic commerce assistance for the electronic submission of purchase orders, purchase order tracking and reporting.

Berney Office Solutions has read, understands and will comply.

3.46 Ethics

The vendor warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this agreement.

If any owner, officer, partner, board or director member, employee, or holder of more than 5% of the fair market value of your firm or any member of their households is a public official or public employee (including the System) as defined by the Code of Alabama Section 36-25-1, this information must be included in your response. Failure to disclose this information in your response will result in the elimination of your response from evaluation. If your firm is awarded any contract as a result of this request, the System reserves the right to furnish a copy of any resulting contract to the State of Alabama Ethics Commission as directed in the Code of Alabama, Section 36-25-11, within ten (10) days of award.

System employees are not allowed to accept personal gifts or gratuities.

Berney Office Solutions has read, understands and will comply.

3.47 Replacement Parts

Replacement parts may be refurbished with agreement of procuring entity.

Berney Office Solutions has read, understands and will comply.

3.48 FCC Certification

The vendor agrees that hardware supplied by the vendor meets all applicable FCC Certifications. Improper, falsely claimed or expired FCC certifications are grounds for contract termination.

Berney Office Solutions has read, understands and will comply.

3.49 Site Preparation

A procuring entity shall prepare and maintain its site in accordance with written instructions furnished by the vendor prior to the scheduled delivery date of any equipment or service and shall bear the costs associated with the site preparation.

Berney Office Solutions has read, understands and will comply.

3.50 Assignment

The vendor shall not assign nor transfer any interest in this agreement or assign any claims for money due or to become due under this agreement without prior written approval from procuring entity.

Berney Office Solutions has read, understands and will comply.

3.51 Survival

Certain paragraphs of this agreement including but not limited to Patent, Copyright, Trademark, and Trade Secret Indemnification; Indemnification; and Limit of Liability shall survive the expiration of this agreement. Software licensees, lease, warranty and service agreements that were entered into under the terms and conditions of this agreement shall survive this agreement.

Berney Office Solutions has read, understands and will comply.

3.52 Lease Agreements

Vendor may lease equipment to procuring entities in accordance with terms and conditions approved by the appropriate governing authority for the procuring entity.

Berney Office Solutions has read, understands and will comply.

3.53 Vendor Disclosure Statement

Act 2001-955 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of $5,000. In circumstances where a contract is awarded by competitive bid, the disclosure statement shall be required only from the person receiving the contract and shall be submitted within ten (10) days of the award.

Upon being awarded the contract, Alabama State Law requires that the vendor must complete a Vendor Disclosure Statement. The 2-page form and the instructions are available online as noted per Appendix D. The completed forms must be returned to the Joint Purchase Agreement Administrator by Thursday, February 28th, 2019. The form is required by the vendor and covers the duration of the bid.

Vendor agrees, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama in compliance with the Beason-Hammon Alabama Taxpayer & Citizen Protection Act (Act 2011-535). Upon being awarded the contract, Alabama State Law requires that the vendor must complete the Business Entity Employer Contractor Compliance form as proof that the vendor has enrolled in the E-Verify program as required by state law. The form and the instructions are available online as noted per Appendix D. E-Verify documentation, which is unavailable due to the Federal Government shutdown, will be deferred until such documentation may be obtained from any federal agency.

It is furthered agreed that the terms and commitments contained herein shall not constitute a debt of the State of Alabama in violation of Section 213 of the Constitution of Alabama of 1901, as amended by Amendment Number 26. If any provision of the agreement shall contravene any statue or constitutional provision, either now in effect or which may be enacted during the term of this agreement, then the conflicting provision of this agreement shall be deemed null and void. Vendor understands, acknowledges, and agrees that its sole and exclusive remedy for any claim which may arise for or relate to this agreement is to file a claim with the Board of Adjustment of the State of Alabama.

In compliance with Act 2016-312, the vendor hereby certifies it is not currently engaged in, and will not engage in, the boycott of a person or an entity based in or doing business with a jurisdiction with which this state can enjoy open trade.

Berney Office Solutions has read, understands and will comply.

BID FORMAT AND ORGANIZATION

4.1 Bid Format

All bids must be typewritten on standard 8 ½ x 11 paper (larger paper is permissible for charts, spreadsheets, etc.) and placed within a binder with tabs delineating each section.

Berney Office Solutions has read, understands and will comply.

4.1.1 Bid Organization

The bid response must be organized and indexed in the following format and must contain, as a minimum, all listed items in the sequence indicated.

A. Letter of Transmittal
B. Evaluation Submission Form
C. Table of Contents
D. Bid Summary (optional)
E. Response to General Requirements and Specifications

Within each section of the bid, vendors should address the items in the order in which they appear in this RFB.

Any bid that does not adhere to these requirements may be deemed non-responsive and rejected on that basis. A bid summary may be included by vendor to provide the Evaluation Committee with an overview of the technical and business features of the response; however, this material will not be used in the evaluation process unless specifically referenced from other portions of the vendor's response.

Berney Office Solutions has read, understands and will comply.

4.1.2 Letter of Transmittal

Each response must be accompanied by a letter of transmittal. The letter of transmittal MUST:

A. Identify the submitting organization
B. Identify the name and title of the person authorized by the organization to contractually obligate the organization
C. Identify the name, title and telephone number of the person authorized to negotiate the contract on behalf of the organization
D. Identify the names, titles and telephone numbers of persons to be contacted for clarification
E. Explicitly indicate acceptance of the Conditions Governing the Procurement
F. Be signed by the person authorized to contractually obligate the organization
G. Acknowledge receipt of any and all amendments to this RFB.

Berney Office Solutions has read, understands and will comply.

EVALUATION

5.1 Evaluation Process

All responses will be reviewed for compliance with the mandatory requirements stated within the RFB.

Bids deemed non-responsive will be eliminated from further consideration.

The System may contact the vendor for clarification of the response.

The Evaluation Committee may use other sources of information to perform the evaluation.

Responsive bids will be evaluated on factors that have been assigned a point value. The responsible vendor(s) with the highest scores will be selected as finalist(s) based upon the bids submitted. The responsible vendors, whose bids are most advantageous, taking into consideration the evaluation factors, will be recommended for award. Please note, however, that a serious deficiency in the response to any one factor may be grounds for rejection regardless of overall score. This procurement is expected to result in a multiple source award. The right to reject any or all bids, or any portions thereof, is reserved.

Berney Office Solutions has read, understands and will comply.

APPENDICES

6.1 Appendix A - Alabama Community College System Institutions and Other Participants

Community Colleges

Bevill State Community College, Sumiton, AL
Bishop State Community College, Mobile, AL
John C. Calhoun Community College, Decatur, AL
Central Alabama Community College, Alexander City, AL
Chattahoochee Valley Community College, Phenix City, AL
Coastal Alabama Community College Bay Minnette, AL
Enterprise Community College, Enterprise, AL
Gadsden State Community College, Gadsden, AL
Jefferson State Community College, Birmingham, AL
J.F. Drake State Community and Technical College, Huntsville, AL
T.A. Lawson State Community College, Birmingham, AL
Lurleen B. Wallace Community College, Andalusia, AL
Northeast Alabama Community College, Rainsville, AL
Northwest-Shoals Community College, Muscle Shoals, AL
Shelton State Community College, Tuscaloosa, AL
Snead State Community College, Boaz, AL
Southern Union State Community College, Wadley, AL
H Council Trenholm State Community College, Montgomery, AL
George C. Wallace Community College, Dothan, AL
Wallace State Community College, Hanceville, AL
George Corley Wallace State Community College, Selma, AL

Technical Colleges

J.F. Ingram State Technical College, Deatsville, AL
Reid State Technical College, Evergreen, AL

Military Academy

Marion Military Institute, Marion, AL

Statewide Development Training

Alabama Technology Network (ATN), Montgomery, AL

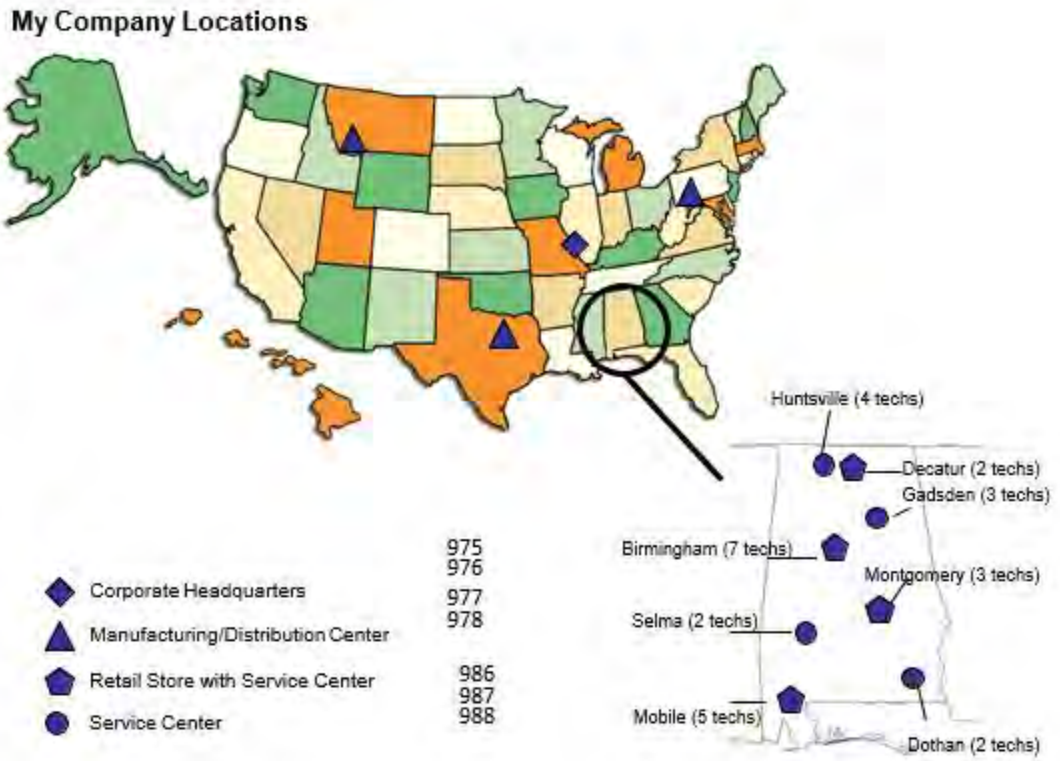
Other Participating Public Institutions of Higher Education

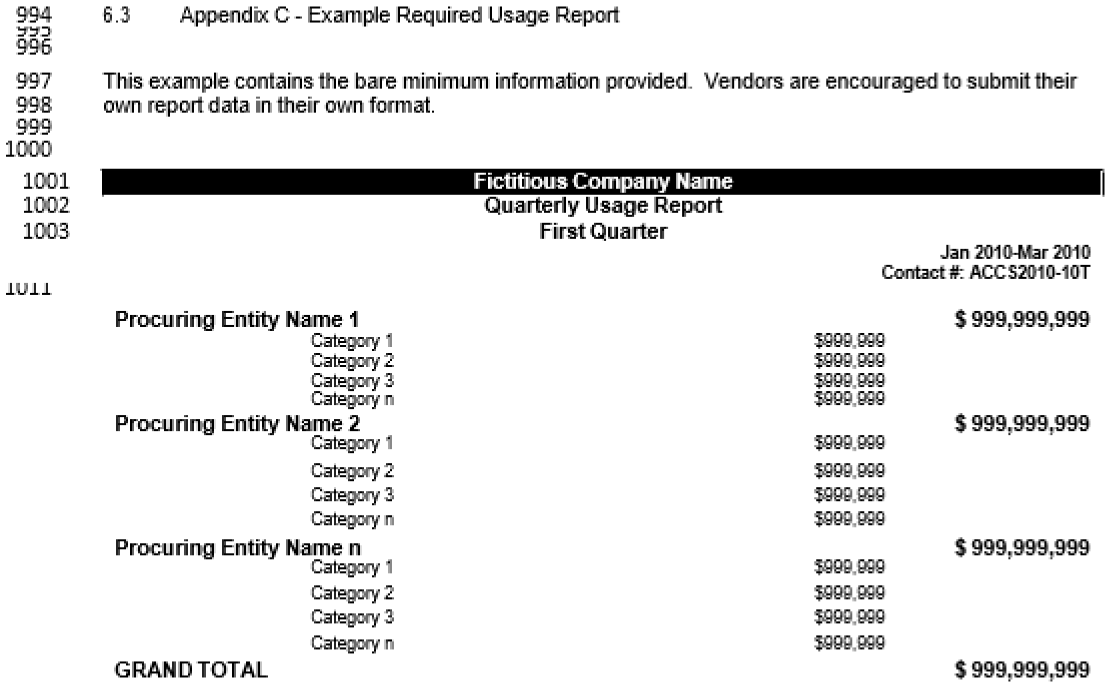
Alabama A & M University, Normal, AL
Alabama Fire College, Tuscaloosa, AL
Alabama State University, Montgomery, AL
Athens State University, Athens, AL
Auburn University-Montgomery, Montgomery, AL
Jacksonville State University, Jacksonville, AL
Troy University, Troy, AL
University of Alabama, Tuscaloosa, AL
University of North Alabama, Florence, AL
University of West Alabama, Livingston, AL

Other Participating Public Institutions K-12

Tuscaloosa County School System

6.2 Appendix B - Example Map


My Company Locations
Huntsville (4 techs)
Decatur (2 techs)
Gadsden (3 techs)
Birmingham (7 techs)
Montgomery (3 techs)
Selma (2 techs)
Mobile (5 techs)
Dothan (2 techs)
◆ Corporate Headquarters
▲ Manufacturing/Distribution Center
⬟ Retail Store with Service Center
● Service Center



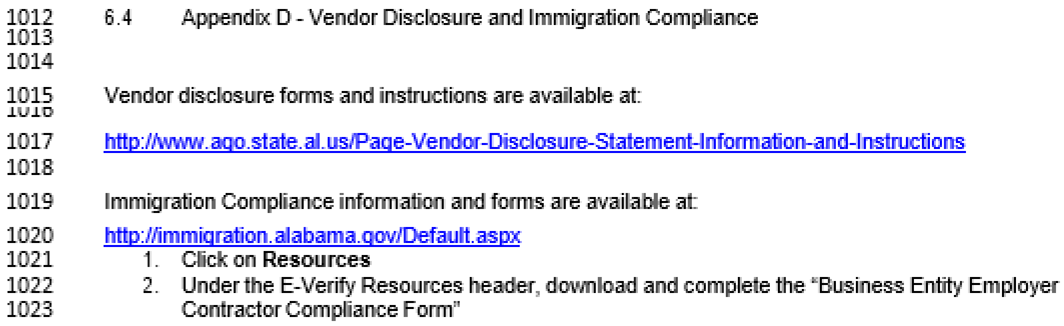
6.3 Appendix C - Example Required Usage Report

This example contains the bare minimum information provided. Vendors are encouraged to submit their own report data in their own format.

Fictitious Company Name
Quarterly Usage Report
First Quarter

Jan 2010-Mar 2010
Contact #: ACCS2010-10T

Procuring Entity Name 1			**$ 999,999,999**
	Category 1	$999,999	
	Category 2	$999,999	
	Category 3	$999,999	
	Category n	$999,999	
Procuring Entity Name 2			**$ 999,999,999**
	Category 1	$999,999	
	Category 2	$999,999	
	Category 3	$999,999	
	Category n	$999,999	
Procuring Entity Name n			**$ 999,999,999**
	Category 1	$999,999	
	Category 2	$999,999	
	Category 3	$999,999	
	Category n	$999,999	
GRAND TOTAL			**$ 999,999,999**



6.4 Appendix D - Vendor Disclosure and Immigration Compliance

Vendor disclosure forms and instructions are available at:

http://www.ago.state.al.us/Page-Vendor-Disclosure-Statement-Information-and-Instructions

Immigration Compliance information and forms are available at:

http://immigration.alabama.gov/Default.aspx

1. Click on **Resources**
2. Under the E-Verify Resources header, download and complete the “Business Entity Employer Contractor Compliance Form”

6.5 Appendix E - Evaluation Submission form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to JPA-Notification@accs.edu.

Vendor Name: Berney Office Solutions Updated: February 11, 2019

JPA Website Address: www.berney.com/accs

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	Doug Singleton	334-271-4750 Ext: 4009	Doug.Singleton@Berney.com
Sr. Account/Sales Manager(s) (by region if necessary)	David Washington Matt Fulmer	251-660-0710 Ext: 4603 256-883-8700 Ext: 8808	David.Washington@Berney.com Matt.Fulmer@Berney.com
Account/Sales Manager(s) (by region if necessary)	Don DeWeese	205-663-9991Ext: 4704	Don.Deweese@Berney.com
Technical Support	Mark Young	334-271-4750 Ext: 4014	Mark.Young@Berney.com

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

	Document Name	Page Number(s)
Product and Services Delivery Overview	Product and Services Delivery Overview	
Geographic Coverage	Geographic Coverage	
Availability of Technical Support	Availability of Technical Support	
Problem Resolution	Problem Resolution	
Customer Satisfaction	Customer Satisfaction	
Value Added Services	Value Added Services	
Reporting	Reporting	
Electronic Commerce	Electronic Commerce	
Breadth of Offering	Breadth of Offering	
Primary Account Representative	Primary Account Representative	
References	References	
Pricing Level and Guarantee	Pricing Level and Guarantee	

F

Products and Services Delivery Overview

Berney Office Solutions, a Xerox Company (Berney); is the largest provider of office technology and solutions in Alabama and the surrounding areas. We are providing service for over 11,000 MFP/copiers and over 23,000 printers (including label printers).

We have continually provided our customers with effective, proactive solutions to keep them at the leading edge of technology. We provide businesses with complete, customized solutions from network integration and document management systems to digital multifunction copiers, printer service and supplies.

Berney Office Solutions has been serving customers for more than 55 years. Headquartered in Montgomery, we also have local support teams based out of Auburn, Birmingham, Dothan, Huntsville, and Mobile, AL. Berney employs approximately 200 people throughout Alabama and the Florida panhandle.

Berney Office Solutions sells the entire full line of Xerox products, from the desktop printers to the high end production units, with all finishing options. We also offer a wide range of software solutions, as well as Managed Print Services. With today's technology, we integrate these solutions to help customers achieve their document workflow goals. Please see brochures and information included in this proposal.

Summary of Products

- **Xerox** – (hardware) - Printers, Scanners, Copiers and Multi-Function Devices
- **Xerox App Gallery** - Connects workers to Xerox® ConnectKey® devices. Examples include scan and convert paper into the format (MS Word or Excel) you need or translate documents from one language to another. Visit https://appgallery.services.xerox.com for more information.
- **KIP** – (hardware) - Wide Format Scanning, Printing and Copying
- **Software** – From storing/retrieving documents and digital workflow systems, to applications that assist with your print policy, we are helping customers with their document initiatives. Please see attached information, for more details.
- **Managed Print Services** – Berney is a Certified Service Provider for numerous printer brands, including Xerox, HP, Brother, Kyocera and Zebra. Please see attached literature for more information.

G

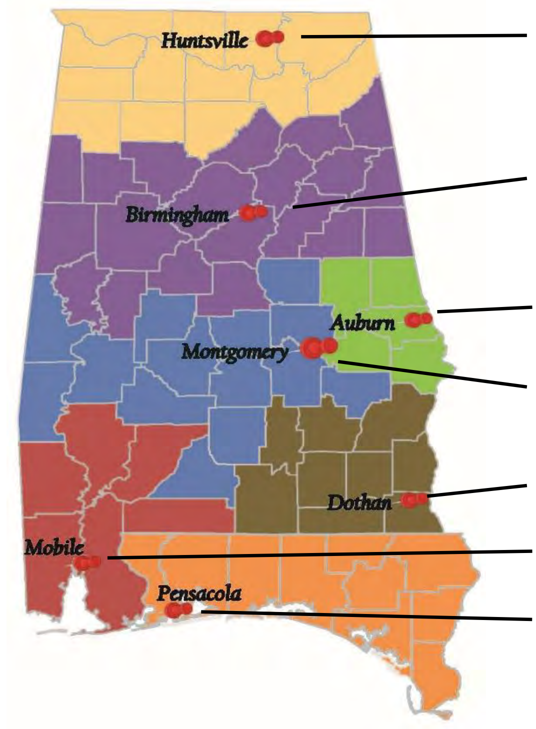
Geographic Coverage

Berney provides service and support in each of the 67 counties in Alabama, with several office locations across the entire state of Alabama. Our staff includes certified trained customer service engineers, local administrative and delivery teams, production specialists, software analysts, managed print specialists, customer service and sales representatives.

Each higher education institution has a single point of contact at Berney locally to assist them with assessing their needs and helping them to determine how we could potentially assist in their document workflow goals. Whether that is acquiring one multi-function device or implementing a campus-wide fleet management solution, our local sales representative will bring the Berney team-members to assist with delivery, set-up, installation and training. Of course, customers have access to our on-site service team.

Each location has local sales and service management, as well as local Customer Service Engineers and Sales Representatives to support local customers. Additionally we have regional Production Specialists, Managed Print Specialists and Software Analysts.

Below is an overview of local sales and service resources across Alabama:



8 Customer Service Engineers | 6 Sales Representatives

11 Customer Service Engineers | 8 Sales Representatives

4 Customer Service Engineers | 4 Sales Representatives

12 Customer Service Engineers | 7 Sales Representatives
Home Office | Customer Care Center | Technical Training Center

3 Customer Service Engineers | 1 Sales Representative

9 Customer Service Engineers | 6 Sales Representatives

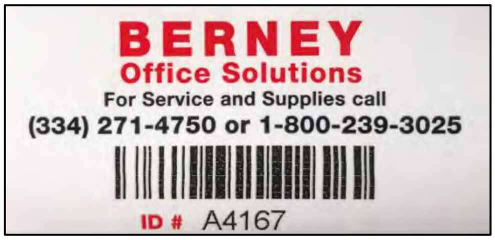
3 Customer Service Engineers | 3 Sales Representatives

H

Availability of Technical Support

Customers can access technical support via 800 telephone number; we also can accept service/technical requests via email or from our website or customer portal.

Each device we service has a unique identification number (ID number) and that is located on a label on each device. Customers provide their ID number and our Customer Care Center can pull the information on that specific device. (Location, address, contact information, service history, etc.)



BERNEY
Office Solutions
For Service and Supplies call
(334) 271-4750 or 1-800-239-3025
ID # A4167

Availability of Technical Support - Customer Care Center

With our in-house in-state Customer Care Center, our staff determines if our Help Desk can assist customers over the network/phone or if we need to dispatch a Customer Service Engineer. Our Customer Care Center is located here in Alabama, where we speak southern! With Customer Service Engineers trained in the field and our Customer Care Center, our customers have the best of both worlds. Each staff member goes through our level one networking training. Each staff member also has instant access to several Xerox web based tools to support customers and Customer Service Engineers across our entire company.

Berney Office Solutions has the unique ability to resolve majority of our many service calls right over the phone via our Help Desk.

- Avg. fix time = 30 minutes
- Call for: MFP, Printers, Network & Fax issues
- Clearing 35 + calls per day
- 8 Trained Customer Care Representatives

BERNEY
Customer Care
- It's an attitude

Availability of Technical Support – On-Site Service

Our Customer Care Center dispatches service calls to Customer Service Engineers, which they receive on their smart phone. This allows us to track the following:

- Time of Service Request
- Time Call is Dispatched to Customer Service Engineer
- Time Customer Service Engineer Arrives at Customer Site
- Time Call is Complete

This allows us to track Response Time, First Call Effectiveness and Total Call Time. Our team of factory trained & certified Customer Service Engineers have Service Vehicles equipped with GPS. This allows us to determine the closest Customer Service Engineer available for each service call. Additionally, each vehicle has an average of **$12,000 of parts and inventory** so we ensure we have what is needed when Customer Service Engineer arrives.

www.berney.com
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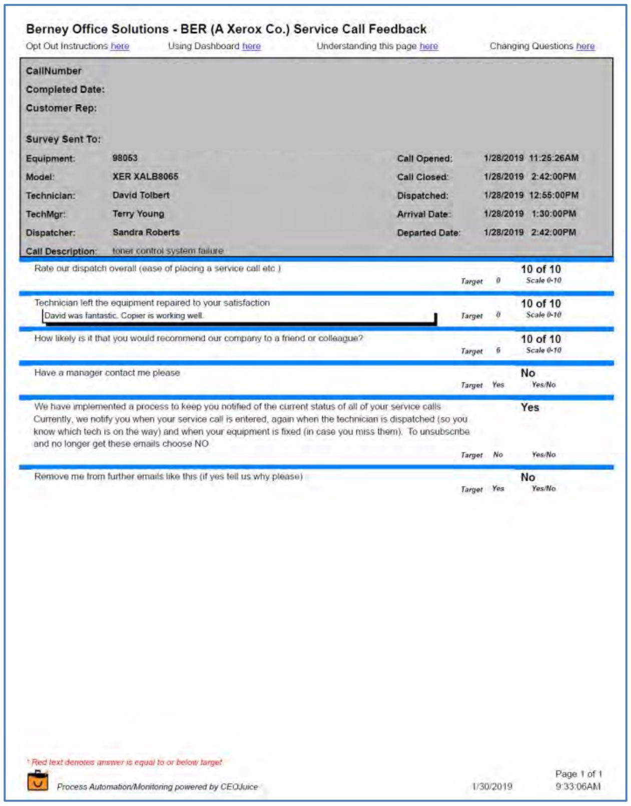
OFFICE SOLUTIONS
A Xerox Company
1-866 9BERNEY

We are tracking every step of the process, and can provide that to each customer via email.

If you would like, you can receive email updates on Customer Service Engineer status, including when they arrive on-site and are completed with call. After the call is complete, you will receive a customer survey to complete. An example of the survey is to the right, with customer name redacted.



Berney Office Solutions - BER (A Xerox Co.) Service Call Feedback

Opt Out Instructions here   Using Dashboard here   Understanding this page here   Changing Questions here

CallNumber
Completed Date:
Customer Rep:

Survey Sent To:

Equipment:	98053	**Call Opened:**	1/28/2019 11:25:26AM
Model:	XER XALB8065	**Call Closed:**	1/28/2019 2:42:00PM
Technician:	David Tolbert	**Dispatched:**	1/28/2019 12:55:00PM
TechMgr:	Terry Young	**Arrival Date:**	1/28/2019 1:30:00PM
Dispatcher:	Sandra Roberts	**Departed Date:**	1/28/2019 2:42:00PM

Call Description: toner control system failure

Rate our dispatch overall (ease of placing a service call etc.)	*Target* *0*	**10 of 10** *Scale 0-10*
Technician left the equipment repaired to your satisfaction David was fantastic. Copier is working well.	*Target* *0*	**10 of 10** *Scale 0-10*
How likely is it that you would recommend our company to a friend or colleague?	*Target* *6*	**10 of 10** *Scale 0-10*
Have a manager contact me please	*Target* *Yes*	**No** *Yes/No*
We have implemented a process to keep you notified of the current status of all of your service calls Currently, we notify you when your service call is entered, again when the technician is dispatched (so you know which tech is on the way) and when your equipment is fixed (in case you miss them). To unsubscribe and no longer get these emails choose NO	*Target* *No*	**Yes** *Yes/No*
Remove me from further emails like this (if yes tell us why please)	*Target* *Yes*	**No** *Yes/No*

** Red text denotes answer is equal to or below target*

Process Automation/Monitoring powered by CEOJuice   1/30/2019   Page 1 of 1
9:33:06AM

Availability of Technical Support – Technical Training

Our staff is trained and certified here at Berney. In addition to the in-house training they each receive on the hardware, they each also receive network connectivity training. With Customer Service Engineers crossed trained on hardware and networking, this allows each Customer Service Engineer to handle majority of their service related calls the first time.

Overview of hands-on class room training:

Session 1: Networking Overview

- Identifying services that have been installed: Scan, Email, Fax, etc.
- Identifying page description languages (PDL) installed (PCL and PostScript)
    - Differences between PCL and PostScript. Identify when each language should be used in specific situations.

Session 2: Getting the MFD Online

- TCI/IP configuration
    - IPV4/IPV6
        - Configure static IP address, or establish DHCP reservation
        - Subnet Mask considerations
        - Configure default gateway
        - Configure DNS
        - Perform PING test from customer's PC to verify network communication

Session 3: Identifying and installing print drivers.

- Identify server and desktop operating systems, applications, and finishing requirements to determine the proper PDL for the environment.
- Download and extract proper print drivers.
- Install print drivers.
- Configure print driver and accessories.

Session 4: Identifying components and settings for network scanning

- Scan to E-mail
    - Evaluate customer's E-mail environment to determine SMTP relay, authentication, and encryption requirements.
    - Configure MFP to properly interface with customer's environment.
    - Create and configure E-mail destinations.
- Scan to Folder
    - Determine scanning protocol (SMB/FTP)
        - Coordinate and configure SMB scan paths and authentication service account credentials with network administrator.
        - Coordinate and configure FTP server location, folder structure, and service account authentication with network administrator.
    - Create and configure folder scan definitions

Session 5: Configuring inbound fax forwarding (as applicable)

- Confirm Fax functionality.
- Create and test Fax Forwarding to E-mail features.

Session 6: Review and practical exams

- Perform setup and configuration exercises.
- Create and save cloning file.

Availability of Technical Support – Certified Trainers

In-House Training – XBS (Xerox Business Systems) sends Customer Service Engineers from all over the country to our corporate headquarters in Montgomery, AL for training. We have two (2) certified trainers in-house that provide instruction on Multi-Function Product (MFP), Production, Wide Format, Laser Printer repair and technical support. This staff also is available to help in-field training.

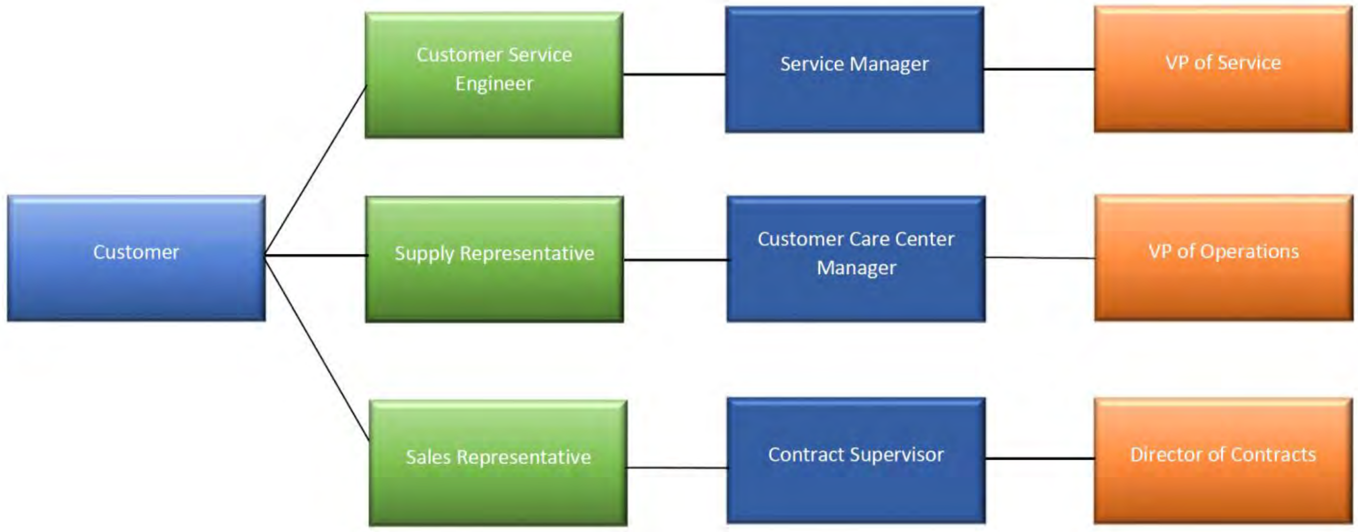
Authorized Dealer

XEROX
Authorized Dealer

[redacted]

Problem Resolution

If a problem should arise, we use the proven Three Tiered Process, to satisfy our customer's concerns. If resolution is not achieved with our first level of customer service, the problem will quickly escalate to the appropriate manager/supervisor. This applies to all Berney Office Solutions Offices. If need to, it will escalate to the VP of the appropriate division.


Customer
Customer Service Engineer
Supply Representative
Sales Representative
Service Manager
Customer Care Center Manager
Contract Supervisor
VP of Service
VP of Operations
Director of Contracts

ACCS and its participants will be given the appropriate phone numbers and e-mail addresses for their service, equipment and solutions, first and second level of contacts. Doug Singleton will be the main point of contact for the contract.

J

Customer Satisfaction – Net Promoter Score

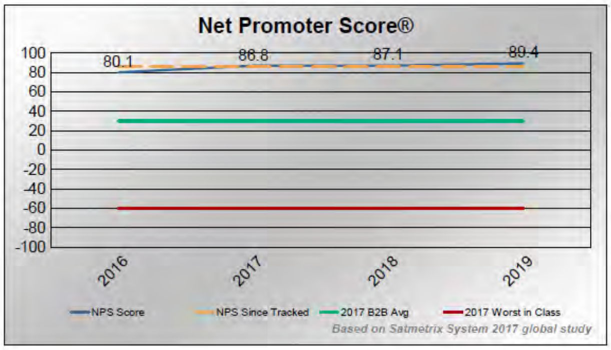
Berney Office Solutions started utilizing Net Promoter Score (NPS) approximately three (3) years ago to measure customer satisfaction. After each service call state-wide, customers are offered an opportunity to respond to an online survey. (Provided customer has opted to provide us their email address to participate in program.)

To the right you will see a comparison of our Berney Net Promoter Score since we began the program. As you can see, we have improved every year in the program.

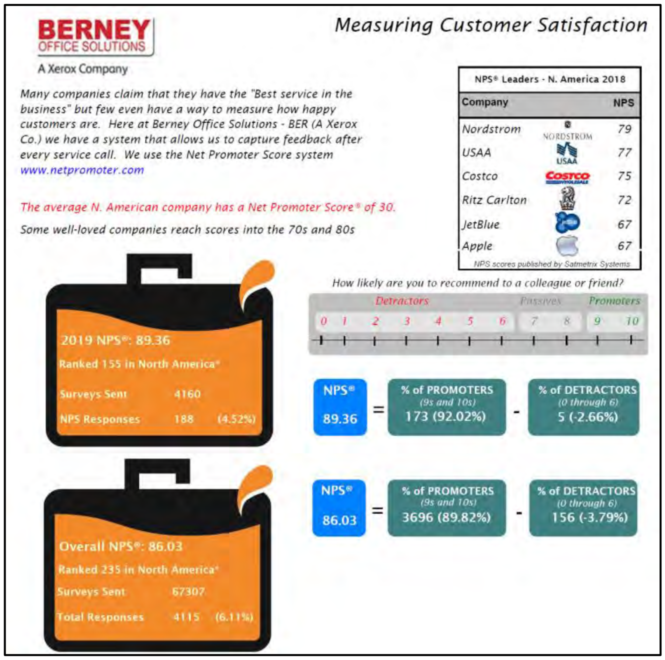
Below you will find an overview of our most NPS **(89.36)** with 92.02% of those surveyed identifying as Berney Promoters. This is compared to other companies like Nordstrom **(79)** and Costco **(75)**. Our VP of Service distributes this information internally every month, and management receives the survey details weekly.

Not only does this give us an objective analysis of Customer Satisfaction, it also gives customer a real-time way to grade our performance and give us feedback. We include these results for each client, in our Quarterly Account Reviews with each account.

The Net Promoter Score (NPS), is a straightforward loyalty metric that holds companies and employees accountable for how they treat customers. It allows for customer feedback, which is used in on-going training, opening doors to customer centric change and improved performance.



Based on Satmetrix System 2017 global study



BERNEY OFFICE SOLUTIONS
A Xerox Company

Measuring Customer Satisfaction

Many companies claim that they have the "Best service in the business" but few even have a way to measure how happy customers are. Here at Berney Office Solutions - BER (A Xerox Co.) we have a system that allows us to capture feedback after every service call. We use the Net Promoter Score system www.netpromoter.com

The average N. American company has a Net Promoter Score® of 30.

Some well-loved companies reach scores into the 70s and 80s

NPS® Leaders - N. America 2018	
Company	NPS
Nordstrom	79
USAA	77
Costco	75
Ritz Carlton	72
JetBlue	67
Apple	67

NPS scores published by Satmetrix Systems

How likely are you to recommend to a colleague or friend?

Detractors 0 1 2 3 4 5 6 | Passives 7 8 | Promoters 9 10

2019 NPS®: 89.36
Ranked 155 in North America*
Surveys Sent 4160
NPS Responses 188 (4.52%)

NPS® 89.36 = % of PROMOTERS (9s and 10s) 173 (92.02%) - % of DETRACTORS (0 through 6) 5 (-2.66%)

Overall NPS®: 86.03
Ranked 235 in North America*
Surveys Sent 67307
Total Responses 4115 (6.11%)

NPS® 86.03 = % of PROMOTERS (9s and 10s) 3696 (89.82%) - % of DETRACTORS (0 through 6) 156 (-3.79%)

Customer Satisfaction – Customer Guarantee

GUARANTEED RESPONSE TIME*

We guarantee an average response time of 4 hours for an on-site Customer Service Engineer regardless of which brand of equipment you use. Also, we guarantee an average response time of 30 minutes from our Help Desk for applicable calls.   While many of our competitors send a first responder to meet service time guarantees, we send a certified trained Customer Service Engineer with parts to get your system back up and performing to your satisfaction.

UPTIME PERFORMANCE GUARANTEE*

We will provide you with a 96% quarterly uptime average, excluding time spent performing routine maintenance and connectivity response calls, regardless of which brand of equipment you use.

PERFORMANCE COMMITMENT*

We will provide temporary loaner equipment for any equipment that fails to operate in accordance with the manufacturers' specifications. In the unlikely event that we are unable to repair such equipment, we will replace it with equipment of equal or greater functionality.

UPGRADE GUARANTEE*

We will work together with you in the event that you wish to add, exchange, or upgrade technology to ensure that you have the appropriate solutions to address your future business needs.

* Applies to equipment covered under the Berney Full Service Maintenance Agreement as outlined in the terms and conditions of the agreement.

Ben Blankenship

Ben Blankenship
President
Berney Office Solutions

K

Value Added Services

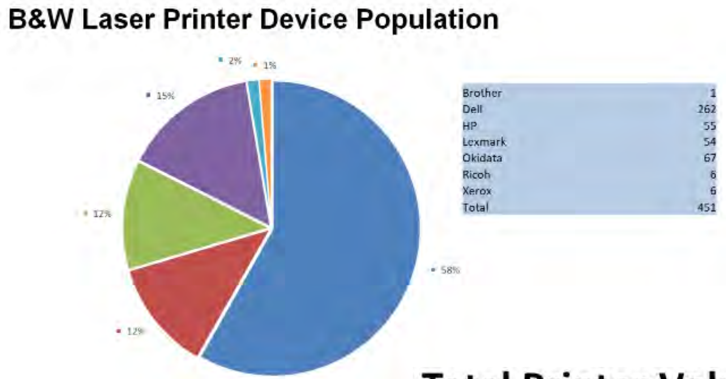
Berney Office Solutions provides the following Value Added Services to our Customers:

- **360° App and Assessment**
- **Automated Supply Management**
- **Customer Portal**
- **Recycling**

Value Added Services – 360° App and Assessment

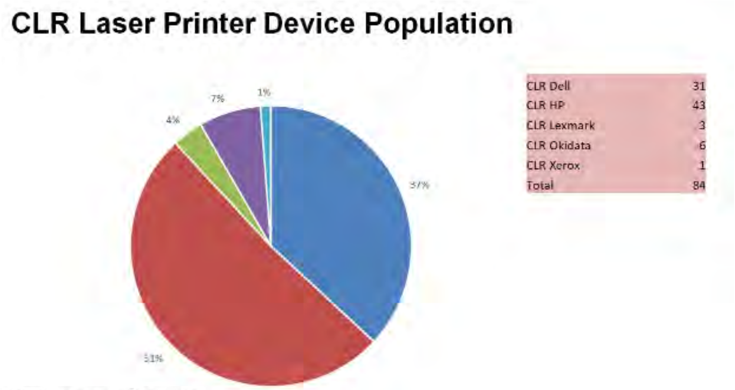
The Berney 360° App is a non-invasive application that resides on a host inside the customer network and automatically creates a snapshot of all networked printing devices. The Berney 360° App will use SNMP v1, v2, or v3 to audit up to 20 IP addresses at a time, reporting back fleet information. The data collected is used to track volume and usage trends to create utilization reports. This tool allows us to be proactive in our response time and fleet management efforts.

Examples of Reports:



B&W Laser Printer Device Population

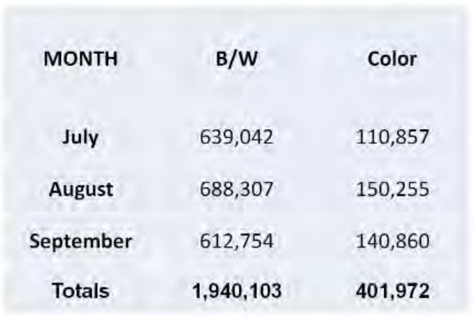
Brother	1
Dell	262
HP	55
Lexmark	54
Okidata	67
Ricoh	6
Xerox	6
Total	451



CLR Laser Printer Device Population

CLR Dell	31
CLR HP	43
CLR Lexmark	3
CLR Okidata	6
CLR Xerox	1
Total	84

Total Printer Volume Overview



MONTH	B/W	Color
July	639,042	110,857
August	688,307	150,255
September	612,754	140,860
Totals	**1,940,103**	**401,972**

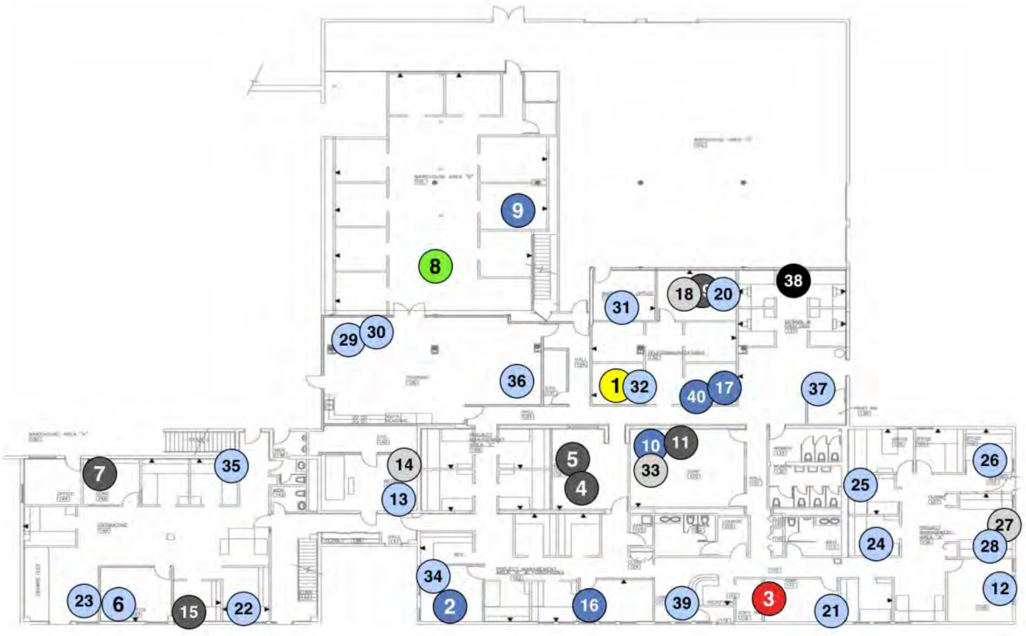
We can integrate this as part of our assessment to verify your technology infrastructure and allows you to understand true cost breakdown and usage patterns.

The Berney 360° App is powered by FMA, and allows for proactive management of your output devices across manufacturers throughout your entire enterprise. This also provides options for proactive supply alerts (depending on network environment); automates and simplifies meter reading activities, reducing manual intervention and delivering accurate results. Encrypted usage data is then sent directly to a secure server at predetermined intervals.

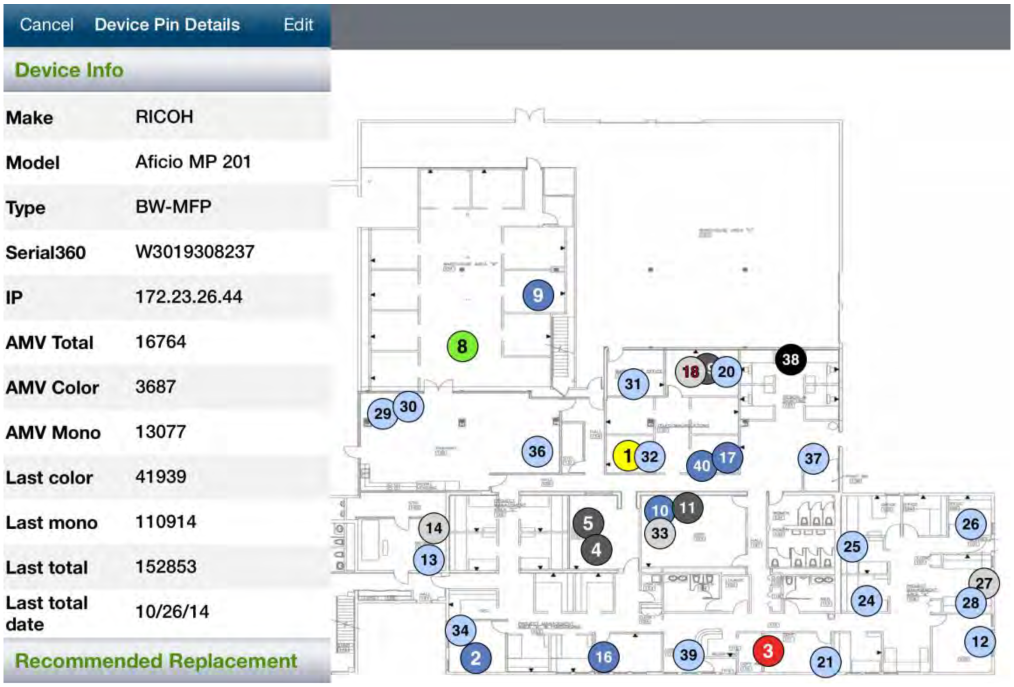
Berney 360° App reports are available upon request and part of our Account Review Program. These reports include actual device information such as manufacturer, model, serial number, page counts and current supply levels.

Value Added Services – 360 Mapping App

Once our Berney 360° App is on network, we can couple the volume information from our Assessment to create a graphical view of where output devices are located throughout the organization. This allows for our customer ot have have a much better understanding of workflows and periphal usage patterns. This is very helpful with initiatives of consolidatation or right-sizing output fleets. Examples are as follows:



The pins are color coded, based on type of device. When you “click” on pin, you get detailed information, included IP Address, Serial Number, Average Volumes and Photo.


Cancel
Device Pin Details
Edit

Device Info

Make	RICOH
Model	Aficio MP 201
Type	BW-MFP
Serial360	W3019308237
IP	172.23.26.44
AMV Total	16764
AMV Color	3687
AMV Mono	13077
Last color	41939
Last mono	110914
Last total	152853
Last total date	10/26/14

Recommended Replacement

9
8
38
18
20
31
29
30
36
1
32
40
17
37
10
11
5
14
33
26
4
25
13
27
24
28
34
2
16
39
3
21
12

Value Added Services – Automated Supply Management

Depending on customer network enviornment, Berney can provide Automated Supply Management. Working with our Berney 360°, we get proactive email alerts available to networked units when toner gets low. For example, color devices use four (4) toners – Cyan, Magenta, Yellow and Black (CMYK); our Customer Care team is notified if any reach 20% remaining. We then will contact the customer location/department to send them a replacement cartiridge (included in our Service Agreement).

The reduces downtime, and avoids customers “running out” of toner. This provides Next Day Toner Delivery.

Value Added Services - Local and Statewide Warehouses

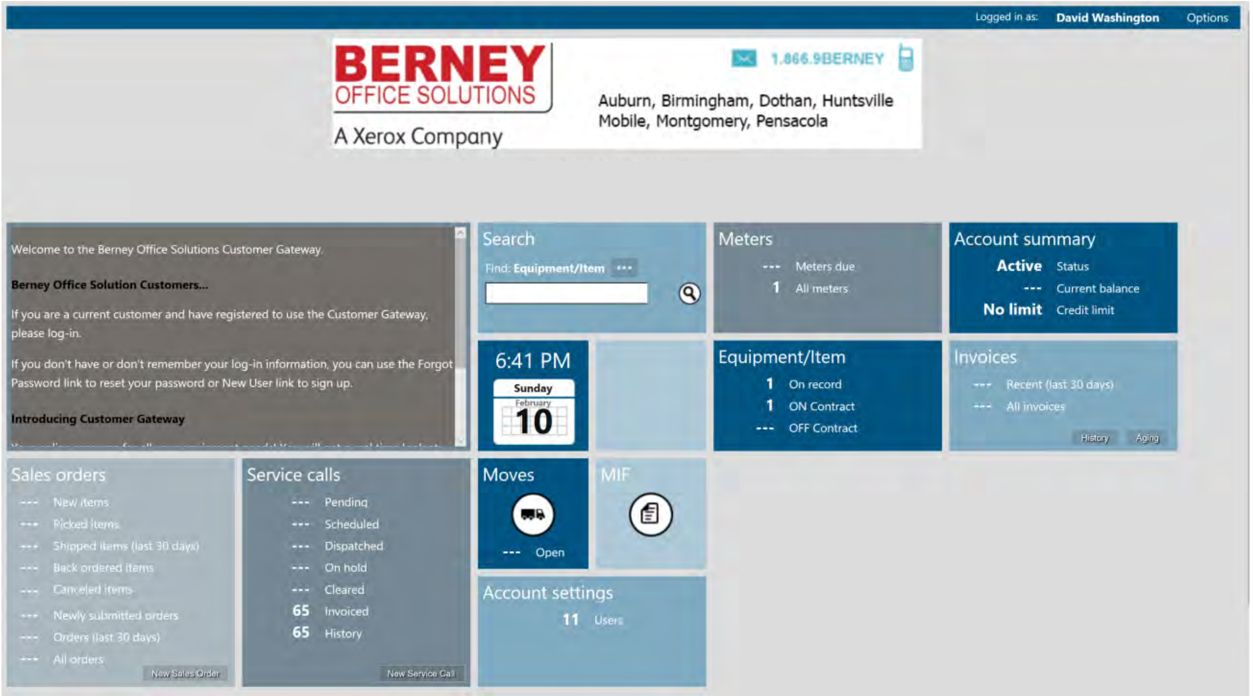
$ 3.5+ Million Dollars in Parts and Supplies on-hand at all times

Value Added Services – Customer Portal

The Berney Customer Portal is your online resource for your equipment needs. Provides 24/7 access to equipment and account information, real time look at:

- Service Calls
- Equipment Details
- Meter Readings
- Supply Orders
- Billing Information

This is laid out in Tile format with each tile showing an overview of each area of the portal. By clicking on the text labels within a tile you can view the details of that area.



Logged in as: **David Washington** Options

BERNEY OFFICE SOLUTIONS
A Xerox Company
1.866.9BERNEY
Auburn, Birmingham, Dothan, Huntsville
Mobile, Montgomery, Pensacola

Welcome to the Berney Office Solutions Customer Gateway.

Berney Office Solution Customers...

If you are a current customer and have registered to use the Customer Gateway, please log-in.

If you don't have or don't remember your log-in information, you can use the Forgot Password link to reset your password or New User link to sign up.

Introducing Customer Gateway

Search
Find: **Equipment/Item** ---

Meters
--- Meters due
1 All meters

Account summary
Active Status
--- Current balance
No limit Credit limit

6:41 PM
Sunday
February
10

Equipment/Item
1 On record
1 ON Contract
--- OFF Contract

Invoices
--- Recent (last 30 days)
--- All invoices

Sales orders
--- New items
--- Picked items
--- Shipped items (last 30 days)
--- Back ordered items
--- Canceled items
--- Newly submitted orders
--- Orders (last 30 days)
--- All orders

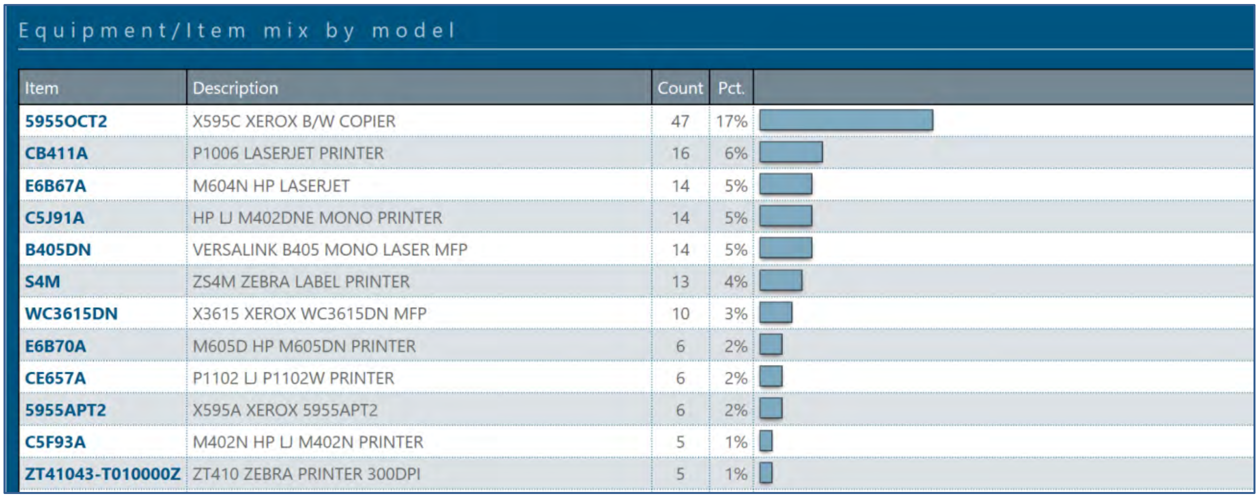
Service calls
--- Pending
--- Scheduled
--- Dispatched
--- On hold
--- Cleared
65 Invoiced
65 History

Moves
--- Open

Account settings
11 Users

- **Search Tile** -- Use the Search tile to search your account by for information by Type, such as Equipment, Invoice, Order or Service call.
- **Meters Tile** -- The meters tile shows you what machines have meter readings due now for billing and clicking on the Meters Due label will allow you to enter those readings. This tile also shows all meters for machines that that are under contract, or have been under contract for historical purposes.

- **Equipment/Item Tile** -- The Equipment/Item tile shows you what equipment we have on record, current and historical, as well as how many of those machines are currently On Contract and how many are not under contract. You can click the label to find out more detail.
- **Account Summary and Invoices Tile** -- These two tiles will show you if your account has any outstanding invoices to be paid, the amount and summary of the invoice type. If you have a balance on the Account Summary you will also be able to pay you invoices using a credit card right in the portal.
- **Sales Orders Tile** -- The Sales Orders Tile will show you any New, Pending, Shipped orders for equipment or supplies, as well as a history of orders. You can click on any of the labels to drill down and see more detail about the orders.
- **Service Calls Tile** -- The Service Calls tile will show you any Pending, Scheduled, Dispatched or On Hold service calls on your equipment as well as a history of service calls. You can click each label to see a list of service calls and click the service call number to see the details of that call such as the date/times of when a tech was dispatch, arrived, completed or had to place the call on hold for parts and reschedule. You also see who the Customer Service Engineer is as well as the resolution to the call. On this tile you will also be able to place a New Service Call. You will be able to select an existing machine in our system, or enter a description, model, serial of a machine that is not in our system.



Equipment/Item mix by model

Item	Description	Count	Pct.
5955OCT2	X595C XEROX B/W COPIER	47	17%
CB411A	P1006 LASERJET PRINTER	16	6%
E6B67A	M604N HP LASERJET	14	5%
C5J91A	HP LJ M402DNE MONO PRINTER	14	5%
B405DN	VERSALINK B405 MONO LASER MFP	14	5%
S4M	ZS4M ZEBRA LABEL PRINTER	13	4%
WC3615DN	X3615 XEROX WC3615DN MFP	10	3%
E6B70A	M605D HP M605DN PRINTER	6	2%
CE657A	P1102 LJ P1102W PRINTER	6	2%
5955APT2	X595A XEROX 5955APT2	6	2%
C5F93A	M402N HP LJ M402N PRINTER	5	1%
ZT41043-T010000Z	ZT410 ZEBRA PRINTER 300DPI	5	1%

Value Added Services – Sustainability Initiative & Recycling

Berney is working in conjunction with many colleges and higher education institutions throughout Alabama to assist them with their Sustainability Initiatives. Typically, most organizations have recycling in place for paper, plastic, aluminum, etc. Our program is focused on recycling print cartridges and other consumable items associated with MFP and laser printers. The program is very flexible, and we can customize based on the type of fleet and customer goals. Below is overview of options, which can be deployed individually, or together. The best part is there is ZERO charge to the customer to participate in any of these programs!

Xerox Green World Alliance
Recycle used toner cartridges and supplies—free.

- **Xerox Green World Alliance Options – Xerox Supply Items**
    1. Individual Returns
        - On Xerox web site, select an item by model or reorder number
        - Return items via UPS
        - Xerox pays return shipping for items on our Take Back list and all recycling costs
    2. Eco Box returns for over 4 items
        - Order a kit of three boxes and bags—ships at no charge to you
        - Fill box with used supplies, seal and ship via UPS
        - Xerox pays for return shipping and all recycling costs
    3. Pallet returns for over 30 items
        - Consolidate items on your own pallet
        - Complete bill of lading and schedule pickup with Ryder Logistics
        - Xerox pays for return shipping and all recycling costs

- **Berney Office Solutions Options (for laser printer and non-Xerox supply items)**
    1. Individual Returns
        - The majority of toner cartridges arrive in boxes with pre-paid UPS shipping labels
            - For those without label included, please use Bulk Return method below
        - Customers can repackage used toner cartridges and attach shipping label
        - Call UPS to pick up
        - No charge to customer to return used cartridge
    2. Bulk Returns
        - Order box—ships at no charge to you
        - Fill box with used supplies, seal and ship via UPS
        - Berney Office Solutions pays for return shipping and all recycling costs

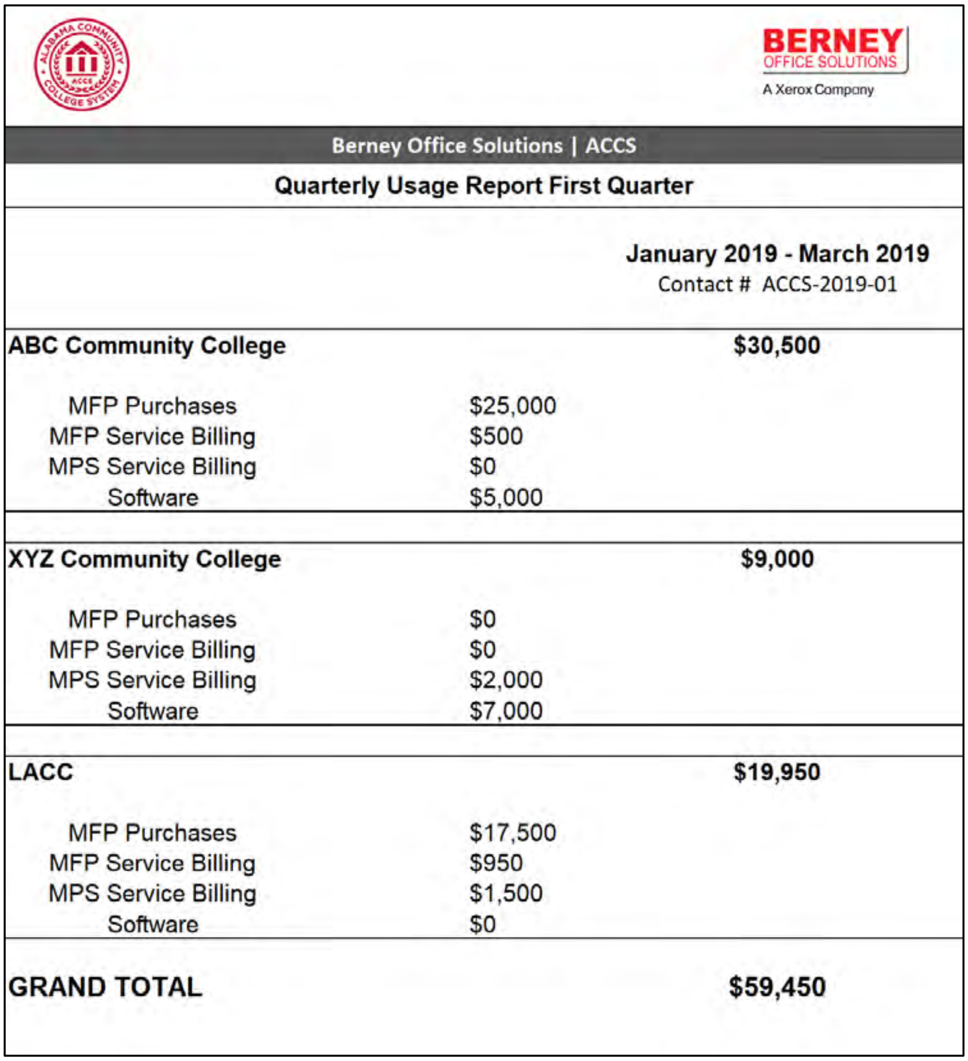
L

Reporting – Berney Office Solutions

Berney Office Solutions will provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this Request for Bid. Quarterly reports will be submitted to The System Office to JPA-Notification@accs.edu. Berney will submit an electronic PDF file.

Berney will collect the information state-wide, compile and forward to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. We plan to count quarters from the calendar (i.e., the end of March will be the end of the first quarter).

We are committed to this requirement, please see sample report below:



Berney Office Solutions | ACCS

Quarterly Usage Report First Quarter

January 2019 - March 2019
Contact # ACCS-2019-01

ABC Community College		**$30,500**
MFP Purchases	$25,000	
MFP Service Billing	$500	
MPS Service Billing	$0	
Software	$5,000	
XYZ Community College		**$9,000**
MFP Purchases	$0	
MFP Service Billing	$0	
MPS Service Billing	$2,000	
Software	$7,000	
LACC		**$19,950**
MFP Purchases	$17,500	
MFP Service Billing	$950	
MPS Service Billing	$1,500	
Software	$0	
GRAND TOTAL		**$59,450**

Measurement of Service Level Agreement metrics and open communication are important to any vendor/customer relationship. We strive to provide meaningful reports in several ways to allow ACCS Institutions and its Participants visibility into our Service Metrics, Utilization Rates and provide trend information.

- **Daily (or anytime) 24/7** – ACCS Institutions and its Participants, can view data via their unique Berney Web Portal. (Additional Portal details are provided in the **Value Added Services – Customer Portal** Section of our response)

- **Monthly Review** – A monthly report will provide view data (usage, # of service calls, average response times) and review any open items. This will be provided by On-Site Manager and Service Manager.

- **Quarterly Review** – Berney will meet with ACCS Institutions and its Participants, point-of-contact to review trends, SLAs, utilization reports, supply usage, service metrics (# of calls, average response time, total repair time, First Call effectiveness).

As part of the solution, Berney Office Solutions will provide secure web-based portal views of real time fleet data and metrics, in addition to traditional reporting during our regular communication meetings (and ad hoc reports as needed). Secure Web-based Portal

This tool is available to ACCS Institutions and its Participants are as follows:
- **Berney Portal**

Provide exceptional service by the ACCS institution the ability to manage their equipment on the web. With e-info™ web portal, customers can order supplies and check order status, initiate service request, monitor account information, view account summary, and input meter readings. This web based portal, gives real time access to all equipment under the SOW. With a secure login, ACCS Institutions and its Participants, will have the ability to access fleet data such as:

● Install Date ● Location ● ID Number ● Avg Volumes ● Fleet Install Mix ● Open Invoices

● Service Call History ● Open Service Calls ● Pending Supply Orders ● Make/Model ● Serial Number

Examples of reports and charts:

B&W Volume Trends	
Description	Quantity
Quarter 1: December – February	831,729
Quarter 2: March – May	1,249,156
Quarter 3: June – August	1,216,495
Total	3,297,380

Color Volume Trends	
Description	Quantity
Quarter 1: December – February	4,414
Quarter 2: March – May	6,655
Quarter 3: June – August	5,319
Total	16,388

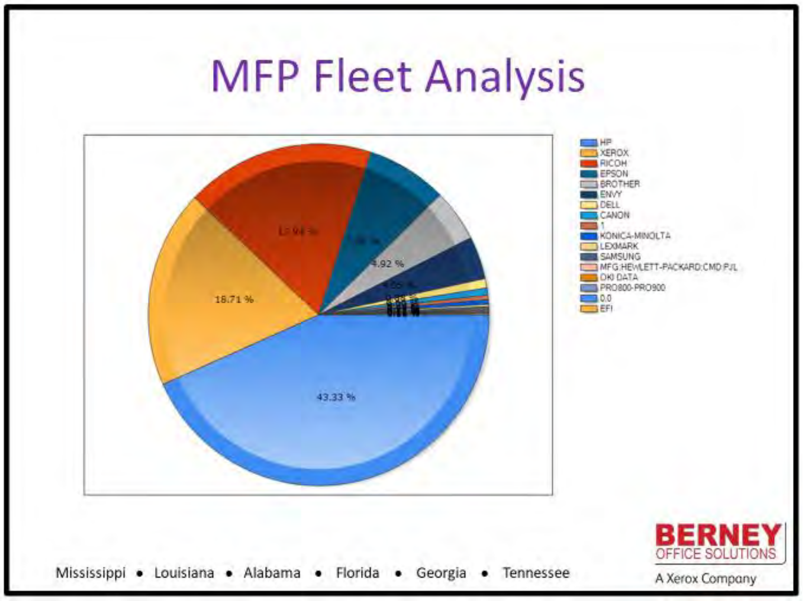
Based on Scope of Work requirements, Berney Office Solutions utilizes other SNMP-based tools to capture data for reporting and fleet management. Data collected is presented to our customers during monthly and quarterly reviews to ensure that Berney properly understands and responds to the needs of each customer. Each quarterly review will be comprised of any and all data requested by ACCS Institutions and its Participants, as well as any data necessary for special projects, implementations, migrations, workflow strategies and new initiatives. The Suite of tools to support this effort may include:

- **CentreWare Web**
    - An onsite fleet management tool which provides the ability to automatically find and manage printers & multifunction devices in the enterprise. Supporting both Xerox and non-Xerox devices, CentreWare Web easily and securely discovers SNMP devices on multiple subnets in one automated step. Administrators can run scheduled discoveries for ongoing visibility or import a list of devices to be added to CentreWare Web. Administration wizards make it easy to manage configurations centrally. Firmware upgrades can automatically be configured to be run on specific groups of devices, during low network traffic hours and receive confirmations once upgrades are configured. The tool can send email alerts warning of low consumable levels and device errors such as fuser or drum malfunctions. This means fewer help desk calls and increased productivity!

Reporting – Berney Office Solutions – Quarterly Business Review

Berney Office Solutions is committed to Quarterly Business Review (QBR) process and prefers to meet customers every 3 months to review. This meeting serves as a strategic planning session to review status of key goals and initiatives and also opportunity to review trends, SLAs, utilization reports, supply usage, service metrics (# of calls, average response time, total repair time, First Call effectiveness, etc).

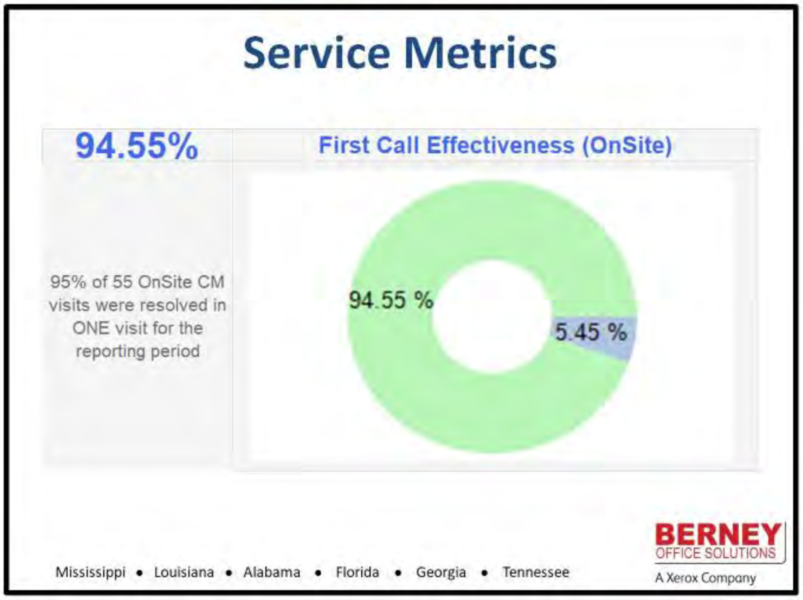
Below are examples of content from customer reviews, we have redacted or removed customer name.



MFP Fleet Analysis

Mississippi • Louisiana • Alabama • Florida • Georgia • Tennessee

BERNEY OFFICE SOLUTIONS A Xerox Company



Service Metrics

94.55%

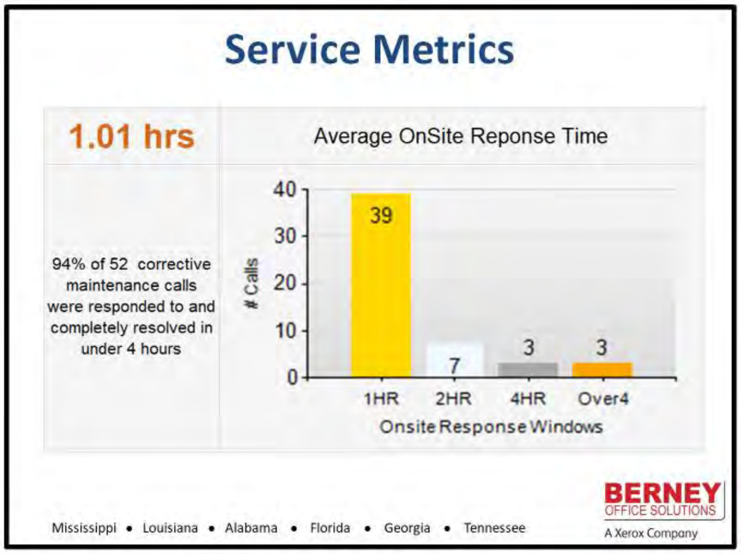
First Call Effectiveness (OnSite)

95% of 55 OnSite CM visits were resolved in ONE visit for the reporting period

Mississippi • Louisiana • Alabama • Florida • Georgia • Tennessee

BERNEY OFFICE SOLUTIONS A Xerox Company

Reporting – Berney Office Solutions – Quarterly Business Review



Service Metrics

1.01 hrs

Average OnSite Reponse Time

94% of 52 corrective maintenance calls were responded to and completely resolved in under 4 hours

Mississippi • Louisiana • Alabama • Florida • Georgia • Tennessee

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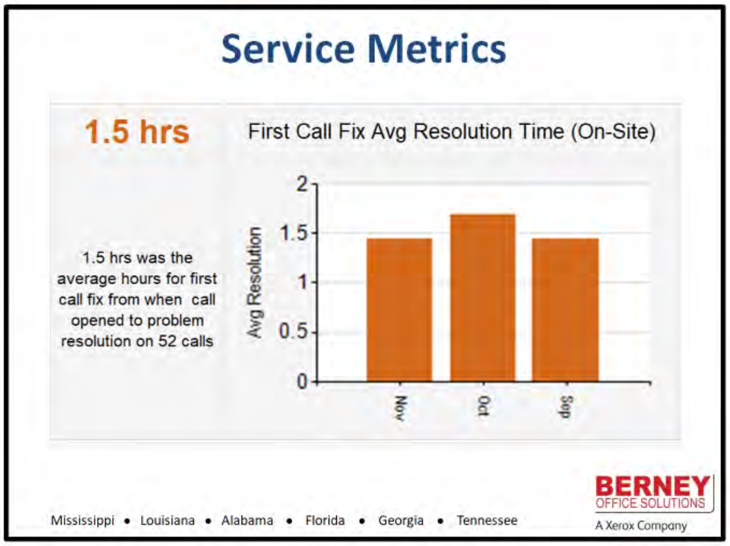
A Xerox Company



Service Metrics

1.5 hrs

First Call Fix Avg Resolution Time (On-Site)

1.5 hrs was the average hours for first call fix from when call opened to problem resolution on 52 calls

Mississippi • Louisiana • Alabama • Florida • Georgia • Tennessee

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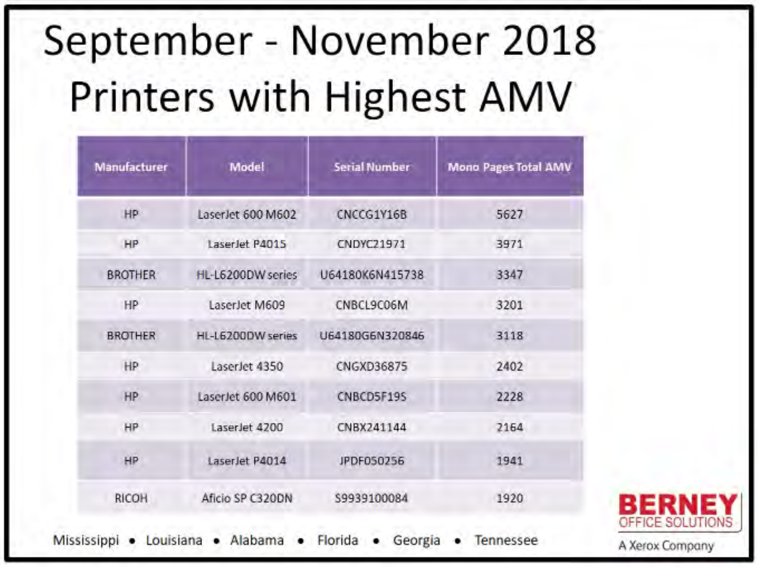

September - November 2018 Printers with Highest AMV

Manufacturer	Model	Serial Number	Mono Pages Total AMV
HP	LaserJet 600 M602	CNCCG1Y16B	5627
HP	LaserJet P4015	CNDYC21971	3971
BROTHER	HL-L6200DW series	U64180K6N415738	3347
HP	LaserJet M609	CNBCL9C06M	3201
BROTHER	HL-L6200DW series	U64180G6N320846	3118
HP	LaserJet 4350	CNGXD36875	2402
HP	LaserJet 600 M601	CNBCD5F19S	2228
HP	LaserJet 4200	CNBX241144	2164
HP	LaserJet P4014	JPDF050256	1941
RICOH	Aficio SP C320DN	S9939100084	1920

Mississippi • Louisiana • Alabama • Florida • Georgia • Tennessee

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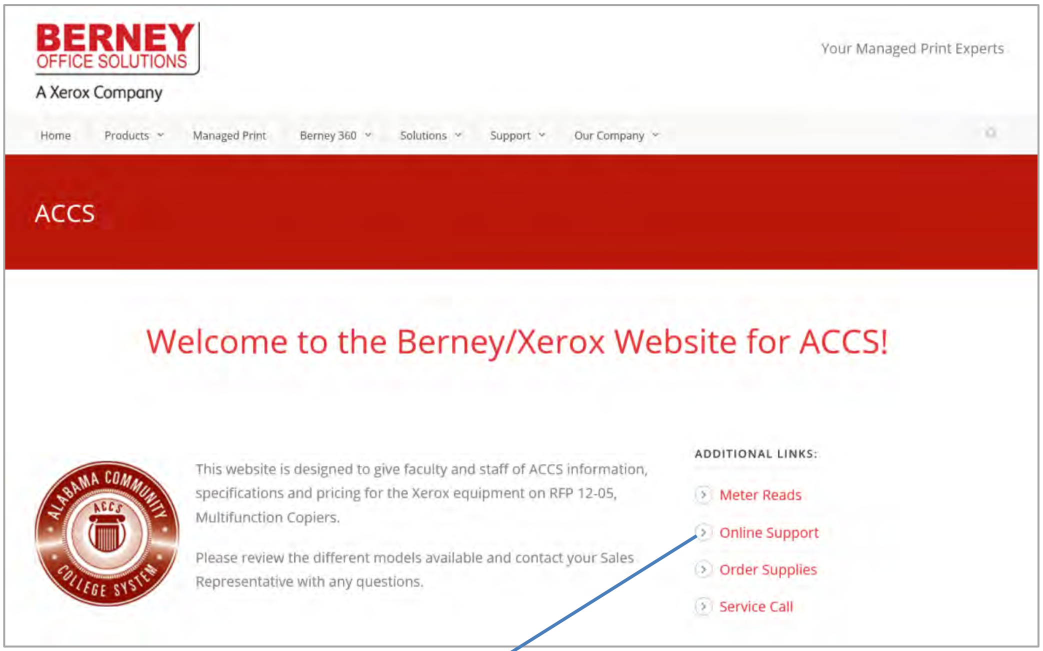
M

Electronic Commerce

Please see below examples of an internet website that will provide Equipment and Services Schedule (ESS). Berney Office Solutions will keep the schedule current and correct on a password protected web page.

Links on the site will provide access to account management resources such as service call placement, supplies ordering, and online support. The Online Support link will provide access to the Xerox Customer Support Forum, and helpful videos on equipment purchased.


BERNEY OFFICE SOLUTIONS
A Xerox Company
Your Managed Print Experts
Home
Products
Managed Print
Berney 360
Solutions
Support
Our Company

ACCS

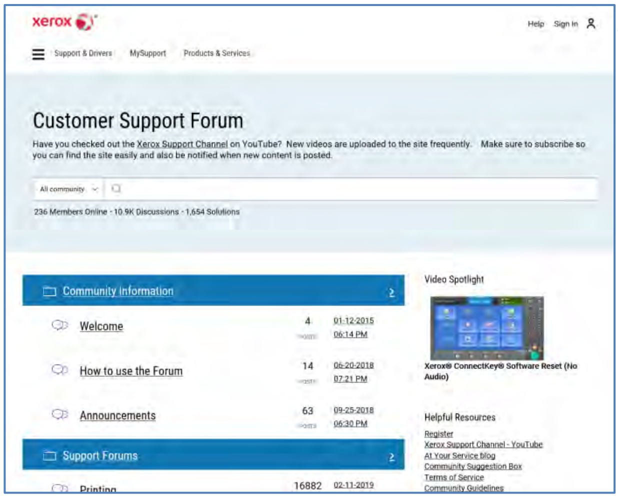
Welcome to the Berney/Xerox Website for ACCS!

This website is designed to give faculty and staff of ACCS information, specifications and pricing for the Xerox equipment on RFP 12-05, Multifunction Copiers.

Please review the different models available and contact your Sales Representative with any questions.

ADDITIONAL LINKS:

- Meter Reads
- Online Support
- Order Supplies
- Service Call


xerox
Help
Sign In
Support & Drivers
MySupport
Products & Services
All community

Customer Support Forum

Have you checked out the Xerox Support Channel on YouTube? New videos are uploaded to the site frequently. Make sure to subscribe so you can find the site easily and also be notified when new content is posted.

236 Members Online - 10.9K Discussions - 1,654 Solutions

Community Information

Welcome	4 posts	01-12-2015 06:14 PM
How to use the Forum	14 posts	06-20-2018 07:21 PM
Announcements	63 posts	09-25-2018 06:30 PM

Support Forums

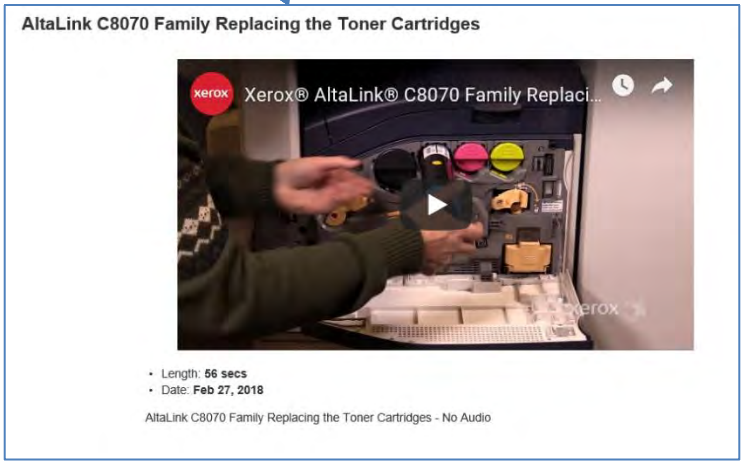
Printing	16882	02-11-2019

Video Spotlight

Xerox® ConnectKey® Software Reset (No Audio)

Helpful Resources

- Register
- Xerox Support Channel - YouTube
- At Your Service blog
- Community Suggestion Box
- Terms of Service
- Community Guidelines


xerox
Xerox® AltaLink® C8070 Family Replaci...
xerox

AltaLink C8070 Family Replacing the Toner Cartridges

- Length: 56 secs
- Date: Feb 27, 2018

AltaLink C8070 Family Replacing the Toner Cartridges - No Audio

N

Breadth of Offering

Xerox Multi-Function Products (MFPs) – No matter which Xerox multifunction printer (MFP) / all-in-one laser printer you choose, you'll get easy-to-use interfaces, reliable paper handling, advanced security and sophisticated tools for controlling costs. Turn your multifunction laser printer into a smart workplace assistant with WiFi connectivity, mobile printing, tablet-like touchscreens and cloud-connected apps. Please see attached brochures.

Managed Print Services – Berney Office Solutions helps higher education customers manage and control printing costs. Starts with identifying the size and quantity of your printer fleet. Based on our findings, and your goals, we can co-author a plan that covers both service and supplies of your printers, relieving IT personnel to manage networks, instead of being a printer repair person. See attached references.

Wide Format Scanners/Printers/Copiers – Full line of KIP Wide Format printers/scanners and copiers. Whether a one roll or multi-roll system is required, we have them with all the features and software that makes KIP an industry favorite.

Software – Berney offers several software solutions designed to maximize the impact of your documents.

- Authentication and Cost Accounting – Software that allows users to authenticate to the MFP using PIN codes, HID badge swipes, cell phones or a combination of these. Knowing who is standing at the MFP allows you to not only document the user’s activity, but to customize the user’s experience. Print jobs submitted can be released at any MFP in the environment giving users the flexibility to retrieve their print job from the device most convenient to them. Print rules allow administrators to automatically direct high-cost color prints and large jobs to the most effective device reducing overall print spend.
- Electronic Document Management Solutions – These systems create electronic repositories to replace paper-based business workflows. Gone are the days when paper documents are routed from place to place with high risk of misrouting and misplacement. Documents that require team collusion are be addressed electronically, and simultaneously by multiple team members whether in the office or using mobile devices “on the go”. A great enhancement to Business Continuity/Disaster Recovery plans!!
- MiddleWare Systems – MiddleWare is software that stands between hardware input/output devices (like MFPs and scanners), and back end Line-of-Business systems such as network folders, fax servers, document management systems, and print queues. Middleware leverages information extracted from the document and user input to route content properly and efficiently.
- Mobile Print Systems – Used to allow easy printing from mobile devices such as smart phones and tablets. These systems are typically integrated with Authentication/Cost Accounting deployments to provide resource tracking consistency.
- Optical Mark Recognition (OMR) - Allows users to create custom bubble sheets which can be filled out by students (academic testing), or respondents (surveys), then extract the data entered by students\respondents automatically after scanning the sheets in bulk with an MFD.

- Fax Servers – Provides a central processing point for inbound and outbound fax traffic. Creates a paperless method for users to send and receive faxes at the desktop or in a workgroup. Walkup paper-based faxes are transmitted electronically through the fax server with the same workflow experience that personnel are currently used to. Since faxes are processed and logged through a central telecom connection, management gains visibility and auditability into fax traffic.
- IT hardware – PCs, servers, networking infrastructure gear, voice systems.
- Hosted Solutions from world-class organizations such as Cisco, Microsoft, Barracuda, and XMedius.
- Xerox IT Services – The Xerox Managed IT Services team manages, maintains and supports your entire IT infrastructure, keeping your organization up and running at optimum performance while saving you time and money. From the data center to the desktop, we meet all your day-to-day IT challenges while leveraging specialized experts. We offer custom-designed support packages ranging from regular 8x5 monitoring to help desk agents that are available 24x7 to support your needs.
- Production Equipment – All the equipment needed for a world-class Print Shop, one of our specialties. Award winning Production solutions from Xerox Corporation. No matter what size jobs, media type or finishing needs, we have it all. Please see brochures below.

XEROX® ALTALINK® COLOR MULTIFUNCTION PRINTER

Smart, secure and connected Workplace Assistant.

C8030/C8035/C8045/C8055/C8070

ConnectKey® Technology

xerox®

Xerox® AltaLink® C8030/C8035/C8045/C8055/C8070 Color Multifunction Printer

Xerox® AltaLink® devices provide new levels of capability and connectivity for mid-size and large workgroups and busy offices. With AltaLink®, your extended workforce has instant and secure access to the documents, data and workflows it needs to work faster and more efficiently — from every location and with any device.

SMART AND PRODUCTIVE

From its tablet-like user interface to its right-out-of-the-box mobile-friendly connectivity options, the Xerox® AltaLink® C8000 Series is the color multifunction device today's workers have been waiting for.

Easy to manage as a standalone device or as part of an entire fleet, it's designed to enable fast multitasking and collaboration. Create customized 1-Touch Apps to automate multi-step workflows. Simply tap your new app to quickly perform the job you configured. And save time by scanning to multiple destinations, including a USB drive, network location and SMB share location, all in one operation.

With the touch of a button, you can go to our Xerox App Gallery and download simple, yet powerful, serverless apps to your AltaLink® device to increase user productivity and shorten everyday tasks.

Built-in mobile connectivity, including @PrintByXerox, Google Cloud Print™, Xerox® Print Service Plug-in for Android™, Airprint®, Mopria® and optional Wi-Fi Direct® provides the time-saving convenience your workforce wants and needs.

POWERFUL AND SCALABLE

Provide interactive training and support right from your desktop with our remote control panel. Enable serverless fleet management with Fleet Orchestrator. Configure a single device once, then let the Fleet Orchestrator deploy and manage configurations automatically and share automated workflows across devices.

Fewer maintenance hassles, less IT support, high-capacity paper trays and the ability to print on varying paper sizes add up to increased uptime and greater productivity. Scanning, printing and faxing can be done simultaneously, allowing for multitasking during peak periods — and your choice of finishing options means you can configure your AltaLink® device for any work environment and any document type, including booklets, brochures and pamphlets.

BUILT-IN SECURITY

Enjoy comprehensive security through our strategic approach to preventing intrusions and keeping documents and data safe. Our partnerships with McAfee® and Cisco® proactively address risks at the individual device, fleet and network level.

Multiple layers of security include data encryption, disk overwrite and industry certifications. The innovative Configuration Watchdog ensures your AltaLink® devices remain configured in accordance with your security policies.

COLOR WHERE IT COUNTS

With high resolution output of 1200 x 2400 dpi, photo-quality color images and crisp text will give your documents clarity and impact. You can also upgrade your AltaLink® C8000 Series with the Xerox® EX-c C8000 Print Server Powered by Fiery®, enabling office users to quickly, efficiently and cost effectively print professional-looking documents.

XEROX® CONNECTKEY® TECHNOLOGY — THE NEXUS OF YOUR COMPLETE PRODUCTIVITY ECOSYSTEM

From Xerox — the company that created the modern workplace — we present the next revolution in workplace productivity. With a consistent user experience across a wide range of devices, mobile and cloud connectivity and a growing library of apps to expand functionality, you'll work faster, better and smarter.

Intuitive User Experience
An entirely new — and yet entirely familiar way to interact that includes a tablet-like experience with gesture-based touchscreen controls and easy customization.

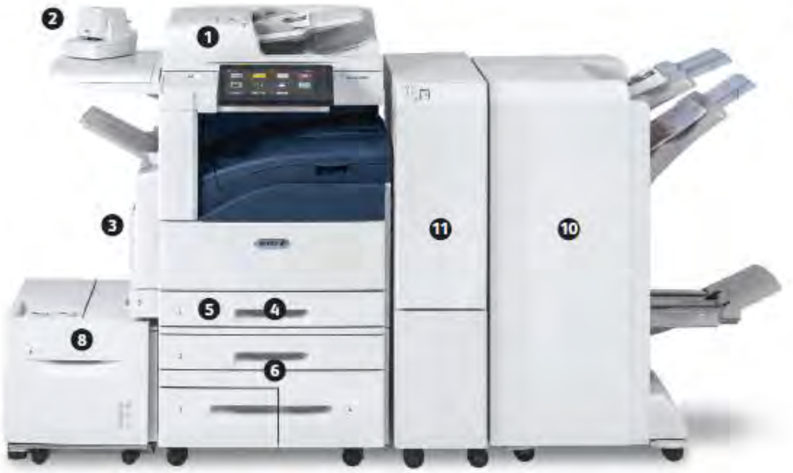
Mobile and Cloud Ready
Instant connectivity to cloud and mobile devices right from the user interface, with access to pre-loaded, cloud-hosted services that let you work where, when and how you want.

Benchmark Security
Full multi-level protection for both documents and data, ready to guard against and eliminate emerging threats and meet or exceed regulatory compliance.

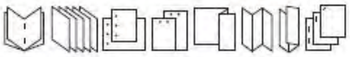
Enables Next Generation Services
Work more efficiently and manage resources more effectively. Easy integration of Xerox® Managed Print Services enables remote monitoring of service delivery and consumables, plus remote configuration for even more time savings.

Gateway to New Possibilities
Instantly extend your capabilities with access to the Xerox App Gallery, featuring real-world apps designed to optimize digital workflows. Commission our network of partners to design innovative, business-specific solutions.

Find out more about how you'll work smarter at www.ConnectKey.com.



FINISHING APPLICATIONS



CHOOSE THE CONFIGURATION THAT MEETS YOUR NEEDS

1 **Single-Pass Duplex Automatic Document Feeder (DADF)** saves time by simultaneously scanning both sides of two-sided documents at up to 139 impressions per minute.

2 **Convenience Stapler** (optional) staples up to 50 sheets of 20 lb/80 gsm media.

3 **Bypass Tray** handles up to 100 sheets of 20 lb/80 gsm, also feeds up to 110 lb Cover/300 gsm media.

4 **Two 520-sheet adjustable trays** (standard with all configurations). Tray 1 handles media sizes up to 11.7 x 17 in./A3 and Tray 2 handles media sizes up to 12 x 18 in./SRA3.

5 **Envelope Kit** (optional — replaces Tray 1) provides trouble-free feeding of up to 60 envelopes.

6 **High-Capacity Tandem Tray Module** (optional) brings the total paper capacity up to 3,140 sheets.

7 **Four Tray Module** (optional with C8030/C8035) holds a total of 2,180 sheets.

8 **High-Capacity Feeder** (optional) holds 2,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 5,140 sheets.

9 **Business Ready (BR) Finisher** (optional) gives you advanced finishing functions at a great value.

10 **BR Booklet Maker Finisher** (optional) provides advanced finishing with the capability to create 64-page saddle-stitched booklets (2 to 16 sheets).

11 **C-Fold/Z-Fold Unit** (optional) adds three folds: C-fold, Z-fold and Z-half-fold to the BR Finisher or BR Booklet Maker Finisher.

12 **Offset Catch Tray (OCT)** (standard on all configurations and included with all finishers).

13 **Integrated Office Finisher** (optional with C8030/C8035) provides 500-sheet stacking and 50-sheet, single-position stapling.

14 **Office Finisher LX** (optional with C8030/C8035/C8045/C8055) gives you advanced finishing functions at a great value, and offers optional crease/score and saddle-stitch booklet making capable of 60-page booklets (2 to 15 sheets).

15 **Xerox® Integrated RFID Card Reader E1.0** (optional) adds card-based authentication with support for over 90 access cards.

16 **Near Field Communication (NFC) Tap-to-Pair** allows users to tap their mobile device to the AltaLink® C8000 user panel and instantly connect with the MFP.

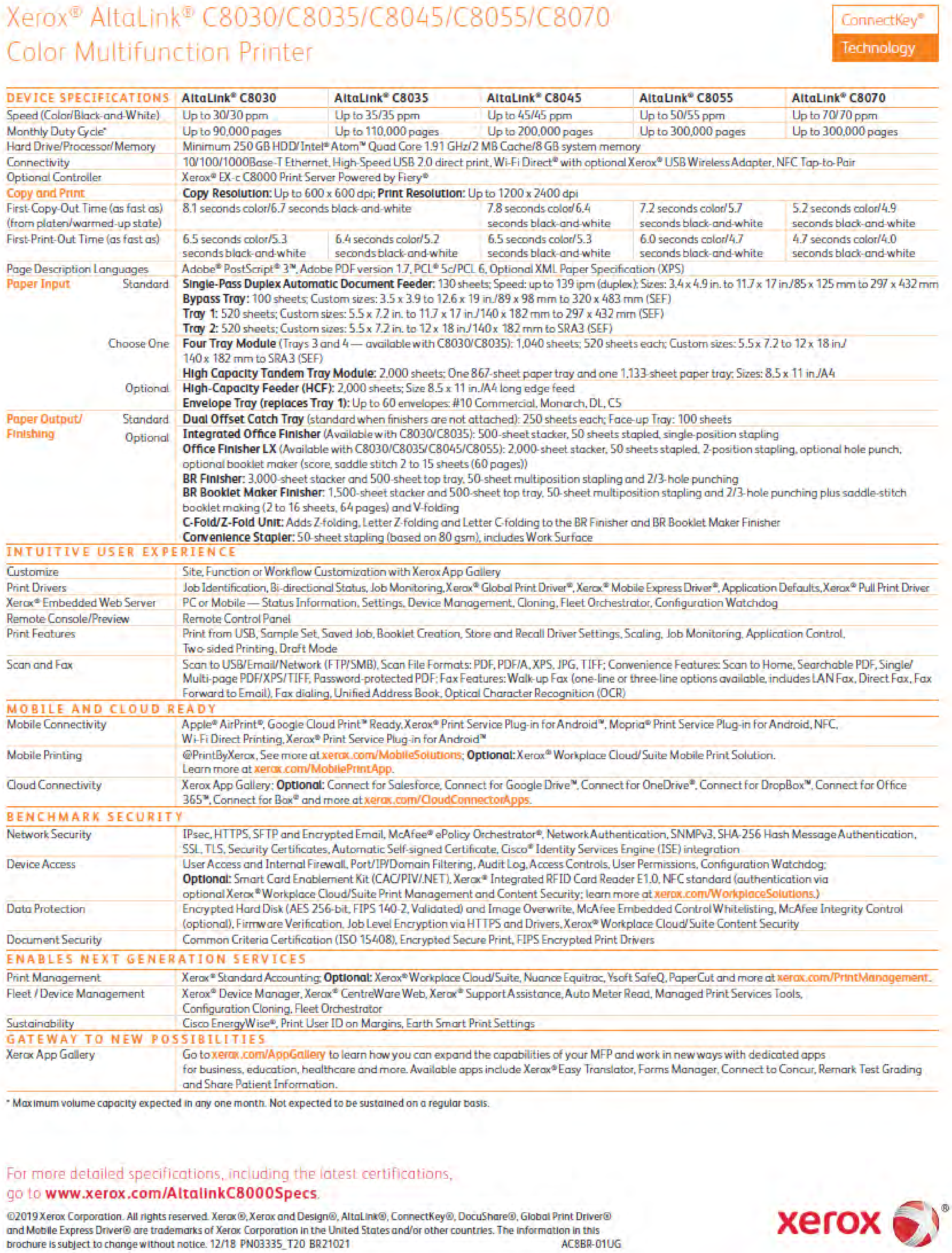
INTRODUCING MOBILE DEVICE-LIKE TOUCHSCREEN SUPERIORITY

Meet our all-new, 10.1-inch color touchscreen — the user interface that sets a higher standard for customization, ease of use and versatility.

By presenting a familiar "mobile" experience — with support for gestural input and task-focused apps that share a common look and feel — fewer steps are needed to complete even the most complex jobs.

A highly intuitive layout guides you through every task from start to finish, with a natural hierarchy placing commonly used functions front and center. Don't like where a function or app is located? Want faster access to app settings? Easily customize the touchscreen's layout to make it yours.

This unmatched balance of hardware technology and software smarts helps everyone who interacts with the AltaLink® C8000 Series get more work done, faster. Try our new UI at www.xerox.com/AltaLinkUI.



Xerox® AltaLink® C8030/C8035/C8045/C8055/C8070 Color Multifunction Printer

ConnectKey® Technology

DEVICE SPECIFICATIONS	AltaLink® C8030	AltaLink® C8035	AltaLink® C8045	AltaLink® C8055	AltaLink® C8070
Speed (Color/Black-and-White)	Up to 30/30 ppm	Up to 35/35 ppm	Up to 45/45 ppm	Up to 50/55 ppm	Up to 70/70 ppm
Monthly Duty Cycle*	Up to 90,000 pages	Up to 110,000 pages	Up to 200,000 pages	Up to 300,000 pages	Up to 300,000 pages
Hard Drive/Processor/Memory	Minimum 250 GB HDD/ Intel® Atom™ Quad Core 1.91 GHz/2 MB Cache/8 GB system memory				
Connectivity	10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, Wi-Fi Direct® with optional Xerox® USB Wireless Adapter, NFC Tap-to-Pair				
Optional Controller	Xerox® EX-c C8000 Print Server Powered by Fiery®				
Copy and Print	**Copy Resolution:** Up to 600 x 600 dpi; **Print Resolution:** Up to 1200 x 2400 dpi				
First-Copy-Out Time (as fast as) (from platen/warmed-up state)	8.1 seconds color/6.7 seconds black-and-white		7.8 seconds color/6.4 seconds black-and-white	7.2 seconds color/5.7 seconds black-and-white	5.2 seconds color/4.9 seconds black-and-white
First-Print-Out Time (as fast as)	6.5 seconds color/5.3 seconds black-and-white	6.4 seconds color/5.2 seconds black-and-white	6.5 seconds color/5.3 seconds black-and-white	6.0 seconds color/4.7 seconds black-and-white	4.7 seconds color/4.0 seconds black-and-white
Page Description Languages	Adobe® PostScript® 3™, Adobe PDF version 1.7, PCL® 5c/PCL 6, Optional XML Paper Specification (XPS)				
Paper Input Standard	**Single-Pass Duplex Automatic Document Feeder:** 130 sheets; Speed: up to 139 ipm (duplex); Sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm **Bypass Tray:** 100 sheets; Custom sizes: 3.5 x 3.9 to 12.6 x 19 in./89 x 98 mm to 320 x 483 mm (SEF) **Tray 1:** 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF) **Tray 2:** 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF)				
Choose One	**Four Tray Module** (Trays 3 and 4 — available with C8030/C8035): 1,040 sheets; 520 sheets each; Custom sizes: 5.5 x 7.2 to 12 x 18 in./140 x 182 mm to SRA3 (SEF) **High Capacity Tandem Tray Module:** 2,000 sheets; One 867-sheet paper tray and one 1,133-sheet paper tray; Sizes: 8.5 x 11 in./A4				
Optional	**High-Capacity Feeder (HCF):** 2,000 sheets; Size 8.5 x 11 in./A4 long edge feed **Envelope Tray (replaces Tray 1):** Up to 60 envelopes: #10 Commercial, Monarch, DL, C5				
Paper Output/ Finishing Standard	**Dual Offset Catch Tray** (standard when finishers are not attached): 250 sheets each; Face-up Tray: 100 sheets				
Optional	**Integrated Office Finisher** (Available with C8030/C8035): 500-sheet stacker, 50 sheets stapled, single-position stapling **Office Finisher LX** (Available with C8030/C8035/C8045/C8055): 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages)) **BR Finisher:** 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching **BR Booklet Maker Finisher:** 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching plus saddle-stitch booklet making (2 to 16 sheets, 64 pages) and V-folding **C-Fold/Z-Fold Unit:** Adds Z-folding, Letter Z-folding and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher **Convenience Stapler:** 50-sheet stapling (based on 80 gsm), includes Work Surface				

INTUITIVE USER EXPERIENCE

Customize	Site, Function or Workflow Customization with Xerox App Gallery
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Xerox® Mobile Express Driver®, Application Defaults, Xerox® Pull Print Driver
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog
Remote Console/Preview	Remote Control Panel
Print Features	Print from USB, Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode
Scan and Fax	Scan to USB/Email/Network (FTP/SMB), Scan File Formats: PDF, PDF/A, XPS, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/XPS/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or three-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR)

MOBILE AND CLOUD READY

Mobile Connectivity	Apple® AirPrint®, Google Cloud Print™ Ready, Xerox® Print Service Plug-in for Android™, Mopria® Print Service Plug-in for Android, NFC, Wi-Fi Direct Printing, Xerox® Print Service Plug-in for Android™
Mobile Printing	@PrintByXerox, See more at xerox.com/MobileSolutions; **Optional:** Xerox® Workplace Cloud/Suite Mobile Print Solution. Learn more at xerox.com/MobilePrintApp.
Cloud Connectivity	Xerox App Gallery; **Optional:** Connect for Salesforce, Connect for Google Drive™, Connect for OneDrive®, Connect for DropBox™, Connect for Office 365™, Connect for Box® and more at xerox.com/CloudConnectorApps.

BENCHMARK SECURITY

Network Security	IPsec, HTTPS, SFTP and Encrypted Email, McAfee® ePolicy Orchestrator®, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, SSL, TLS, Security Certificates, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET), Xerox® Integrated RFID Card Reader E1.0, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at xerox.com/WorkplaceSolutions.)
Data Protection	Encrypted Hard Disk (AES 256-bit, FIPS 140-2, Validated) and Image Overwrite, McAfee Embedded Control Whitelisting, McAfee Integrity Control (optional), Firmware Verification, Job Level Encryption via HTTPS and Drivers, Xerox® Workplace Cloud/Suite Content Security
Document Security	Common Criteria Certification (ISO 15408), Encrypted Secure Print, FIPS Encrypted Print Drivers

ENABLES NEXT GENERATION SERVICES

Print Management	Xerox® Standard Accounting; **Optional:** Xerox® Workplace Cloud/Suite, Nuance Equitrac, Ysoft SafeQ, PaperCut and more at xerox.com/PrintManagement.
Fleet / Device Management	Xerox® Device Manager, Xerox® CentreWare Web, Xerox® Support Assistance, Auto Meter Read, Managed Print Services Tools, Configuration Cloning, Fleet Orchestrator
Sustainability	Cisco EnergyWise®, Print User ID on Margins, Earth Smart Print Settings

GATEWAY TO NEW POSSIBILITIES

Xerox App Gallery	Go to xerox.com/AppGallery to learn how you can expand the capabilities of your MFP and work in new ways with dedicated apps for business, education, healthcare and more. Available apps include Xerox® Easy Translator, Forms Manager, Connect to Concur, Remark Test Grading and Share Patient Information.

* Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis.

For more detailed specifications, including the latest certifications, go to **www.xerox.com/AltalinkC8000Specs**.

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AC8BR-01UG

xerox®

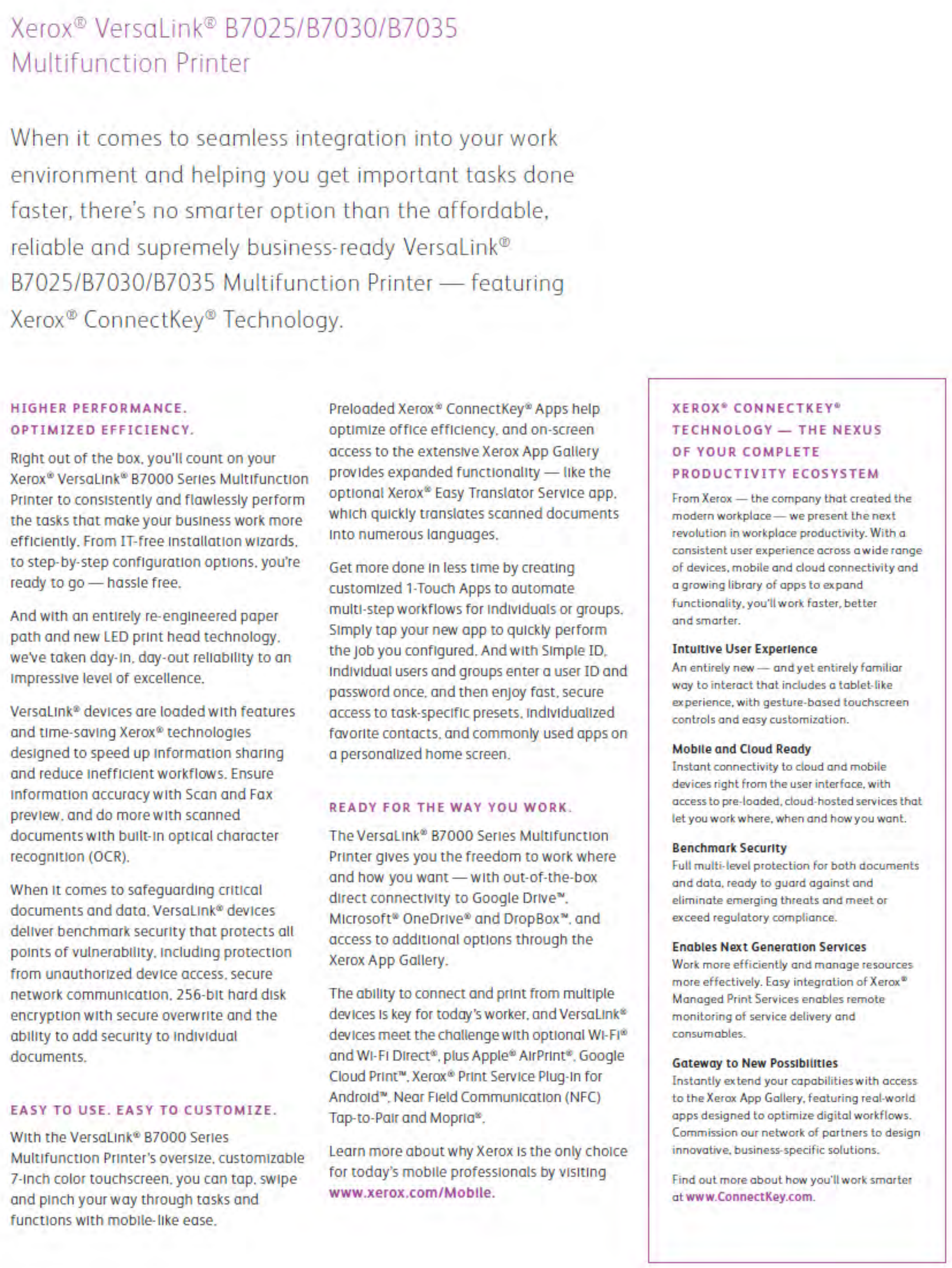
XEROX® VERSALINK® MULTIFUNCTION PRINTER

Reliable. Budget friendly. Business ready.

B7025/B7030/B7035

ConnectKey® Technology

xerox®



Xerox® VersaLink® B7025/B7030/B7035 Multifunction Printer

When it comes to seamless integration into your work environment and helping you get important tasks done faster, there's no smarter option than the affordable, reliable and supremely business-ready VersaLink® B7025/B7030/B7035 Multifunction Printer — featuring Xerox® ConnectKey® Technology.

HIGHER PERFORMANCE. OPTIMIZED EFFICIENCY.

Right out of the box, you'll count on your Xerox® VersaLink® B7000 Series Multifunction Printer to consistently and flawlessly perform the tasks that make your business work more efficiently. From IT-free installation wizards, to step-by-step configuration options, you're ready to go — hassle free.

And with an entirely re-engineered paper path and new LED print head technology, we've taken day-in, day-out reliability to an impressive level of excellence.

VersaLink® devices are loaded with features and time-saving Xerox® technologies designed to speed up information sharing and reduce inefficient workflows. Ensure information accuracy with Scan and Fax preview, and do more with scanned documents with built-in optical character recognition (OCR).

When it comes to safeguarding critical documents and data, VersaLink® devices deliver benchmark security that protects all points of vulnerability, including protection from unauthorized device access, secure network communication, 256-bit hard disk encryption with secure overwrite and the ability to add security to individual documents.

EASY TO USE. EASY TO CUSTOMIZE.

With the VersaLink® B7000 Series Multifunction Printer's oversize, customizable 7-inch color touchscreen, you can tap, swipe and pinch your way through tasks and functions with mobile-like ease.

Preloaded Xerox® ConnectKey® Apps help optimize office efficiency, and on-screen access to the extensive Xerox App Gallery provides expanded functionality — like the optional Xerox® Easy Translator Service app, which quickly translates scanned documents into numerous languages.

Get more done in less time by creating customized 1-Touch Apps to automate multi-step workflows for individuals or groups. Simply tap your new app to quickly perform the job you configured. And with Simple ID, individual users and groups enter a user ID and password once, and then enjoy fast, secure access to task-specific presets, individualized favorite contacts, and commonly used apps on a personalized home screen.

READY FOR THE WAY YOU WORK.

The VersaLink® B7000 Series Multifunction Printer gives you the freedom to work where and how you want — with out-of-the-box direct connectivity to Google Drive™, Microsoft® OneDrive® and DropBox™, and access to additional options through the Xerox App Gallery.

The ability to connect and print from multiple devices is key for today's worker, and VersaLink® devices meet the challenge with optional Wi-Fi® and Wi-Fi Direct®, plus Apple® AirPrint®, Google Cloud Print™, Xerox® Print Service Plug-in for Android™, Near Field Communication (NFC) Tap-to-Pair and Mopria®.

Learn more about why Xerox is the only choice for today's mobile professionals by visiting **www.xerox.com/Mobile**.

XEROX® CONNECTKEY® TECHNOLOGY — THE NEXUS OF YOUR COMPLETE PRODUCTIVITY ECOSYSTEM

From Xerox — the company that created the modern workplace — we present the next revolution in workplace productivity. With a consistent user experience across a wide range of devices, mobile and cloud connectivity and a growing library of apps to expand functionality, you'll work faster, better and smarter.

Intuitive User Experience
An entirely new — and yet entirely familiar way to interact that includes a tablet-like experience, with gesture-based touchscreen controls and easy customization.

Mobile and Cloud Ready
Instant connectivity to cloud and mobile devices right from the user interface, with access to pre-loaded, cloud-hosted services that let you work where, when and how you want.

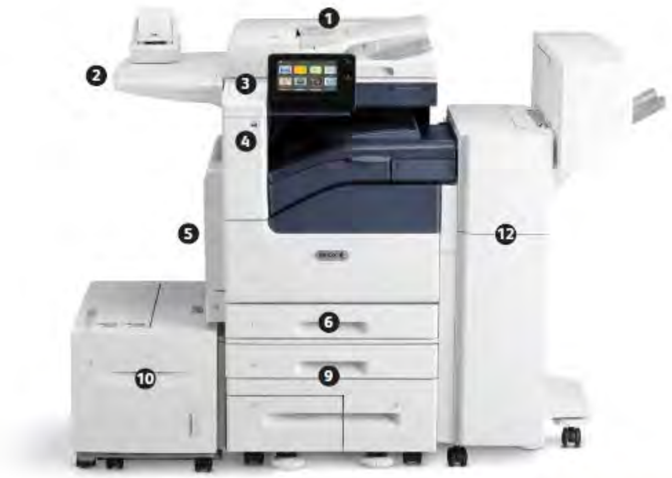
Benchmark Security
Full multi-level protection for both documents and data, ready to guard against and eliminate emerging threats and meet or exceed regulatory compliance.

Enables Next Generation Services
Work more efficiently and manage resources more effectively. Easy integration of Xerox® Managed Print Services enables remote monitoring of service delivery and consumables.

Gateway to New Possibilities
Instantly extend your capabilities with access to the Xerox App Gallery, featuring real-world apps designed to optimize digital workflows. Commission our network of partners to design innovative, business-specific solutions.

Find out more about how you'll work smarter at **www.ConnectKey.com**.

FINISHING APPLICATIONS



1 **A 110-sheet Duplex Automatic Document Feeder (DADF)** scans two-sided black-and-white or color originals for copy, scan and fax jobs.

2 **The optional Work Surface** (included with Convenience Stapler) gives you plenty of room to sort documents.

3 **Card Reader Bay** with embedded USB port.[1]

4 **An easily accessible USB port**[1] allows users to quickly print from or scan to any standard USB memory device.

5 **The 100-sheet Bypass Tray** handles media sizes from 3.5 x 3.87 in. to 11.69 x 17 in./88.9 x 98.4 mm to 297 x 431.8 mm.

6 **The standard 520-sheet Tray 1** handles media sizes from 5.5 x 7.17 in. to 11.69 x 17 in./139.7 x 182 mm to 297 x 431.8 mm.

MULTIPLE PAPER TRAY OPTIONS TO FIT EVERY NEED:

7 **The Single Tray Module** (optional with Desktop model) increases total paper capacity to 1,140 sheets (includes Bypass Tray). Or choose the optional Three Tray Module (not shown) to increase the total paper capacity to 2,180 sheets (includes Bypass Tray).

8 **The optional Single Tray with Stand Module** increases total paper capacity to 1,140 sheets (includes Bypass Tray) and provides storage for toner cartridges and other supplies.

9 **The optional High Capacity Tandem Tray Module** allows for a total paper capacity of up to 3,140 sheets (includes Bypass Tray).

10 **The optional High Capacity Feeder** holds 2,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 5,140 sheets.

ADD INCREASED VERSATILITY WITH FINISHING OPTIONS:

11 **The Dual Catch Trays** (optional with Desktop model) stack up to 250 sheets each, lower tray offsets.

12 **The optional Office Finisher LX** gives you advanced finishing functions at a great value and offers optional booklet making.

13 **The optional Integrated Office Finisher** provides 500-sheet stacking and 50-sheet, single-position stapling.

INTRODUCING TOUCHSCREEN SUPERIORITY

Meet our all-new, 7-inch color touchscreen — the user interface that sets a higher standard for customization, personalization and versatility.

By presenting a familiar "mobile" experience — with support for gestural input and task-focused apps that share a common look and feel — fewer steps are needed to complete even the most complex jobs.

A highly intuitive layout guides you through every task from start to finish, with a natural hierarchy placing critical functions near the top of the screen and commonly used options front and center. Don't like where a function or app is located? Customize the layout to make it yours.

This unmatched balance of hardware technology and software capability helps everyone who interacts with the VersaLink® B7000 Series Multifunction Printer get more work done, faster.

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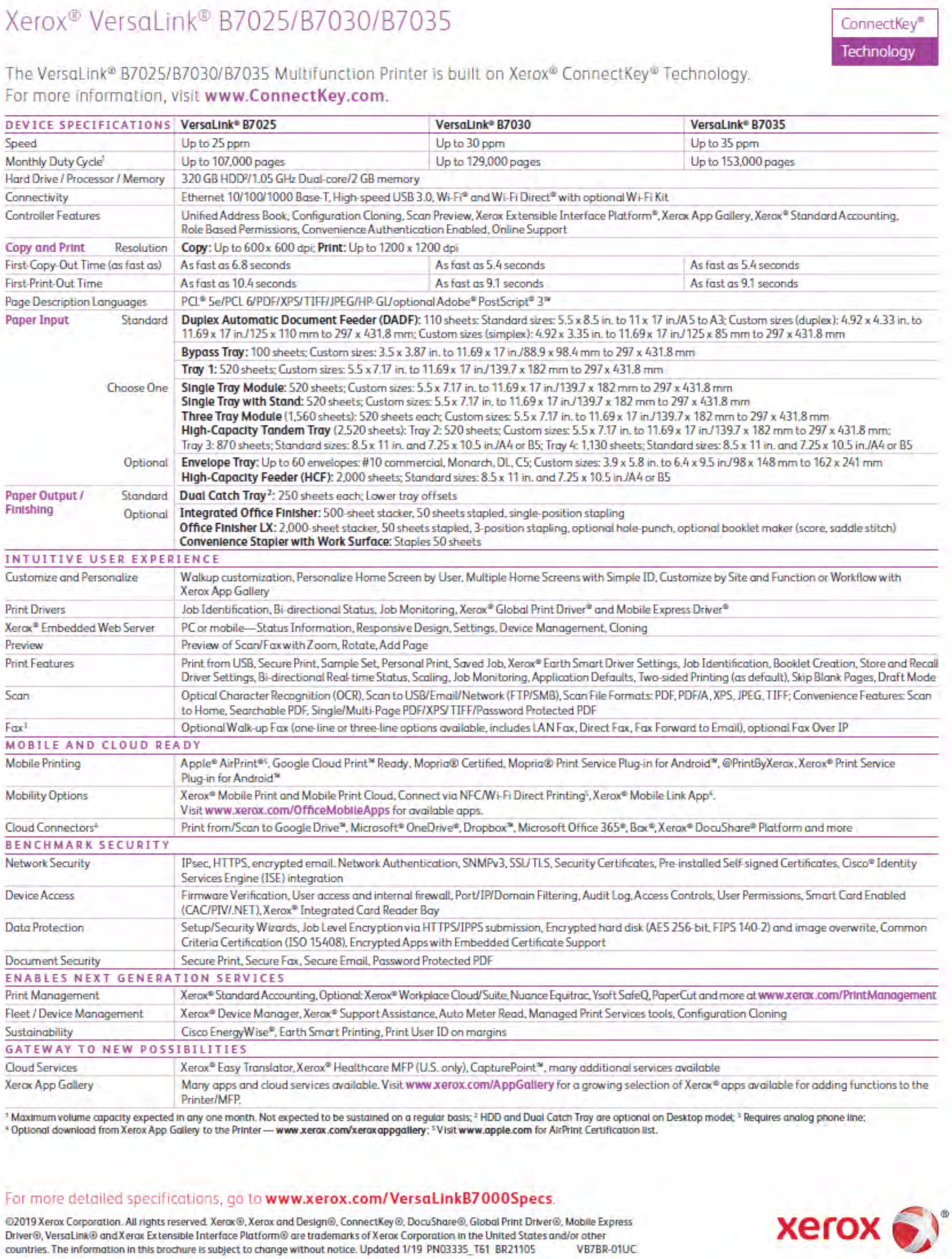
[1] USB ports can be disabled.



Xerox® VersaLink® B7025/B7030/B7035

ConnectKey® Technology

The VersaLink® B7025/B7030/B7035 Multifunction Printer is built on Xerox® ConnectKey® Technology. For more information, visit **www.ConnectKey.com**.

DEVICE SPECIFICATIONS		**VersaLink® B7025**	**VersaLink® B7030**	**VersaLink® B7035**
Speed		Up to 25 ppm	Up to 30 ppm	Up to 35 ppm
Monthly Duty Cycle[1]		Up to 107,000 pages	Up to 129,000 pages	Up to 153,000 pages
Hard Drive / Processor / Memory		320 GB HDD[2]/1.05 GHz Dual-core/2 GB memory		
Connectivity		Ethernet 10/100/1000 Base-T, High-speed USB 3.0, Wi-Fi® and Wi-Fi Direct® with optional Wi-Fi Kit		
Controller Features		Unified Address Book, Configuration Cloning, Scan Preview, Xerox Extensible Interface Platform®, Xerox App Gallery, Xerox® Standard Accounting, Role Based Permissions, Convenience Authentication Enabled, Online Support		
Copy and Print	Resolution	**Copy**: Up to 600 x 600 dpi; **Print**: Up to 1200 x 1200 dpi		
First-Copy-Out Time (as fast as)		As fast as 6.8 seconds	As fast as 5.4 seconds	As fast as 5.4 seconds
First-Print-Out Time		As fast as 10.4 seconds	As fast as 9.1 seconds	As fast as 9.1 seconds
Page Description Languages		PCL® 5e/PCL 6/PDF/XPS/TIFF/JPEG/HP-GL/optional Adobe® PostScript® 3™		
Paper Input	Standard	**Duplex Automatic Document Feeder (DADF):** 110 sheets: Standard sizes: 5.5 x 8.5 in. to 11 x 17 in./A5 to A3; Custom sizes (duplex): 4.92 x 4.33 in. to 11.69 x 17 in./125 x 110 mm to 297 x 431.8 mm; Custom sizes (simplex): 4.92 x 3.35 in. to 11.69 x 17 in./125 x 85 mm to 297 x 431.8 mm		
		Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.87 in. to 11.69 x 17 in./88.9 x 98.4 mm to 297 x 431.8 mm		
		Tray 1: 520 sheets; Custom sizes: 5.5 x 7.17 in. to 11.69 x 17 in./139.7 x 182 mm to 297 x 431.8 mm		
	Choose One	**Single Tray Module:** 520 sheets; Custom sizes: 5.5 x 7.17 in. to 11.69 x 17 in./139.7 x 182 mm to 297 x 431.8 mm **Single Tray with Stand:** 520 sheets; Custom sizes: 5.5 x 7.17 in. to 11.69 x 17 in./139.7 x 182 mm to 297 x 431.8 mm **Three Tray Module** (1,560 sheets): 520 sheets each; Custom sizes: 5.5 x 7.17 in. to 11.69 x 17 in./139.7 x 182 mm to 297 x 431.8 mm **High-Capacity Tandem Tray** (2,520 sheets): Tray 2: 520 sheets; Custom sizes: 5.5 x 7.17 in. to 11.69 x 17 in./139.7 x 182 mm to 297 x 431.8 mm; Tray 3: 870 sheets; Standard sizes: 8.5 x 11 in. and 7.25 x 10.5 in./A4 or B5; Tray 4: 1,130 sheets; Standard sizes: 8.5 x 11 in. and 7.25 x 10.5 in./A4 or B5		
	Optional	**Envelope Tray:** Up to 60 envelopes: #10 commercial, Monarch, DL, C5; Custom sizes: 3.9 x 5.8 in. to 6.4 x 9.5 in./98 x 148 mm to 162 x 241 mm **High-Capacity Feeder (HCF):** 2,000 sheets; Standard sizes: 8.5 x 11 in. and 7.25 x 10.5 in./A4 or B5		
Paper Output / Finishing	Standard	**Dual Catch Tray**[2]: 250 sheets each; Lower tray offsets		
	Optional	**Integrated Office Finisher:** 500-sheet stacker, 50 sheets stapled, single-position stapling **Office Finisher LX:** 2,000-sheet stacker, 50 sheets stapled, 3-position stapling, optional hole-punch, optional booklet maker (score, saddle stitch) **Convenience Stapler with Work Surface:** Staples 50 sheets		
INTUITIVE USER EXPERIENCE				
Customize and Personalize		Walkup customization, Personalize Home Screen by User, Multiple Home Screens with Simple ID, Customize by Site and Function or Workflow with Xerox App Gallery		
Print Drivers		Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver® and Mobile Express Driver®		
Xerox® Embedded Web Server		PC or mobile—Status Information, Responsive Design, Settings, Device Management, Cloning		
Preview		Preview of Scan/Fax with Zoom, Rotate, Add Page		
Print Features		Print from USB, Secure Print, Sample Set, Personal Print, Saved Job, Xerox® Earth Smart Driver Settings, Job Identification, Booklet Creation, Store and Recall Driver Settings, Bi-directional Real-time Status, Scaling, Job Monitoring, Application Defaults, Two-sided Printing (as default), Skip Blank Pages, Draft Mode		
Scan		Optical Character Recognition (OCR), Scan to USB/Email/Network (FTP/SMB), Scan File Formats: PDF, PDF/A, XPS, JPEG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-Page PDF/XPS/TIFF/Password Protected PDF		
Fax[3]		Optional Walk-up Fax (one-line or three-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), optional Fax Over IP		
MOBILE AND CLOUD READY				
Mobile Printing		Apple® AirPrint®[5], Google Cloud Print™ Ready, Mopria® Certified, Mopria® Print Service Plug-in for Android™, @PrintByXerox, Xerox® Print Service Plug-in for Android™		
Mobility Options		Xerox® Mobile Print and Mobile Print Cloud, Connect via NFC/Wi-Fi Direct Printing[5], Xerox® Mobile Link App[4]. Visit **www.xerox.com/OfficeMobileApps** for available apps.		
Cloud Connectors[4]		Print from/Scan to Google Drive™, Microsoft® OneDrive®, Dropbox™, Microsoft Office 365®, Box®, Xerox® DocuShare® Platform and more		
BENCHMARK SECURITY				
Network Security		IPsec, HTTPS, encrypted email. Network Authentication, SNMPv3, SSL/TLS, Security Certificates, Pre-installed Self-signed Certificates, Cisco® Identity Services Engine (ISE) integration		
Device Access		Firmware Verification, User access and internal firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Smart Card Enabled (CAC/PIV/.NET), Xerox® Integrated Card Reader Bay		
Data Protection		Setup/Security Wizards, Job Level Encryption via HTTPS/IPPS submission, Encrypted hard disk (AES 256-bit, FIPS 140-2) and image overwrite, Common Criteria Certification (ISO 15408), Encrypted Apps with Embedded Certificate Support		
Document Security		Secure Print, Secure Fax, Secure Email, Password Protected PDF		
ENABLES NEXT GENERATION SERVICES				
Print Management		Xerox® Standard Accounting, Optional: Xerox® Workplace Cloud/Suite, Nuance Equitrac, Ysoft SafeQ, PaperCut and more at **www.xerox.com/PrintManagement**		
Fleet / Device Management		Xerox® Device Manager, Xerox® Support Assistance, Auto Meter Read, Managed Print Services tools, Configuration Cloning		
Sustainability		Cisco EnergyWise®, Earth Smart Printing, Print User ID on margins		
GATEWAY TO NEW POSSIBILITIES				
Cloud Services		Xerox® Easy Translator, Xerox® Healthcare MFP (U.S. only), CapturePoint™, many additional services available		
Xerox App Gallery		Many apps and cloud services available. Visit **www.xerox.com/AppGallery** for a growing selection of Xerox® apps available for adding functions to the Printer/MFP.		

[1] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis; [2] HDD and Dual Catch Tray are optional on Desktop model; [3] Requires analog phone line;
[4] Optional download from Xerox App Gallery to the Printer — **www.xerox.com/xeroxappgallery**; [5] Visit **www.apple.com** for AirPrint Certification list.

For more detailed specifications, go to **www.xerox.com/VersaLinkB7000Specs**.

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XEROX® PRIMELINK® COPIER/PRINTER

Production ready, office-friendly black and white.

B9100/B9110/B9125/B9136

xerox™

Walk-up simplicity meets production-level capability in one compact device.

It's a copier. It's a scanner. It's a full-featured press capable of production-level performance. Meet the PrimeLink® B9100 Series—the incredibly reliable, endlessly configurable family of black and white printers from Xerox.

THE PRIME ADVANTAGE

The Xerox® PrimeLink® B9100 Series Copier/Printer is designed to support modern office workgroups and in-plant print shops with the widest breadth of capabilities on the market.

- A **compact, high-performance** configuration small enough to place near your work group—but configurable enough to handle a full range of **black and white applications**.
- A fast single-pass, **dual-head color scanner** copies or converts pages to widely used digital formats at speeds up to 270 images per minute (ipm).
- Access to **Xerox App Gallery** right from the user interface, where you'll find cloud-connected apps to automate complex, time-consuming tasks for business, education, healthcare, and more.
- Easy-to-use **Xerox® Integrated Copy/Print Server** for touchscreen control of copy, scan, and pro-level print functions.
- Optional **Xerox® EX B9100 Series Print Server powered by Fiery®** provides increased efficiency, automation, advanced job setup, and other performance-boosting features to help you get more done, faster.
- Integrated security features at the machine and over the network ensure **data safety and compliance** with strict, industry-specific standards like HIPAA and FIPS 140-2.

REAL POSSIBILITIES

Opportunities are endless with PrimeLink. The same technologies that drive image quality and reliability in Xerox® Production Presses are adapted to its compact footprint.

- Xerox-developed **VCSEL print technology** uses 32 lasers to produce true high def (2400 x 2400 dpi) text and images, consistent print densities, and neutral grays.
- Our new **EA-Eco LGK toner** produces rich blacks, more consistent, smoother shades of gray, and better readability with its low-gloss matte finish.
- Under-the-hood monitoring and automated toner density adjustments with our **Simple Image Quality Adjustment (SIQA)** for defect-free output.
- **Automated technologies** keep sheets on track at high speeds—even with heavier, lighter, or longer stocks—reducing jams and ensuring output accuracy.
- **Save profiles** for future use with the same stocks.
- Digital **Image Registration Control Technology (IReCT)** measures each sheet position as it runs through the printer—making precise corrections digitally in real time for **ultra-high precision registration.**

PRODUCTION VERSATILITY

With a full range of feeding, stacking, and finishing options, PrimeLink takes you anywhere—from office to entry-level production and beyond.

- **Insert color covers,** pages, and other pre-printed material post-print, pre-finishing for added application variety and productivity.
- Print everything from **polyester vinyl window clings to extra-long-sheet (XLS)** banners, book jackets, calendars, and more up to 26"/660 mm in length.

SECURE AND RELIABLE REMOTE SERVICES

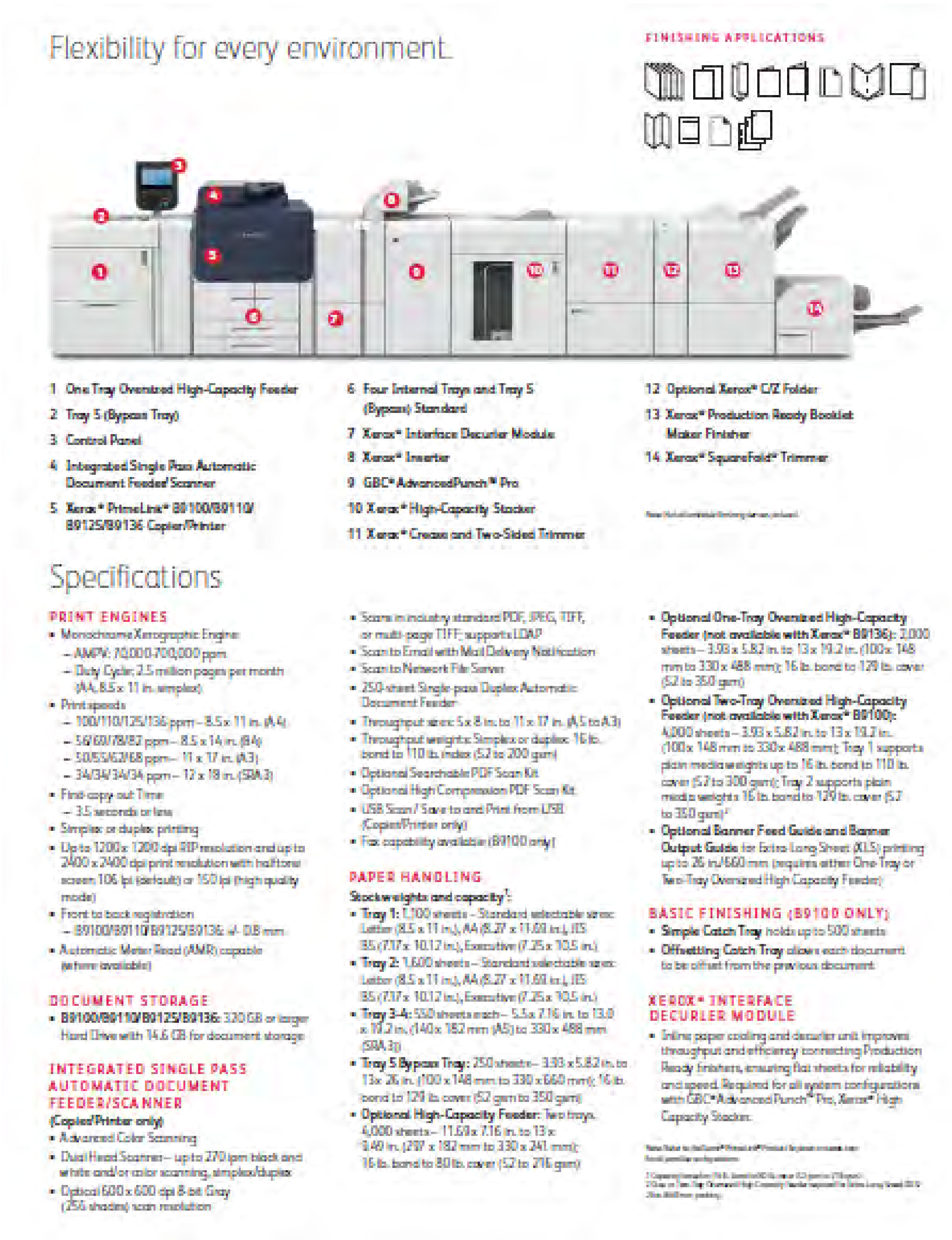
PrimeLink is your connection to hands- and worry-free services that keep your operation productive and profitable.

Automatic Meter Read ensures more accurate billing and saves administrative time.

Auto Supplies Replenishment monitors toner use and provides on-time, in-time delivery.

Event-Based Data Push sends fault-specific data to a Xerox Digital Expert for faster resolution and reduced downtime.

Rules-Based Self Help provides contextual help as well as a searchable database right at the embedded web server.



Flexibility for every environment.

FINISHING APPLICATIONS

1 One Tray Oversized High-Capacity Feeder
2 Tray 5 (Bypass Tray)
3 Control Panel
4 Integrated Single Pass Automatic Document Feeder/Scanner
5 Xerox® PrimeLink® B9100/B9110/B9125/B9136 Copier/Printer
6 Four Internal Trays and Tray 5 (Bypass) Standard
7 Xerox® Interface Decurler Module
8 Xerox® Inserter
9 GBC® AdvancedPunch™ Pro
10 Xerox® High-Capacity Stacker
11 Xerox® Crease and Two-Sided Trimmer
12 Optional Xerox® C/Z Folder
13 Xerox® Production Ready Booklet Maker Finisher
14 Xerox® SquareFold® Trimmer

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Specifications

PRINT ENGINES

- Monochrome Xerographic Engine
  - AMPV: 70,000-700,000 ppm
  - Duty Cycle: 2.5 million pages per month (A4, 8.5 x 11 in. simplex)
- Print speeds
  - 100/110/125/136 ppm – 8.5 x 11 in. (A4)
  - 56/60/78/82 ppm – 8.5 x 14 in. (B4)
  - 50/55/62/68 ppm – 11 x 17 in. (A3)
  - 34/34/34/34 ppm – 12 x 18 in. (SRA3)
- First-copy-out Time
  - 3.5 seconds or less
- Simplex or duplex printing
- Up to 1200 x 1200 dpi RIP resolution and up to 2400 x 2400 dpi print resolution with halftone screen; 106 lpi (default) or 150 lpi (high quality mode)
- Front to back registration
  - B9100/B9110/B9125/B9136: +/- 0.8 mm
- Automatic Meter Read (AMR) capable (where available)

DOCUMENT STORAGE

- **B9100/B9110/B9125/B9136:** 320 GB or larger Hard Drive with 14.6 GB for document storage

INTEGRATED SINGLE PASS AUTOMATIC DOCUMENT FEEDER/SCANNER

(Copier/Printer only)

- Advanced Color Scanning
- Dual Head Scanner – up to 270 ipm black and white and/or color scanning, simplex/duplex
- Optical 600 x 600 dpi 8-bit Gray (256 shades) scan resolution
- Scans in industry standard PDF, JPEG, TIFF, or multi-page TIFF; supports LDAP
- Scan to Email with Mail Delivery Notification
- Scan to Network File Server
- 250-sheet Single-pass Duplex Automatic Document Feeder
- Throughput sizes: 5 x 8 in. to 11 x 17 in. (A5 to A3)
- Throughput weights: Simplex or duplex: 16 lb. bond to 110 lb. index (52 to 200 gsm)
- Optional Searchable PDF Scan Kit
- Optional High Compression PDF Scan Kit
- USB Scan / Save to and Print from USB (Copier/Printer only)
- Fax capability available (B9100 only)

PAPER HANDLING

Stock weights and capacity[1]**:**

- **Tray 1:** 1,100 sheets – Standard selectable sizes: Letter (8.5 x 11 in.), A4 (8.27 x 11.69 in.), JIS B5 (7.17 x 10.12 in.), Executive (7.25 x 10.5 in.)
- **Tray 2:** 1,600 sheets – Standard selectable sizes: Letter (8.5 x 11 in.), A4 (8.27 x 11.69 in.), JIS B5 (7.17 x 10.12 in.), Executive (7.25 x 10.5 in.)
- **Tray 3-4:** 550 sheets each – 5.5 x 7.16 in. to 13.0 x 19.2 in. (140 x 182 mm (A5) to 330 x 488 mm (SRA3))
- **Tray 5 Bypass Tray:** 250 sheets – 3.93 x 5.82 in. to 13 x 26 in. (100 x 148 mm to 330 x 660 mm); 16 lb. bond to 129 lb. cover (52 gsm to 350 gsm)
- **Optional High-Capacity Feeder:** Two trays, 4,000 sheets – 11.69 x 7.16 in. to 13 x 9.49 in. (297 x 182 mm to 330 x 241 mm); 16 lb. bond to 80 lb. cover (52 to 216 gsm)
- **Optional One-Tray Oversized High-Capacity Feeder (not available with Xerox® B9136):** 2,000 sheets – 3.93 x 5.82 in. to 13 x 19.2 in. (100 x 148 mm to 330 x 488 mm); 16 lb. bond to 129 lb. cover (52 to 350 gsm)
- **Optional Two-Tray Oversized High-Capacity Feeder (not available with Xerox® B9100):** 4,000 sheets – 3.93 x 5.82 in. to 13 x 19.2 in. (100 x 148 mm to 330 x 488 mm); Tray 1 supports plain media weights up to 16 lb. bond to 110 lb. cover (52 to 300 gsm); Tray 2 supports plain media weights 16 lb. bond to 129 lb. cover (52 to 350 gsm)[2]
- **Optional Banner Feed Guide and Banner Output Guide** for Extra-Long Sheet (XLS) printing up to 26 in./660 mm (requires either One-Tray or Two-Tray Oversized High Capacity Feeder)

BASIC FINISHING (B9100 ONLY)

- **Simple Catch Tray** holds up to 500 sheets
- **Offsetting Catch Tray** allows each document to be offset from the previous document

XEROX® INTERFACE DECURLER MODULE

- Inline paper cooling and decurler unit improves throughput and efficiency connecting Production Ready finishers, ensuring flat sheets for reliability and speed. Required for all system configurations with GBC® AdvancedPunch™ Pro, Xerox® High Capacity Stacker.

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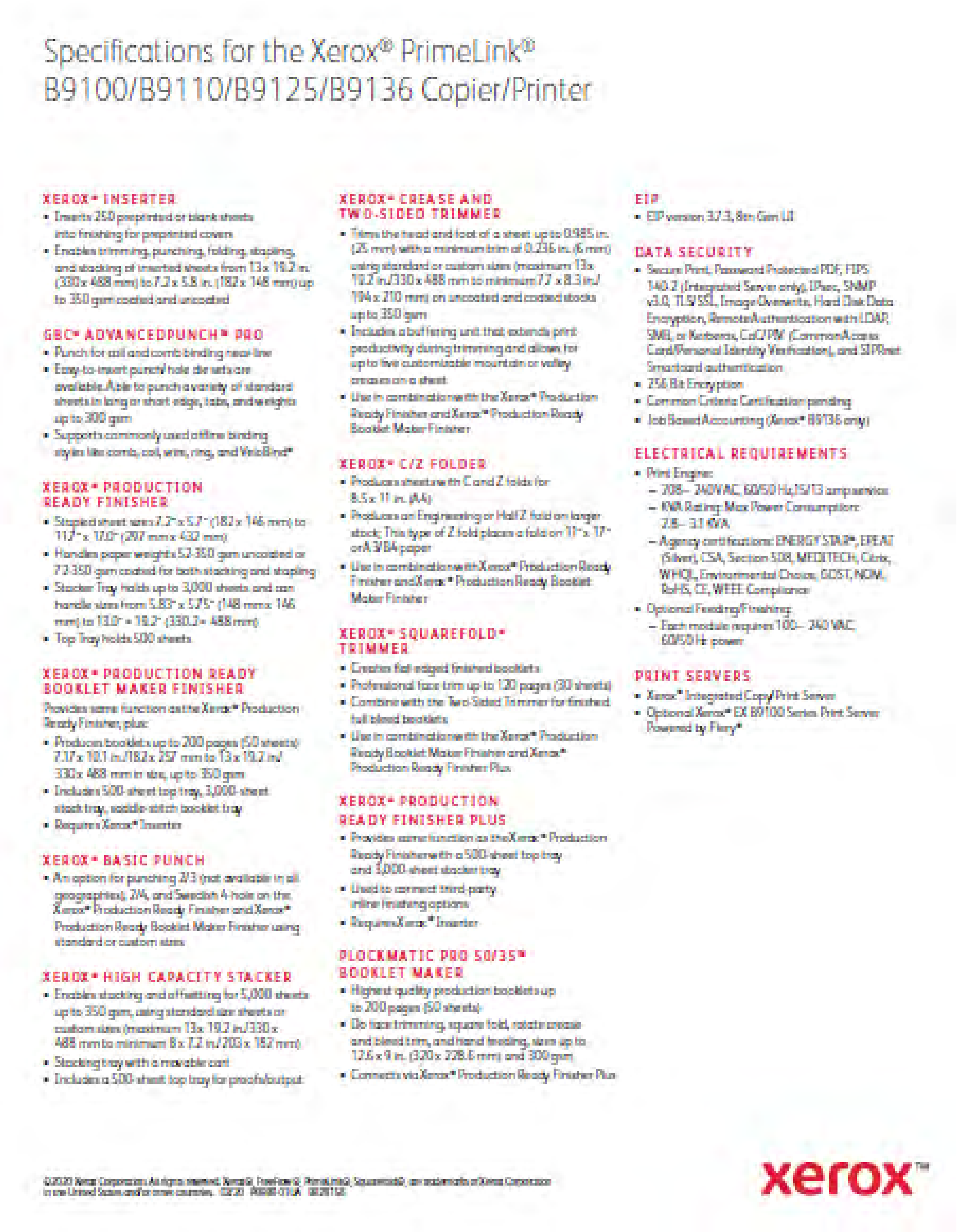
[1] [illegible]
[2] [illegible]



Specifications for the Xerox® PrimeLink® B9100/B9110/B9125/B9136 Copier/Printer

XEROX® INSERTER

- Inserts 250 preprinted or blank sheets into finishing for preprinted covers
- Enables trimming, punching, folding, stapling, and stacking of inserted sheets from 13 x 19.2 in. (330 x 488 mm) to 7.2 x 5.8 in. (182 x 148 mm) up to 350 gsm coated and uncoated

GBC® ADVANCEDPUNCH® PRO

- Punch for coil and comb binding near-line
- Easy-to-insert punch/ hole die sets are available. Able to punch a variety of standard sheets in long or short edge, tabs, and weights up to 300 gsm
- Supports commonly used offline binding styles like comb, coil, wire, ring, and VeloBind®

XEROX® PRODUCTION READY FINISHER

- Stapled sheet sizes 7.2" x 5.7" (182 x 146 mm) to 11.7" x 17.0" (297 mm x 432 mm)
- Handles paper weights 52-350 gsm uncoated or 72-350 gsm coated for both stacking and stapling
- Stacker Tray holds up to 3,000 sheets and can handle sizes from 5.83" x 5.75" (148 mm x 146 mm) to 13.0" x 19.2" (330.2 x 488 mm)
- Top Tray holds 500 sheets

XEROX® PRODUCTION READY BOOKLET MAKER FINISHER

Provides same function as the Xerox® Production Ready Finisher, plus:

- Produces booklets up to 200 pages (50 sheets) 7.17 x 10.1 in./182 x 257 mm to 13 x 19.2 in./ 330 x 488 mm in size, up to 350 gsm
- Includes 500-sheet top tray, 3,000-sheet stack tray, saddle-stitch booklet tray
- Requires Xerox® Inserter

XEROX® BASIC PUNCH

- An option for punching 2/3 (not available in all geographies), 2/4, and Swedish 4-hole on the Xerox® Production Ready Finisher and Xerox® Production Ready Booklet Maker Finisher using standard or custom sizes

XEROX® HIGH CAPACITY STACKER

- Enables stacking and offsetting for 5,000 sheets up to 350 gsm, using standard size sheets or custom sizes (maximum 13 x 19.2 in./330 x 488 mm to minimum 8 x 7.2 in./ 203 x 182 mm)
- Stacking tray with a movable cart
- Includes a 500-sheet top tray for proofs/output

XEROX® CREASE AND TWO-SIDED TRIMMER

- Trims the head and foot of a sheet up to 0.985 in. (25 mm) with a minimum trim of 0.236 in. (6 mm) using standard or custom sizes (maximum 13 x 19.2 in./330 x 488 mm to minimum 7.7 x 8.3 in./ 194 x 210 mm) on uncoated and coated stocks up to 350 gsm
- Includes a buffering unit that extends print productivity during trimming and allows for up to five customizable mountain or valley creases on a sheet
- Use in combination with the Xerox® Production Ready Finisher and Xerox® Production Ready Booklet Maker Finisher

XEROX® C/Z FOLDER

- Produces sheets with C and Z folds for 8.5 x 11 in. (A4)
- Produces an Engineering or Half Z fold on larger stock; This type of Z fold places a fold on 11" x 17" or A3/B4 paper
- Use in combination with Xerox® Production Ready Finisher and Xerox® Production Ready Booklet Maker Finisher

XEROX® SQUAREFOLD® TRIMMER

- Creates flat-edged finished booklets
- Professional face trim up to 120 pages (30 sheets)
- Combine with the Two-Sided Trimmer for finished full bleed booklets
- Use in combination with the Xerox® Production Ready Booklet Maker Finisher and Xerox® Production Ready Finisher Plus

XEROX® PRODUCTION READY FINISHER PLUS

- Provides same function as the Xerox® Production Ready Finisher with a 500-sheet top tray and 3,000-sheet stacker tray
- Used to connect third-party inline finishing options
- Requires Xerox® Inserter

PLOCKMATIC PRO 50/35® BOOKLET MAKER

- Highest quality production booklets up to 200 pages (50 sheets)
- Do face trimming, square fold, rotate crease and bleed trim, and hand feeding, sizes up to 12.6 x 9 in. (320 x 228.6 mm) and 300 gsm
- Connects via Xerox® Production Ready Finisher Plus

EIP

- EIP version 3.7.3, 8th Gen UI

DATA SECURITY

- Secure Print, Password Protected PDF, FIPS 140-2 (Integrated Server only), IPsec, SNMP v3.0, TLS/SSL, Image Overwrite, Hard Disk Data Encryption, Remote Authentication with LDAP, SMB, or Kerberos, CAC/PIV (Common Access Card/Personal Identity Verification), and SIPRnet Smartcard authentication
- 256 Bit Encryption
- Common Criteria Certification pending
- Job Based Accounting (Xerox® B9136 only)

ELECTRICAL REQUIREMENTS

- Print Engine:
  - 208– 240VAC, 60/50 Hz,15/13 amp service
  - KVA Rating: Max Power Consumption: 2.8– 3.1 KVA
  - Agency certifications: ENERGY STAR®, EPEAT (Silver), CSA, Section 508, MEDITECH, Citrix, WHQL, Environmental Choice, GOST, NOM, RoHS, CE, WEEE Compliance
- Optional Feeding/Finishing:
  - Each module requires 100– 240 VAC, 60/50 Hz power

PRINT SERVERS

- Xerox® Integrated Copy/Print Server
- Optional Xerox® EX B9100 Series Print Server Powered by Fiery®

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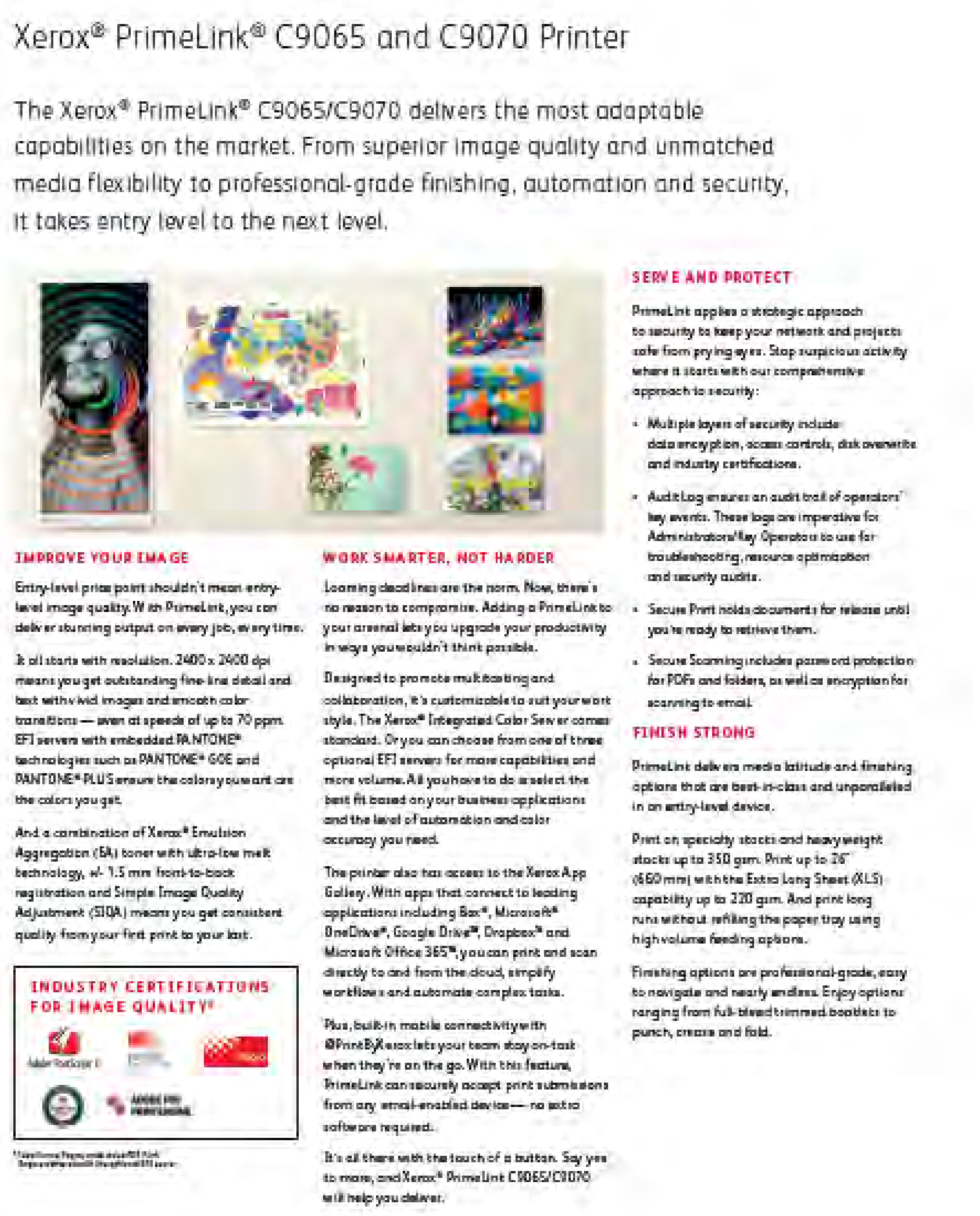
XEROX® PRIMELINK® PRINTER

The world's #1* entry production color printer just got even better.

C9065 AND C9070

*IDC WW Quarterly Hardcopy Peripherals Tracker, Q2 2019 for Unit Shipments within the Color Light Production segment.



Xerox® PrimeLink® C9065 and C9070 Printer

The Xerox® PrimeLink® C9065/C9070 delivers the most adaptable capabilities on the market. From superior image quality and unmatched media flexibility to professional-grade finishing, automation and security, it takes entry level to the next level.

IMPROVE YOUR IMAGE

Entry-level price point shouldn't mean entry-level image quality. With PrimeLink, you can deliver stunning output on every job, every time.

It all starts with resolution. 2400 x 2400 dpi means you get outstanding fine-line detail and text with vivid images and smooth color transitions — even at speeds of up to 70 ppm. EFI servers with embedded PANTONE® technologies such as PANTONE® GOE and PANTONE® PLUS ensure the colors you want are the colors you get.

And a combination of Xerox® Emulsion Aggregation (EA) toner with ultra-low melt technology, +/- 1.5 mm front-to-back registration and Simple Image Quality Adjustment (SIQA) means you get consistent quality from your first print to your last.

INDUSTRY CERTIFICATIONS FOR IMAGE QUALITY*

WORK SMARTER, NOT HARDER

Looming deadlines are the norm. Now, there's no reason to compromise. Adding a PrimeLink to your arsenal lets you upgrade your productivity in ways you wouldn't think possible.

Designed to promote multitasking and collaboration, it's customizable to suit your work style. The Xerox® Integrated Color Server comes standard. Or you can choose from one of three optional EFI servers for more capabilities and more volume. All you have to do is select the best fit based on your business applications and the level of automation and color accuracy you need.

The printer also has access to the Xerox App Gallery. With apps that connect to leading applications including Box®, Microsoft® OneDrive®, Google Drive™, Dropbox® and Microsoft Office 365™, you can print and scan directly to and from the cloud, simplify workflows and automate complex tasks.

Plus, built-in mobile connectivity with @PrintByXerox lets your team stay on-task when they're on the go. With this feature, PrimeLink can securely accept print submissions from any email-enabled device — no extra software required.

It's all there with the touch of a button. Say yes to more, and Xerox® PrimeLink C9065/C9070 will help you deliver.

SERVE AND PROTECT

PrimeLink applies a strategic approach to security to keep your network and projects safe from prying eyes. Stop suspicious activity where it starts with our comprehensive approach to security:

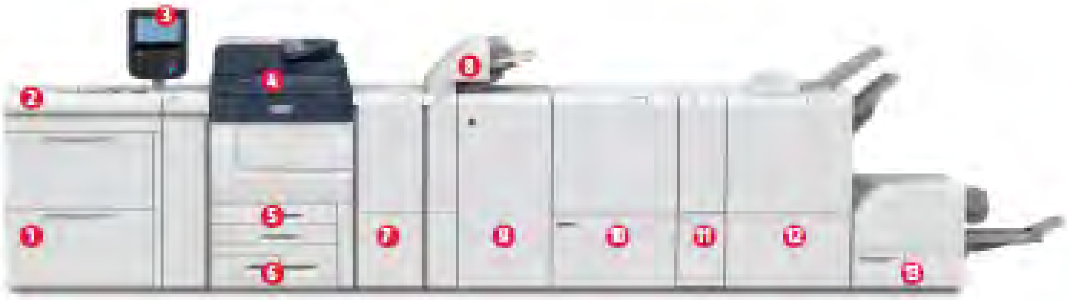
- Multiple layers of security include data encryption, access controls, disk overwrite and industry certifications.
- Audit Log ensures an audit trail of operators' key events. These logs are imperative for Administrators/Key Operators to use for troubleshooting, resource optimization and security audits.
- Secure Print holds documents for release until you're ready to retrieve them.
- Secure Scanning includes password protection for PDFs and folders, as well as encryption for scanning to email.

FINISH STRONG

PrimeLink delivers media latitude and finishing options that are best-in-class and unparalleled in an entry-level device.

Print on specialty stocks and heavyweight stocks up to 350 gsm. Print up to 26" (660 mm) with the Extra Long Sheet (XLS) capability up to 220 gsm. And print long runs without refilling the paper tray using high volume feeding options.

Finishing options are professional-grade, easy to navigate and nearly endless. Enjoy options ranging from full-bleed trimmed booklets to punch, crease and fold.



Xerox® PrimeLink® C9065/C9070 Printer

1 **Two-Tray Oversized High Capacity Feeder:** Adds 4,000 sheets in sizes from 4 x 6 in. / 100 x 148 mm to 13 x 19.2 in./330x 488 mm (up to 350 gsm). Up to 13 x 26 in./ 330 x 660mm via Tray 5 (up to 220 gsm).

2 **Extra Long Sheet (XLS) Capability:** Print banners, book jackets, calendars and other applications up to 26 in. (660 mm) long, and up to 220 gsm via Tray 5 (Bypass).

3 **Control Panel:** An intuitive user interface makes it simple to access general print, copy, scan and fax functions, integrated color server, useful apps from the Xerox App Gallery, color controls, security features and much more.

4 **Integrated Scanner:** Single Pass Duplex Automatic Document Feeder scans up to 270 impressions per minute; 600 dots per inch color up to 11 x 17/A3. Scan to a variety of output options; desktop, USB, mailbox, FTP, SFTP, SMB and Job Flow multi-destination scanning.

5 **Xerox® PrimeLink C9065/C9070 Printer:** Prints, copies, scans and faxes all while delivering stunning color image quality at a highly productive 65 ppm color and 70 ppm black and white (C9065) or 70 ppm color and 75 ppm black and white (C9070).

6 **Five Internal Trays (Standard):** Includes a 12 x 18 in./SRA3 tray and Tray 5 (Bypass) max weight up to 350 gsm and up to 26 in./ 660 mm sheet size.

7 **Xerox® Interface Decurler Module:** Inline paper cooling and decurler unit improves throughput and efficiency, connecting Production Ready finishing modules, ensuring flat sheets for reliability and speed.

8 **Xerox Inserter:** Insert preprinted or blank media into printed document with a tray capacity of 250 sheets, sheet sizes up to 13 x 19.2 in. (330x 488 mm) and 350 gsm.

9 **GBC® AdvancedPunch Pro™:** Lets you create bound documents in-house by combining printing, punching and collating into one convenient step. Choose the punch to fit your needs.

10 **Xerox® Crease and Two-sided Trimmer:** Trims 6-25 mm from the head and foot of prints or booklets to produce an even edge and creases spine. Available with Production Ready Finishers.

11 **Xerox® C/Z Folder:** Produces Z-fold, C Fold and Engineering Z-Fold.

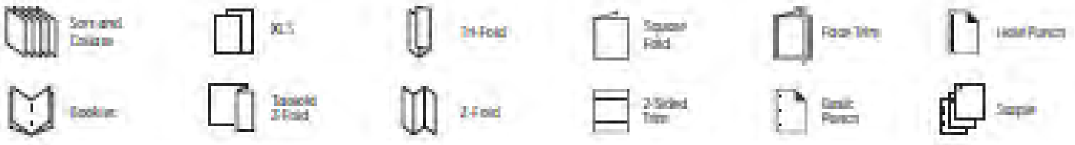
12 **Xerox® Production Ready Finisher Booklet Maker:** Ensures consistent high-quality stapled sets for small or large documents with a variable-length stapler, single or dual stapling option and a 100 sheet capacity. Plus, creates stapled booklets up to 30 sheets or 120 imposed pages (uncoated), or 15 sheets or 60 imposed pages (coated).

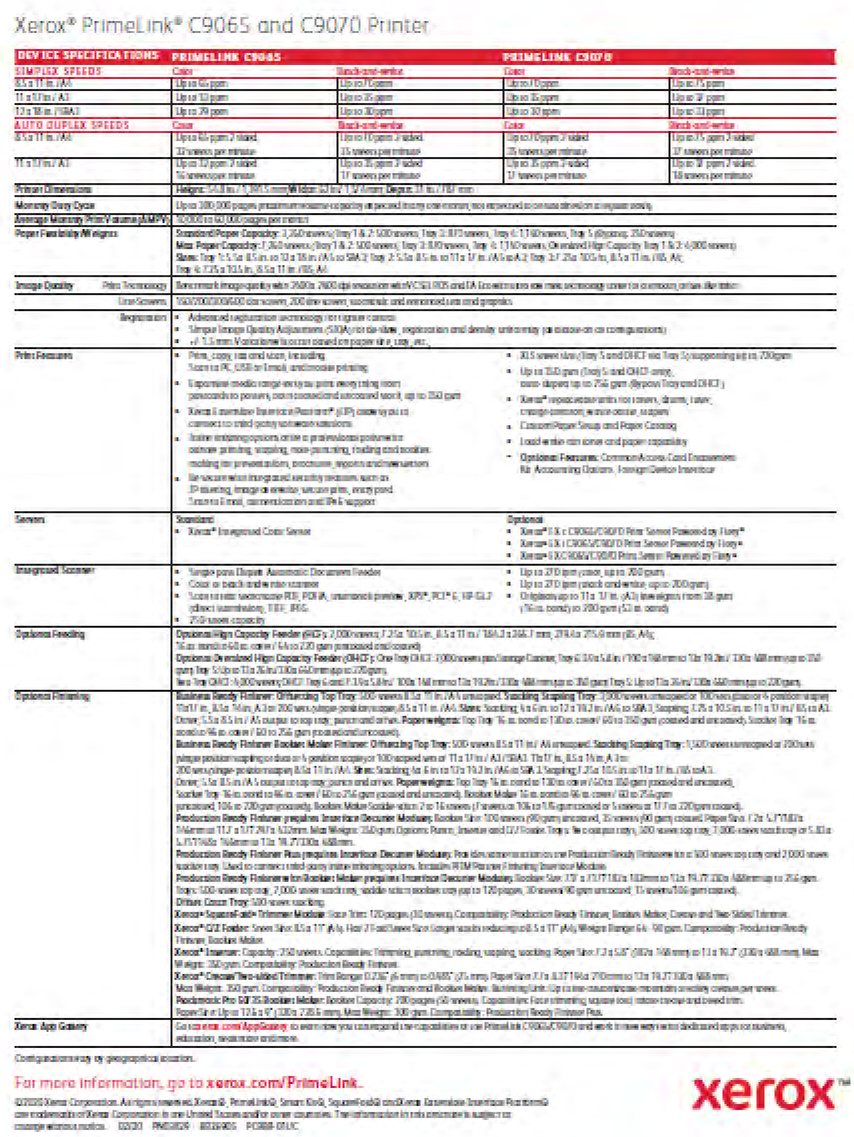
13 **Xerox® SquareFold® Trimmer Module:** Enhances the power of the Production Ready Finisher with square fold of cover sheets and face trimming to produce booklets.

ADDITIONAL FEEDING AND FINISHING OPTIONS NOT PICTURED

- One-Tray Xerox® High Capacity Feeder — Holds 2,000 sheets of 8.5 x 11 in. (A4) paper, 64–220 gsm.
- Banner Feed Guide — An option for the Tray 5 (Bypass)/MSI/OHCF that increases reliability when feeding XLS or 350 gsm media.
- One-Tray Oversized High Capacity Feeder with Storage Cabinet — Adds 2,000 sheets in sizes from 4 x 6 in./ 100 x 148 mm to 13 x 19.2 in./ 330x 488 mm (up to 350 gsm). Up to 13 x 26 in./ 330 x 660 mm via Tray 5 (up to 220 gsm).
- Offset Catch Tray — 500-sheet stacking.
- Xerox® Business Ready Finisher — A lighter duty option for finishing and stacking and staples up to 50 sheets uncoated/15 coated.
- Xerox® Business Ready Booklet Maker Finisher — Provides booklet making capability.
- Xerox® Production Ready Finisher — Produces superior quality finishing and stacking with a 500-sheet top tray and 3,000-sheet stacker tray and built-in bi-directional decurler.
- Xerox® Production Ready Finisher Plus — Provides same function as the Production Ready Finisher. Used to connect third-party inline finishing options.
- Xerox® Basic Punch — An option for punching 2/3, 2/4 and Swedish 4-hole on the Production Ready Finisher and Booklet Maker.
- Plockmatic Pro 50/35 Booklet Maker — Highest quality production booklets up to 200 pages (up to 50 sheets). Face trimming, square fold, rotate crease and bleed trim.
- Convenience Stapler — Staples up to 50 sheets of 20 lb./80 gsm media.

FINISHING APPLICATIONS





Xerox® PrimeLink® C9065 and C9070 Printer

DEVICE SPECIFICATIONS	PRIMELINK C9065		PRIMELINK C9070	
SIMPLEX SPEEDS	Color	Black-and-white	Color	Black-and-white
8.5 x 11 in. / A4	Up to 65 ppm	Up to 70 ppm	Up to 70 ppm	Up to 75 ppm
11 x 17 in. / A3	Up to 32 ppm	Up to 35 ppm	Up to 35 ppm	Up to 37 ppm
12 x 18 in. / SRA3	Up to 29 ppm	Up to 30 ppm	Up to 30 ppm	Up to 33 ppm
AUTO DUPLEX SPEEDS	Color	Black-and-white	Color	Black-and-white
8.5 x 11 in. / A4	Up to 65 ppm 2-sided 32 sheets per minute	Up to 70 ppm 2-sided 35 sheets per minute	Up to 70 ppm 2-sided 35 sheets per minute	Up to 75 ppm 2-sided 37 sheets per minute
11 x 17 in. / A3	Up to 32 ppm 2-sided 16 sheets per minute	Up to 35 ppm 2-sided 17 sheets per minute	Up to 35 ppm 2-sided 17 sheets per minute	Up to 37 ppm 2-sided 18 sheets per minute

For more information, go to xerox.com/PrimeLink.

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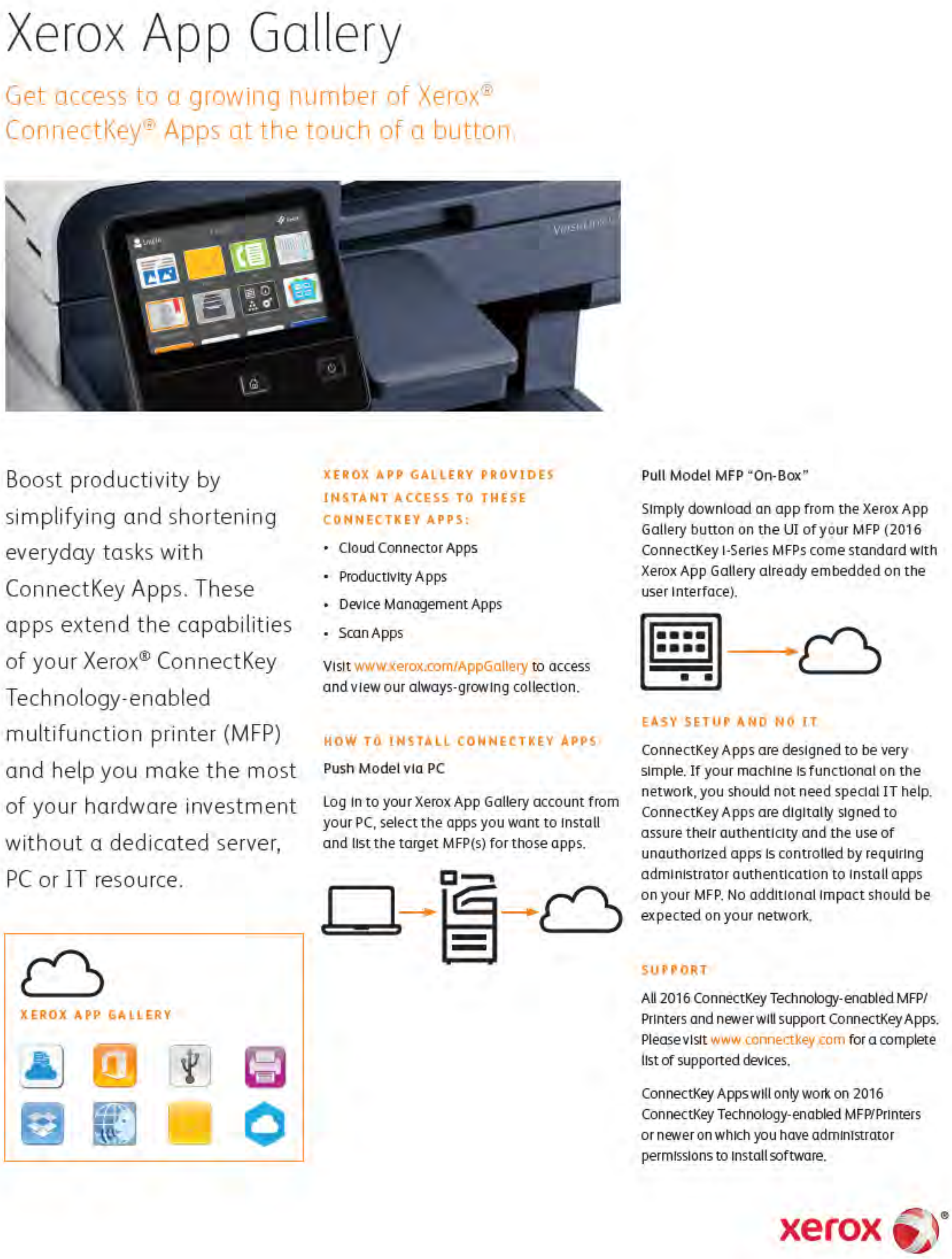

Xerox App Gallery

Get access to a growing number of Xerox® ConnectKey® Apps at the touch of a button

Boost productivity by simplifying and shortening everyday tasks with ConnectKey Apps. These apps extend the capabilities of your Xerox® ConnectKey Technology-enabled multifunction printer (MFP) and help you make the most of your hardware investment without a dedicated server, PC or IT resource.

XEROX APP GALLERY

XEROX APP GALLERY PROVIDES INSTANT ACCESS TO THESE CONNECTKEY APPS:

- Cloud Connector Apps
- Productivity Apps
- Device Management Apps
- Scan Apps

Visit www.xerox.com/AppGallery to access and view our always-growing collection.

HOW TO INSTALL CONNECTKEY APPS

Push Model via PC

Log in to your Xerox App Gallery account from your PC, select the apps you want to install and list the target MFP(s) for those apps.

Pull Model MFP "On-Box"

Simply download an app from the Xerox App Gallery button on the UI of your MFP (2016 ConnectKey i-Series MFPs come standard with Xerox App Gallery already embedded on the user interface).

EASY SETUP AND NO IT

ConnectKey Apps are designed to be very simple. If your machine is functional on the network, you should not need special IT help. ConnectKey Apps are digitally signed to assure their authenticity and the use of unauthorized apps is controlled by requiring administrator authentication to install apps on your MFP. No additional impact should be expected on your network.

SUPPORT

All 2016 ConnectKey Technology-enabled MFP/ Printers and newer will support ConnectKey Apps. Please visit www.connectkey.com for a complete list of supported devices.

ConnectKey Apps will only work on 2016 ConnectKey Technology-enabled MFP/Printers or newer on which you have administrator permissions to install software.

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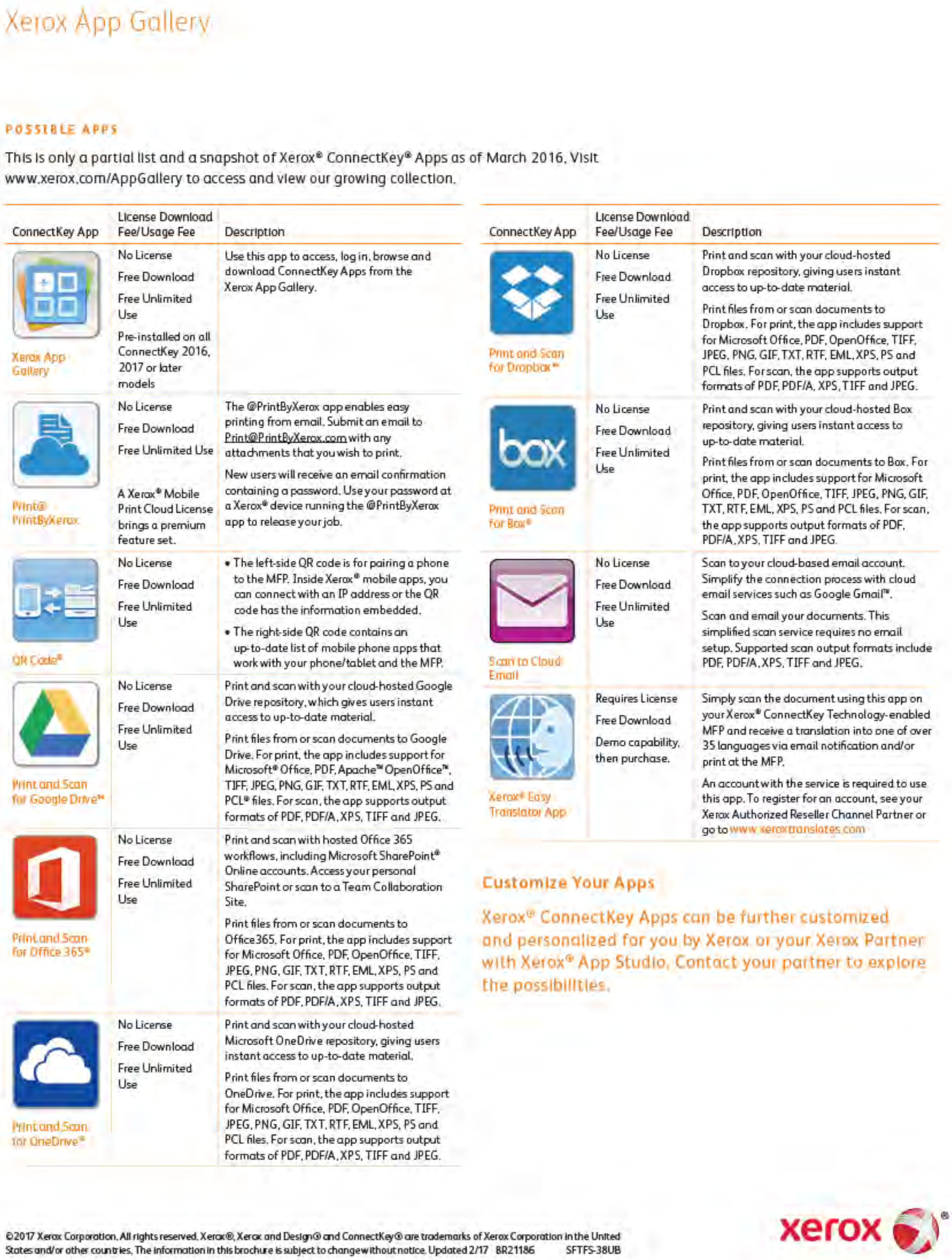

Xerox App Gallery

POSSIBLE APPS

This is only a partial list and a snapshot of Xerox® ConnectKey® Apps as of March 2016. Visit www.xerox.com/AppGallery to access and view our growing collection.

ConnectKey App	License Download Fee/Usage Fee	Description
Xerox App Gallery	No License Free Download Free Unlimited Use Pre-installed on all ConnectKey 2016, 2017 or later models	Use this app to access, log in, browse and download ConnectKey Apps from the Xerox App Gallery.
Print@ PrintByXerox	No License Free Download Free Unlimited Use A Xerox® Mobile Print Cloud License brings a premium feature set.	The @PrintByXerox app enables easy printing from email. Submit an email to Print@PrintByXerox.com with any attachments that you wish to print. New users will receive an email confirmation containing a password. Use your password at a Xerox® device running the @PrintByXerox app to release your job.
QR Code®	No License Free Download Free Unlimited Use	• The left-side QR code is for pairing a phone to the MFP. Inside Xerox® mobile apps, you can connect with an IP address or the QR code has the information embedded. • The right-side QR code contains an up-to-date list of mobile phone apps that work with your phone/tablet and the MFP.
Print and Scan for Google Drive™	No License Free Download Free Unlimited Use	Print and scan with your cloud-hosted Google Drive repository, which gives users instant access to up-to-date material. Print files from or scan documents to Google Drive. For print, the app includes support for Microsoft® Office, PDF, Apache™ OpenOffice™, TIFF, JPEG, PNG, GIF, TXT, RTF, EML, XPS, PS and PCL® files. For scan, the app supports output formats of PDF, PDF/A, XPS, TIFF and JPEG.
Print and Scan for Office 365®	No License Free Download Free Unlimited Use	Print and scan with hosted Office 365 workflows, including Microsoft SharePoint® Online accounts. Access your personal SharePoint or scan to a Team Collaboration Site. Print files from or scan documents to Office365. For print, the app includes support for Microsoft Office, PDF, OpenOffice, TIFF, JPEG, PNG, GIF, TXT, RTF, EML, XPS, PS and PCL files. For scan, the app supports output formats of PDF, PDF/A, XPS, TIFF and JPEG.
Print and Scan for OneDrive®	No License Free Download Free Unlimited Use	Print and scan with your cloud-hosted Microsoft OneDrive repository, giving users instant access to up-to-date material. Print files from or scan documents to OneDrive. For print, the app includes support for Microsoft Office, PDF, OpenOffice, TIFF, JPEG, PNG, GIF, TXT, RTF, EML, XPS, PS and PCL files. For scan, the app supports output formats of PDF, PDF/A, XPS, TIFF and JPEG.
Print and Scan for Dropbox™	No License Free Download Free Unlimited Use	Print and scan with your cloud-hosted Dropbox repository, giving users instant access to up-to-date material. Print files from or scan documents to Dropbox. For print, the app includes support for Microsoft Office, PDF, OpenOffice, TIFF, JPEG, PNG, GIF, TXT, RTF, EML, XPS, PS and PCL files. For scan, the app supports output formats of PDF, PDF/A, XPS, TIFF and JPEG.
Print and Scan for Box®	No License Free Download Free Unlimited Use	Print and scan with your cloud-hosted Box repository, giving users instant access to up-to-date material. Print files from or scan documents to Box. For print, the app includes support for Microsoft Office, PDF, OpenOffice, TIFF, JPEG, PNG, GIF, TXT, RTF, EML, XPS, PS and PCL files. For scan, the app supports output formats of PDF, PDF/A, XPS, TIFF and JPEG.
Scan to Cloud Email	No License Free Download Free Unlimited Use	Scan to your cloud-based email account. Simplify the connection process with cloud email services such as Google Gmail™. Scan and email your documents. This simplified scan service requires no email setup. Supported scan output formats include PDF, PDF/A, XPS, TIFF and JPEG.
Xerox® Easy Translator App	Requires License Free Download Demo capability, then purchase.	Simply scan the document using this app on your Xerox® ConnectKey Technology-enabled MFP and receive a translation into one of over 35 languages via email notification and/or print at the MFP. An account with the service is required to use this app. To register for an account, see your Xerox Authorized Reseller Channel Partner or go to www.xeroxtranslates.com

Customize Your Apps

Xerox® ConnectKey Apps can be further customized and personalized for you by Xerox or your Xerox Partner with Xerox® App Studio. Contact your partner to explore the possibilities.

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DocuShare® for Student Records

Automated student records processing streamlines workflows, reduces costs and increases security.

The need for automated student records.

Student records are at the heart of many processes in K-12 schools and in higher education. A school must maintain a complete, cumulative record of student personal data, transcripts, grades and courses from the time of enrollment through graduation. The student file must be accessible, yet secure—for example, allowing a registrar access to the record to answer student or parent questions, while protecting highly confidential information such as student grades, individualized education program (IEP) requirements, and health data. Organizations must also prepare for frequent audits by state auditors. Finally, student records must legally be kept for years and available for inquiries.

Though schools widely use student information systems (SIS) and other enterprise applications, many core processes such as registration are still paper-based. When schools rely on paper records, they face cumbersome administrative processes, high storage costs and inefficiency.

Challenges for educational institutions include:

- The growth of paper files each year, requiring file cabinets and more room to store files either onsite or in offsite warehouses.
- The time it takes to search through file cabinets or boxes. This also affects preparing for audits because fees may result if the information is not produced within a required timeframe.
- The length of time it takes for parents to visit each different school in person when enrolling several children. Registration is also time-consuming for administrators.
- Heightened risk of lost information or exposure of sensitive data with paper files.
- The need for cost-efficient solutions due to dramatic cost-cutting in public education. A school's livelihood often depends on "doing more with less."

Content management is the solution.

DocuShare for Student Records provides schools and other educational institutions with the capture, document management, workflow and archive tools to create a secure, central digital repository of student records. The solution protects confidential information by strictly limiting access to only those who should see the records. At the same time, it enables search and retrieval of student files in seconds. For compliance, schools can opt to add lifecycle management, providing retention schedules and automated archiving to meet legal guidelines.

Schools reap the benefits.

With a content management solution, schools can:

- Digitize student files as they accumulate through intuitive scanning that captures key data for filing.
- Provide a central, searchable repository of student information.
- Enable capture of legacy files for quick access to historical data.
- Reduce the need for physical storage space for paper files and the storage costs associated with it.
- Dramatically cut time to prepare for audits.
- Protect confidential data to comply with mandates like HIPAA, FERPA and CIPA.
- Manage the full lifecycle of records, including automated archiving after a student leaves.
- Support green initiatives by reducing paper use and printing.

DocuShare for Student Records helps streamline student record review, management and archiving.

Step 1

Administrator or non-technical employee scans information to add to student file at MFP.

Step 2

Scanned document automatically routed into student folder based on ID entered at MDF.

Step 3

File linked to student record in Student Information System SIS for rapid information retrieval.

Step 4

Document-level access controls ensure effective, auditable management and access.

Document Imaging Products
Nuance AutoStore®

Data Sheet

Automate your document-driven business processes.

Capture and secure delivery of paper and electronic documents into business applications

What is Nuance AutoStore®

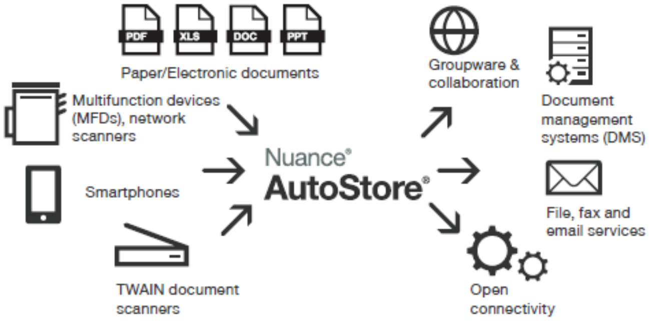
AutoStore is a server-based application which orchestrates the capture and secure delivery of paper and electronic documents into business applications. It is well suited for organizations of all sizes who want to eliminate error-prone manual document handling. Whether you're handling invoices, claims, applications or order forms, AutoStore can automate your document-driven business processes to help lower costs, improve operational efficiency, communication and collaboration, and support compliance with laws and regulations.

AutoStore utilizes your existing infrastructure and captures information from your multifunction peripherals, smartphone, emails, fax servers, shared/public folders, FTP sites, Microsoft® Office® applications, PC desktops, XML data streams and other sources. The captured information is then processed based on your organization's predetermined workflow. Scanned images are enhanced for improved readability, text can be converted into editable electronic information, barcodes can be read, resulting in rich information to be used for later retrieval. Once processing is complete, the documents and the keywords describing them are distributed to any number of locations. Destinations can be faxed, emailed, stored in a document management system (DMS), on FTP sites, in secure network folders, or even multiple destinations simultaneously. All of this is performed effortlessly with just the push of a button on the front panel of the device. That's it. The workflow happens immediately, ensuring your information goes where you want it to go quickly and accurately every time.

This is all possible due to AutoStore's customizable workflows and personalized MFP menu panels. With the help of the AutoStore Process Designer, workflows can be pre-configured and saved to reduce the amount of manual steps required by the end user. This simple and easy to use capability eliminates manual processes, which helps reduce user errors and results in accurate and efficient document processing.

Key features

- Works with all major manufacturers
- Integrated LDAP connector
- Bi-directional database lookups
- Document image processing
- 40+ free backend connectors
- 1D/2D barcode recognition
- Capture paper and electronic documents from any source
- Front panel browse-to-scan
- Route to SharePoint®
- One touch multi-route
- PDF & PDF/A support
- Personalized scan menus
- Capture from any email account
- Send to email
- MRC PDF compression
- Open XML document support
- Camera and smartphone image processing


PDF
XLS
DOC
PPT
Paper/Electronic documents
Multifunction devices (MFDs), network scanners
Smartphones
TWAIN document scanners
Nuance® AutoStore®
Groupware & collaboration
Document management systems (DMS)
File, fax and email services
Open connectivity

One touch multi-route
Route your documents to multiple people simultaneously or to multiple backend systems with just a push of a button. Create specialized scanning workflows that can be associated with customizable buttons on the MFP's front panel. One touch of a button automates distribution of invoices, purchase orders, bills and other time-critical documents to streamline internal communications and reduce the risk of manual errors and expensive rework processing.

PDF and PDF/A support
Scan your documents to text-searchable PDF or PDF/A formats that can searched for information easily and accurately.

Personalized scan menus
Once a user is authenticated, personalized scan menus appear which are specific to the individual or department. The MFP front panel user interface can be enhanced using custom icons and names to represent the workflow action on screen accurately.

Capture from any email account
Capture email and other documents as soon as they enter the organization. Turn them into actionable digital information, (including header, body text and all attachments) and deliver the information into business applications for immediate, appropriate processing or archive them for corporate compliance purposes.

Send to email
Send scanned documents directly to an email address with one press of a button. Select the correct workflow, fill in the needed details and AutoStore will scan the document, convert it to your format of choice (e.g., text-searchable PDF file) and attach it to an email. Send it to yourself or to multiple addresses. After sending the document, a copy of the email can be stored in the sent items list of your mailbox.

MRC PDF compression
Attack file bloat at the core by automatically creating highly compressed PDF files 1/10th the size of the original, reducing storage needs and minimizing impact on slower mail servers and choked bandwidth.

Open XML document support
Now you can scan hardcopy originals to the latest Microsoft® Word® (*.docx), Excel® (*.xlsx) or PowerPoint® (*.pptx) easily, and store them as accurate, properly formatted and editable Office documents.

How AutoStore works

Successful information management can help elevate a company from startup to success. So, it's important to make sure your company has the best resources and technology available to handle both its print and electronic documents. With more than 150 integrations, AutoStore has the capability to help manage your information workload. The following is a partial list of our process and route components. Please visit our website at http://www.nuance.com/for-business/autostore/index.htm for a complete listing.

Capture information from:
- Multifunction peripherals (MFPs)
- Smartphones
- Copiers
- Scanners
- Desktops
- Microsoft® Office® applications
- Email clients
- Email inbox
- Directory (network or local)
- Email (SMTP, POP3, IMAP)
- Fax servers
- Local or remote folders
- FTP sites (secure and unsecure)
- Files (batch, XML, delimited formats, ASCII)
- PC desktop
- XML

Device features:
- Device importing and grouping (Sales, Marketing, Accounting, Post Office, etc.)
- One-touch multi-route
- Scan settings granularity controls
- Bi-directional database lookups
- Integrated LDAP connection
- Various index fields
- Encryption of jobs
- Generation of menus / forms

Process using:
- Full text recognition
- Zonal text recognition
- Hand printed character recognition (ICR)
- Forms recognition (structured/semi-structured)
- Optical Mark Reading (OMR)
- Image Cleanup
- MRC PDF Compression
- Barcode recognition (1D/2D)
- Bates stamp
- Encryption/Decryption
- Forms Overlay
- Reporting
- Automated email notification

Enterprise features:
- Load balancing
- Multi-CPU capable
- Multi-OCR engine capable
- Centralized management
- Authentication services

Route information directly to:
- Network Folders
- Email
- Fax servers
- Printers
- ODBC-compliant databases
- Send to HTTP
- Secure FTP sites
- Send to XML & WebDav
- Document Management Systems and Cloud Services from vendors such as Microsoft®, Google®, EMC®, OpenText®, FileNet®, Interwoven®, IBM®, Docuware®, and more.)
- CSV, command files
- Captaris RightFax™

Security features:
- Authentication (Common Access Cards, Windows, Active Directory, LDAP)
- Restricted network access
- Outbound fax or email validation
- Outbound fax filtering
- Redact sensitive information

NUANCE

Document Imaging Products
Nuance AutoStore®

Data Sheet

System requirements:

Hardware

- Microsoft® Windows® operating system (OS) running on computer with at least a 2 GHz Processor
- Minimum 2 GB of RAM is necessary but 4 GB or greater is recommended
- Minimum of 10 GB of hard disk space
- NIC Card

Operating System

Supported Microsoft® Windows® operating systems:

- Windows Server 2012 R2: Standard and Datacenter
- Windows Server 2012: Standard and Datacenter — with the latest service pack
- Windows Server 2008 R2: Standard, Enterprise, and Datacenter with the latest service pack
- Windows Server 2008 (32\64 bit): Standard, Enterprise, and Datacenter with the latest service pack
- Windows 8/8.1 (32\64 bit): Pro and Enterprise
- Windows 7 (32\64 bit): Professional, Ultimate, and Enterprise with the latest service pack
- Windows 10

Additional Software

- Microsoft® .NET Framework 3.5
- Microsoft® .NET Framework 4.0
- Microsoft .NET Framework 4.5

To learn more about Nuance AutoStore please call 1-800-327-0183 or visit nuance.com/go/autostore

About Nuance Communications, Inc.

Nuance Communications, Inc. is a leading provider of voice and language solutions for businesses and consumers around the world. Its technologies, applications and services make the user experience more compelling by transforming the way people interact with devices and systems. Every day, millions of users and thousands of businesses experience Nuance's proven applications. For more information, please visit: www.nuance.com.

NUANCE

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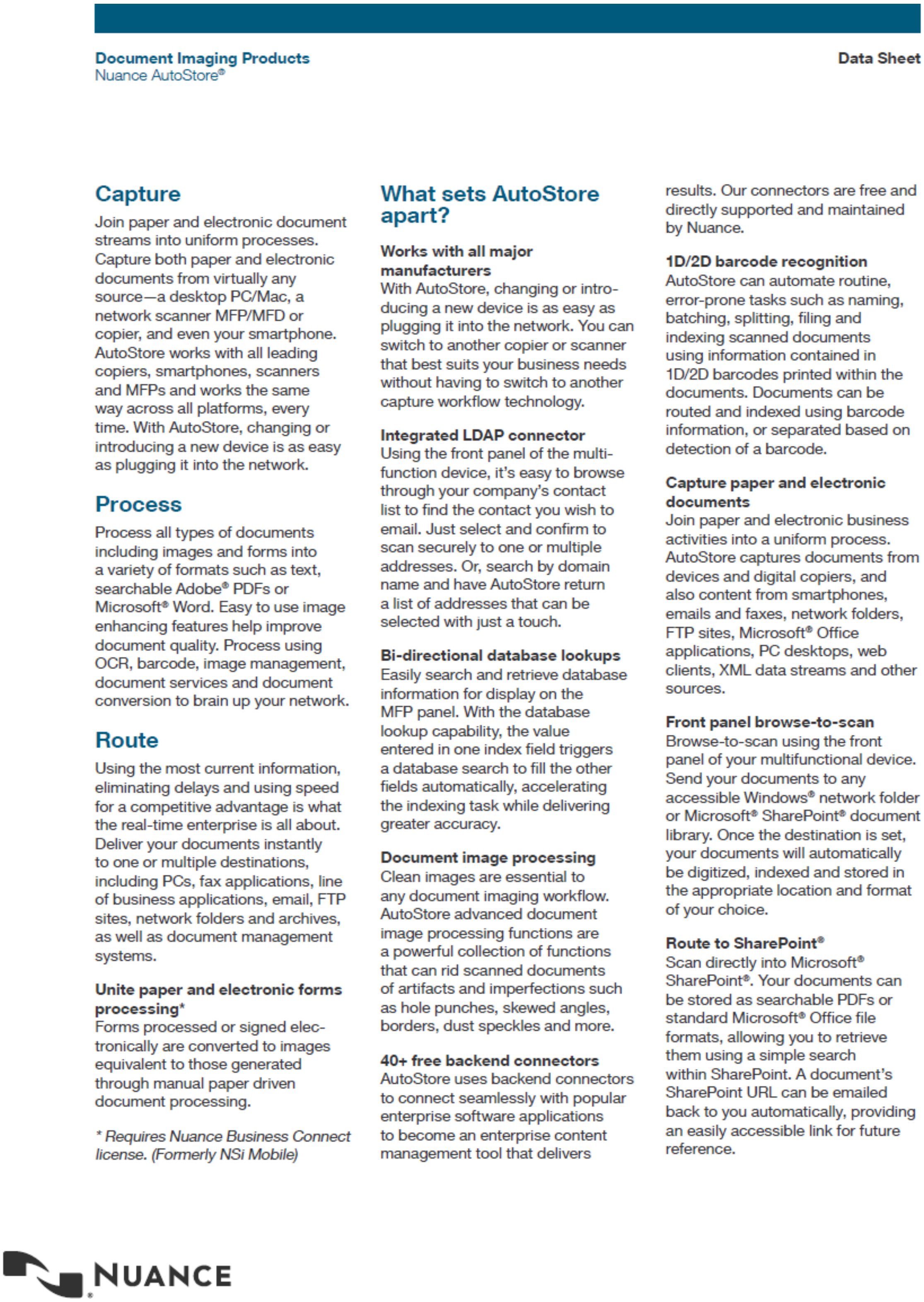

Document Imaging Products
Nuance AutoStore®

Data Sheet

Capture

Join paper and electronic document streams into uniform processes. Capture both paper and electronic documents from virtually any source—a desktop PC/Mac, a network scanner MFP/MFD or copier, and even your smartphone. AutoStore works with all leading copiers, smartphones, scanners and MFPs and works the same way across all platforms, every time. With AutoStore, changing or introducing a new device is as easy as plugging it into the network.

Process

Process all types of documents including images and forms into a variety of formats such as text, searchable Adobe® PDFs or Microsoft® Word. Easy to use image enhancing features help improve document quality. Process using OCR, barcode, image management, document services and document conversion to brain up your network.

Route

Using the most current information, eliminating delays and using speed for a competitive advantage is what the real-time enterprise is all about. Deliver your documents instantly to one or multiple destinations, including PCs, fax applications, line of business applications, email, FTP sites, network folders and archives, as well as document management systems.

Unite paper and electronic forms processing*
Forms processed or signed electronically are converted to images equivalent to those generated through manual paper driven document processing.

** Requires Nuance Business Connect license. (Formerly NSi Mobile)*

What sets AutoStore apart?

Works with all major manufacturers
With AutoStore, changing or introducing a new device is as easy as plugging it into the network. You can switch to another copier or scanner that best suits your business needs without having to switch to another capture workflow technology.

Integrated LDAP connector
Using the front panel of the multi-function device, it's easy to browse through your company's contact list to find the contact you wish to email. Just select and confirm to scan securely to one or multiple addresses. Or, search by domain name and have AutoStore return a list of addresses that can be selected with just a touch.

Bi-directional database lookups
Easily search and retrieve database information for display on the MFP panel. With the database lookup capability, the value entered in one index field triggers a database search to fill the other fields automatically, accelerating the indexing task while delivering greater accuracy.

Document image processing
Clean images are essential to any document imaging workflow. AutoStore advanced document image processing functions are a powerful collection of functions that can rid scanned documents of artifacts and imperfections such as hole punches, skewed angles, borders, dust speckles and more.

40+ free backend connectors
AutoStore uses backend connectors to connect seamlessly with popular enterprise software applications to become an enterprise content management tool that delivers results. Our connectors are free and directly supported and maintained by Nuance.

1D/2D barcode recognition
AutoStore can automate routine, error-prone tasks such as naming, batching, splitting, filing and indexing scanned documents using information contained in 1D/2D barcodes printed within the documents. Documents can be routed and indexed using barcode information, or separated based on detection of a barcode.

Capture paper and electronic documents
Join paper and electronic business activities into a uniform process. AutoStore captures documents from devices and digital copiers, and also content from smartphones, emails and faxes, network folders, FTP sites, Microsoft® Office applications, PC desktops, web clients, XML data streams and other sources.

Front panel browse-to-scan
Browse-to-scan using the front panel of your multifunctional device. Send your documents to any accessible Windows® network folder or Microsoft® SharePoint® document library. Once the destination is set, your documents will automatically be digitized, indexed and stored in the appropriate location and format of your choice.

Route to SharePoint®
Scan directly into Microsoft® SharePoint®. Your documents can be stored as searchable PDFs or standard Microsoft® Office file formats, allowing you to retrieve them using a simple search within SharePoint. A document's SharePoint URL can be emailed back to you automatically, providing an easily accessible link for future reference.

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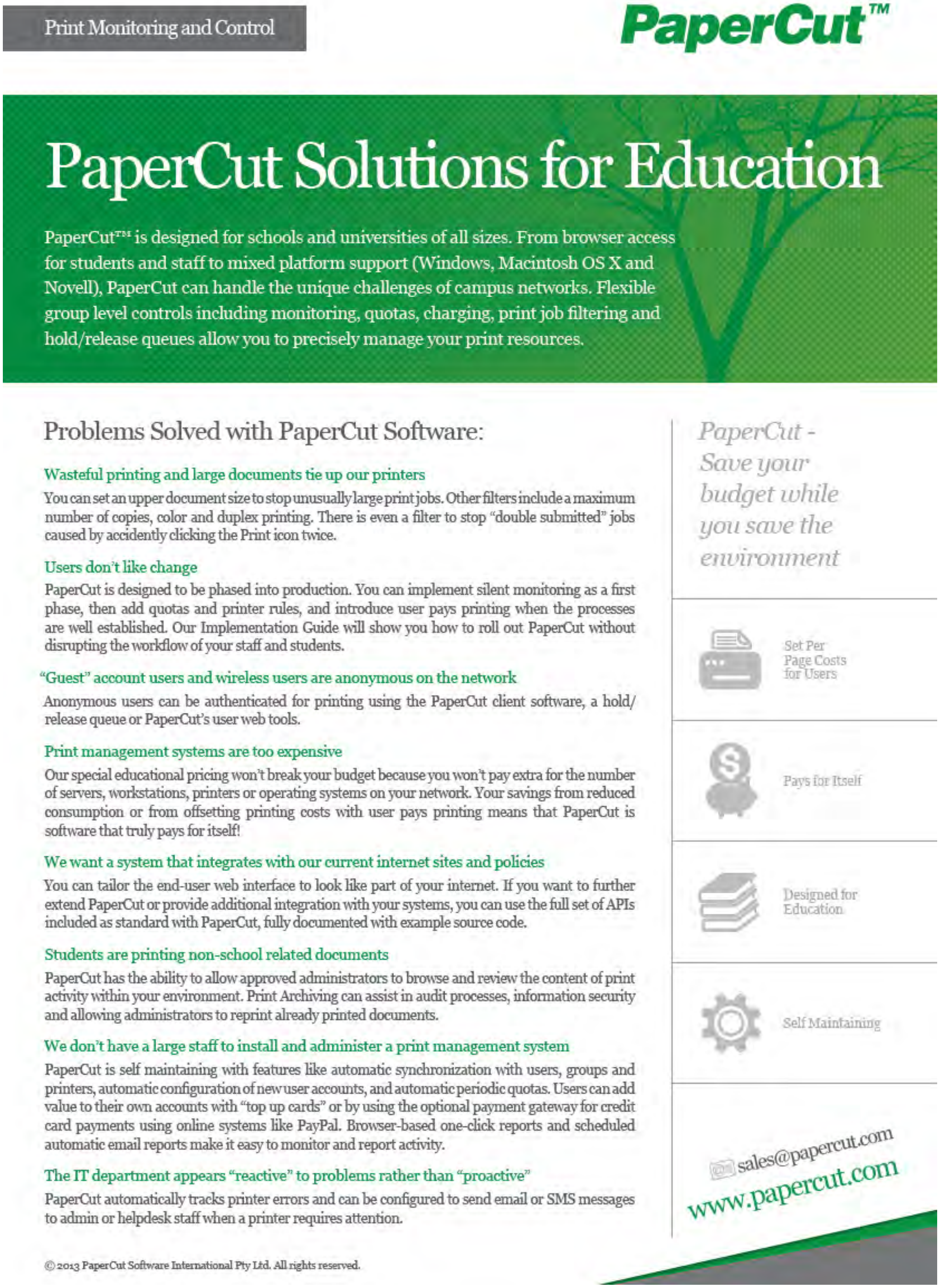

Print Monitoring and Control

PaperCut™

PaperCut Solutions for Education

PaperCut™ is designed for schools and universities of all sizes. From browser access for students and staff to mixed platform support (Windows, Macintosh OS X and Novell), PaperCut can handle the unique challenges of campus networks. Flexible group level controls including monitoring, quotas, charging, print job filtering and hold/release queues allow you to precisely manage your print resources.

Problems Solved with PaperCut Software:

Wasteful printing and large documents tie up our printers

You can set an upper document size to stop unusually large print jobs. Other filters include a maximum number of copies, color and duplex printing. There is even a filter to stop "double submitted" jobs caused by accidently clicking the Print icon twice.

Users don't like change

PaperCut is designed to be phased into production. You can implement silent monitoring as a first phase, then add quotas and printer rules, and introduce user pays printing when the processes are well established. Our Implementation Guide will show you how to roll out PaperCut without disrupting the workflow of your staff and students.

"Guest" account users and wireless users are anonymous on the network

Anonymous users can be authenticated for printing using the PaperCut client software, a hold/release queue or PaperCut's user web tools.

Print management systems are too expensive

Our special educational pricing won't break your budget because you won't pay extra for the number of servers, workstations, printers or operating systems on your network. Your savings from reduced consumption or from offsetting printing costs with user pays printing means that PaperCut is software that truly pays for itself!

We want a system that integrates with our current internet sites and policies

You can tailor the end-user web interface to look like part of your internet. If you want to further extend PaperCut or provide additional integration with your systems, you can use the full set of APIs included as standard with PaperCut, fully documented with example source code.

Students are printing non-school related documents

PaperCut has the ability to allow approved administrators to browse and review the content of print activity within your environment. Print Archiving can assist in audit processes, information security and allowing administrators to reprint already printed documents.

We don't have a large staff to install and administer a print management system

PaperCut is self maintaining with features like automatic synchronization with users, groups and printers, automatic configuration of new user accounts, and automatic periodic quotas. Users can add value to their own accounts with "top up cards" or by using the optional payment gateway for credit card payments using online systems like PayPal. Browser-based one-click reports and scheduled automatic email reports make it easy to monitor and report activity.

The IT department appears "reactive" to problems rather than "proactive"

PaperCut automatically tracks printer errors and can be configured to send email or SMS messages to admin or helpdesk staff when a printer requires attention.

PaperCut - Save your budget while you save the environment

Set Per Page Costs for Users

Pays for Itself

Designed for Education

Self Maintaining

sales@papercut.com
www.papercut.com

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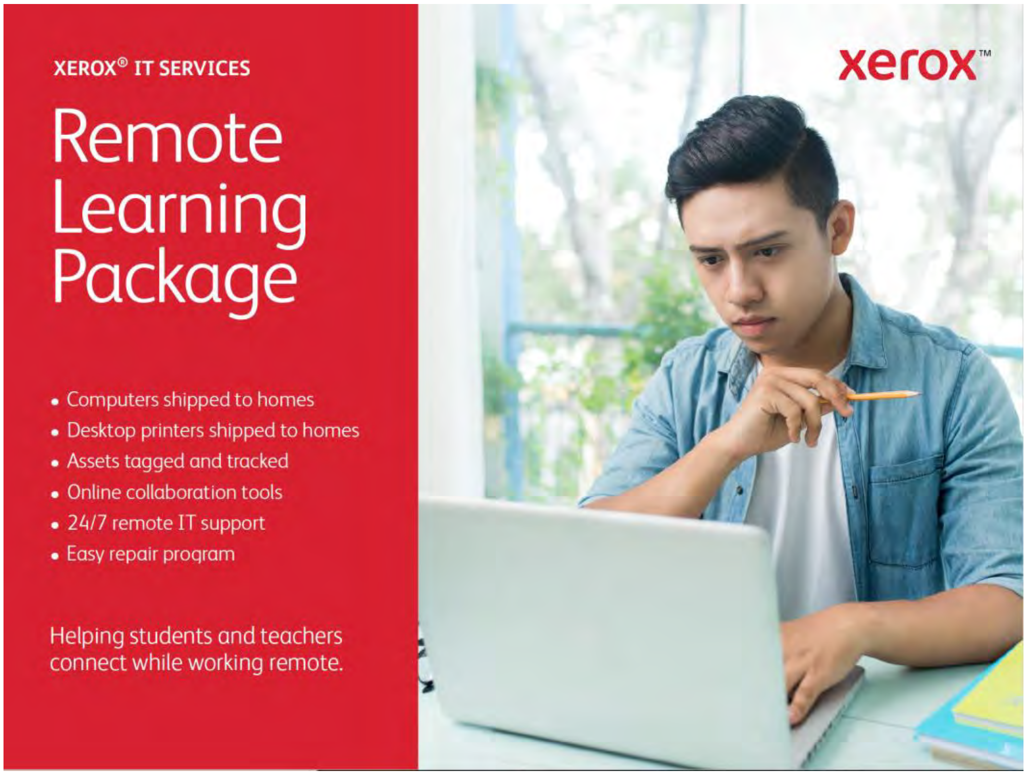
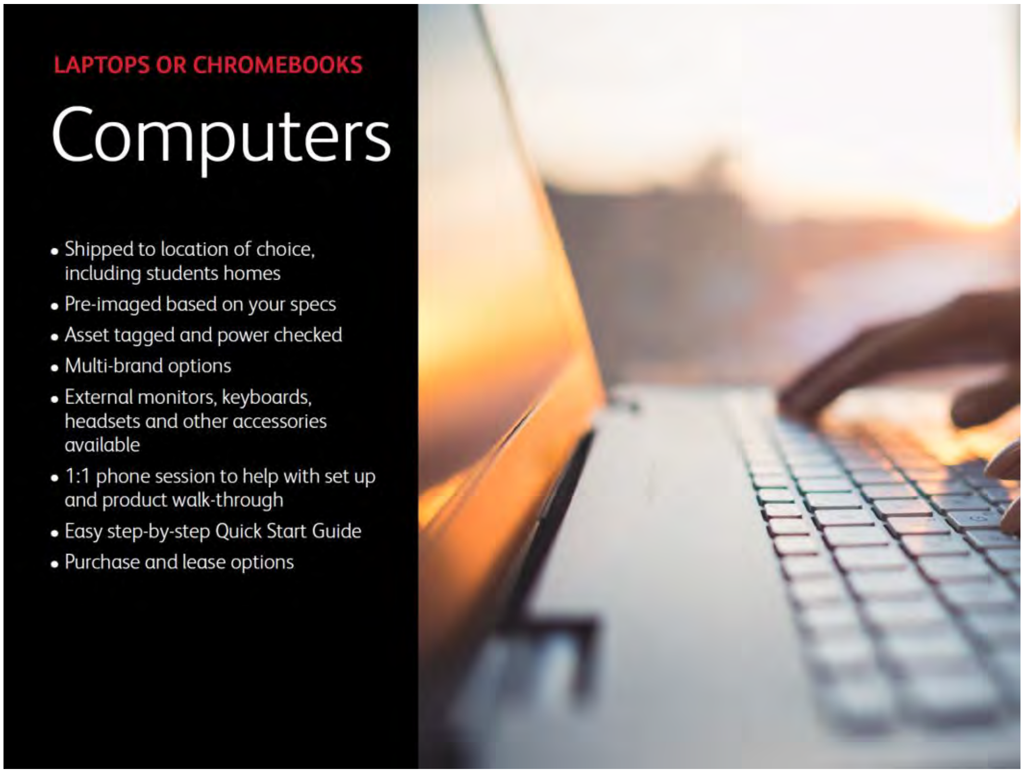


XEROX® IT SERVICES

Remote Learning Package

- Computers shipped to homes
- Desktop printers shipped to homes
- Assets tagged and tracked
- Online collaboration tools
- 24/7 remote IT support
- Easy repair program

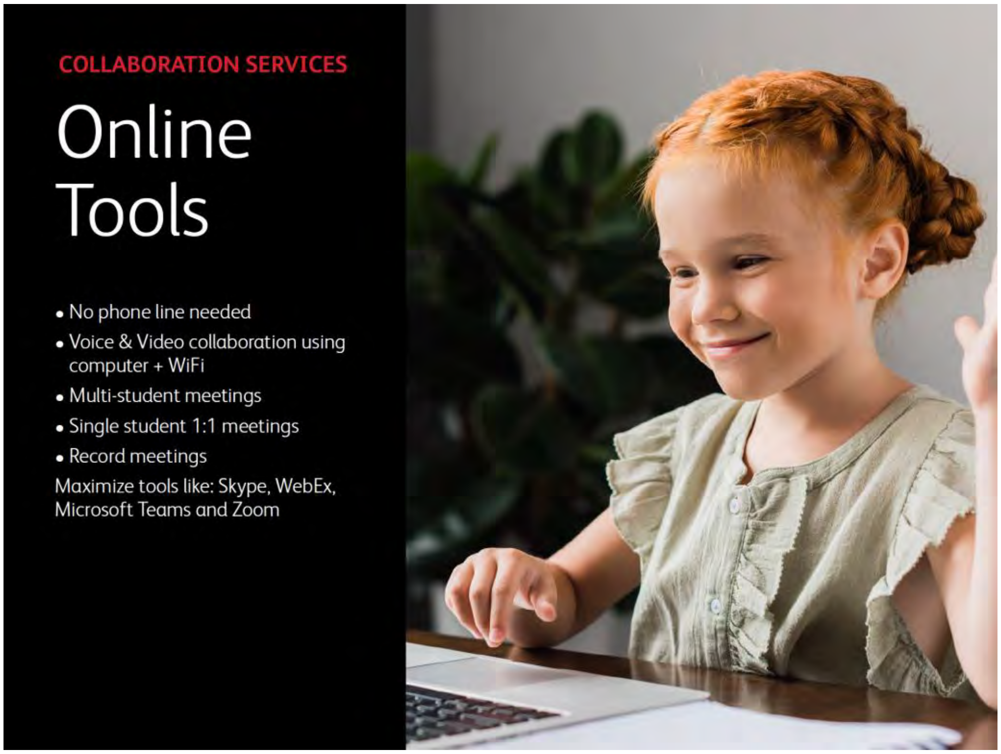
Helping students and teachers connect while working remote.



LAPTOPS OR CHROMEBOOKS

Computers

- Shipped to location of choice, including students homes
- Pre-imaged based on your specs
- Asset tagged and power checked
- Multi-brand options
- External monitors, keyboards, headsets and other accessories available
- 1:1 phone session to help with set up and product walk-through
- Easy step-by-step Quick Start Guide
- Purchase and lease options



COLLABORATION SERVICES

Online Tools

- No phone line needed
- Voice & Video collaboration using computer + WiFi
- Multi-student meetings
- Single student 1:1 meetings
- Record meetings

Maximize tools like: Skype, WebEx, Microsoft Teams and Zoom

PRINT/COPY/SCAN/FAX

Desktop Printers

- Home delivery
- Plug-n-play set up
- Easy step-by-step Quick Start Guide
- Multifunctional (print/copy/scan/fax)
- Apps to help students streamline homework

24/7 IT PHONE SUPPORT

IT SUPPORT

- 1:1 or group training available for laptop and technology set-up
- Warranty and accident protection options

EASY REPAIR

Quick Fix

- Student sends in their damaged laptop or Chromebook to our repair center
- Our team repairs and ships back. direct to students home

HOW TO BUY

Purchase Options

- Purchase
- Lease
- Deferred payment options available

RAPID DEPLOYMENT AVAILABLE

We're Here to Help

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xerox™

2018–2019 Xerox® Production Portfolio

Intelligent Solutions for a Transforming World

xerox®

Xerox Business Development Support

Drive Growth, Promote and Transform Your Business

Digital Hot Spot

Welcome to Digital Hot Spot, Xerox.

XEROX DIGITAL HOT SPOT WEBSITE

This website provides one-stop access for Xerox production print customers to business-building resources, industry insights and business development webinars.

It's also your connection with the Xerox Premier Partners Global Network to find a digital print partner with the right experience and equipment for your needs.

Case Studies & White Papers

Don't reinvent the wheel. Take advantage of Xerox customers' best practices.

Resources

XEROX CUSTOMER BUSINESS DEVELOPMENT PROGRAM

More than 100 resources, tools and professional services designed to support efforts such as sales and marketing, business planning, operations and new application development. Customers have access to:

- Xerox® ProfitAccelerator® and ProfitQuick® digital business tools and kits to create marketing plans, calculate ROI, target vertical markets, conduct open houses, manage a sales force and more
- Consulting and training services, business development webinars and white papers/case studies

Xerox Premier Partners Global Network

About the Xerox Premier Partners Global Network
Xerox Premier Partners Global Network
BLOG

XEROX PREMIER PARTNERS GLOBAL NETWORK

A collection of the world's top printers and marketing services providers, this global network builds digital business through information sharing, innovation, insights and business collaboration.

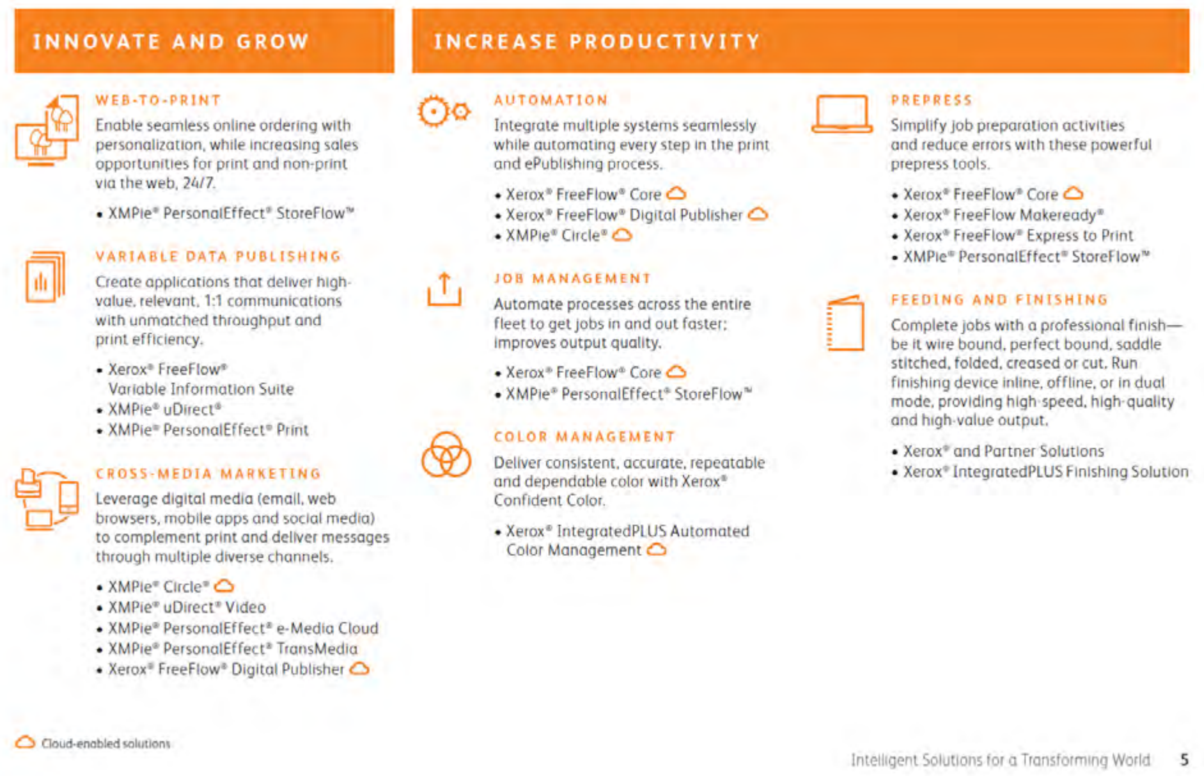
Exclusive membership benefits include business enhancement tools, regional networking opportunities and first looks at emerging technologies and solutions.

You can expand your own capabilities, or the geographies you serve, by finding a print partner via our Global Directory. You can search by application, location, equipment and more.

For more information about our business development support, visit:
xeroxdigitalhotspot.com

Xerox® Production Workflow and Software Solutions
Redefine the Flow of Work

4



INNOVATE AND GROW

WEB-TO-PRINT

Enable seamless online ordering with personalization, while increasing sales opportunities for print and non-print via the web, 24/7.

- XMPie® PersonalEffect® StoreFlow™

VARIABLE DATA PUBLISHING

Create applications that deliver high-value, relevant, 1:1 communications with unmatched throughput and print efficiency.

- Xerox® FreeFlow® Variable Information Suite
- XMPie® uDirect®
- XMPie® PersonalEffect® Print

CROSS-MEDIA MARKETING

Leverage digital media (email, web browsers, mobile apps and social media) to complement print and deliver messages through multiple diverse channels.

- XMPie® Circle® ☁
- XMPie® uDirect® Video
- XMPie® PersonalEffect® e-Media Cloud
- XMPie® PersonalEffect® TransMedia
- Xerox® FreeFlow® Digital Publisher ☁

INCREASE PRODUCTIVITY

AUTOMATION

Integrate multiple systems seamlessly while automating every step in the print and ePublishing process.

- Xerox® FreeFlow® Core ☁
- Xerox® FreeFlow® Digital Publisher ☁
- XMPie® Circle® ☁

JOB MANAGEMENT

Automate processes across the entire fleet to get jobs in and out faster; improves output quality.

- Xerox® FreeFlow® Core ☁
- XMPie® PersonalEffect® StoreFlow™

COLOR MANAGEMENT

Deliver consistent, accurate, repeatable and dependable color with Xerox® Confident Color.

- Xerox® IntegratedPLUS Automated Color Management ☁

PREPRESS

Simplify job preparation activities and reduce errors with these powerful prepress tools.

- Xerox® FreeFlow® Core ☁
- Xerox® FreeFlow Makeready®
- Xerox® FreeFlow® Express to Print
- XMPie® PersonalEffect® StoreFlow™

FEEDING AND FINISHING

Complete jobs with a professional finish—be it wire bound, perfect bound, saddle stitched, folded, creased or cut. Run finishing device inline, offline, or in dual mode, providing high-speed, high-quality and high-value output.

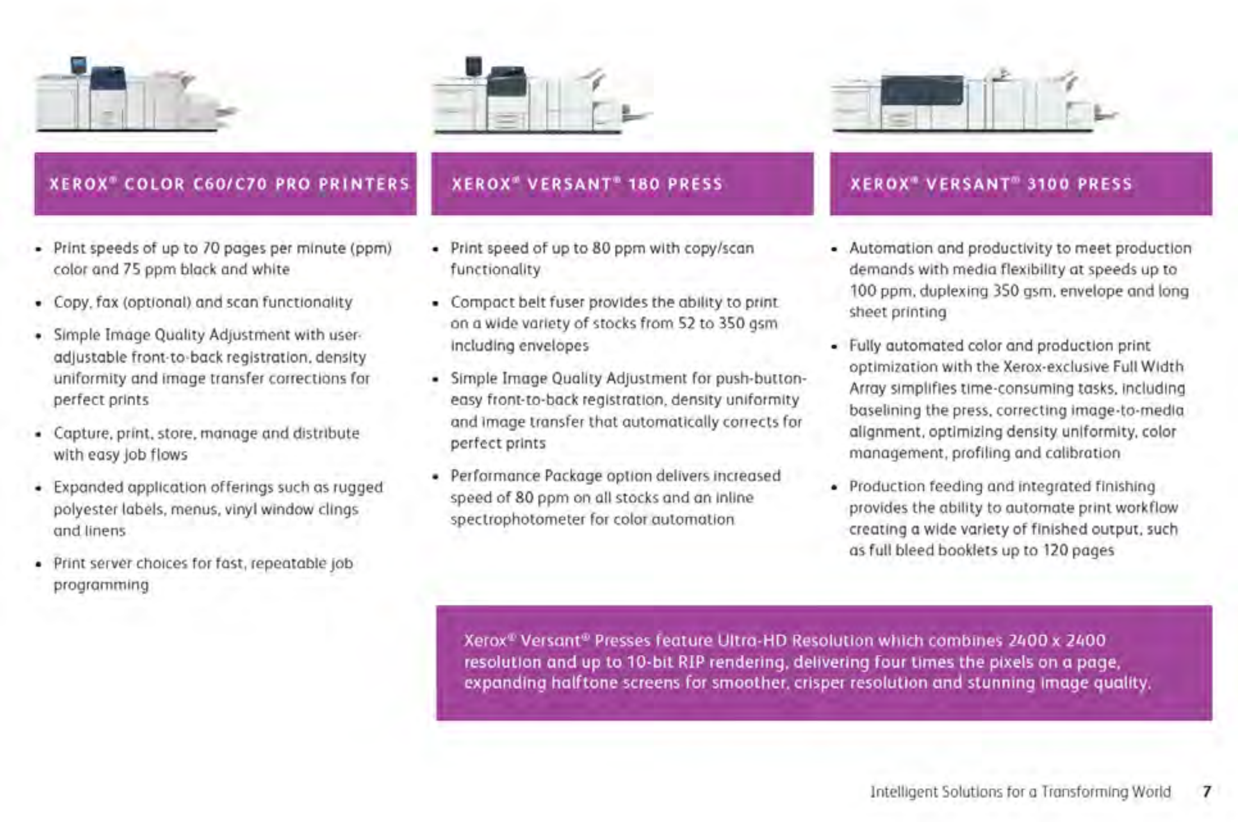
- Xerox® and Partner Solutions
- Xerox® IntegratedPLUS Finishing Solution

☁ Cloud-enabled solutions

Intelligent Solutions for a Transforming World 5

Color Cut Sheet Solutions

Invest with Confidence



XEROX® COLOR C60/C70 PRO PRINTERS

- Print speeds of up to 70 pages per minute (ppm) color and 75 ppm black and white
- Copy, fax (optional) and scan functionality
- Simple Image Quality Adjustment with user-adjustable front-to-back registration, density uniformity and image transfer corrections for perfect prints
- Capture, print, store, manage and distribute with easy job flows
- Expanded application offerings such as rugged polyester labels, menus, vinyl window clings and linens
- Print server choices for fast, repeatable job programming

XEROX® VERSANT® 180 PRESS

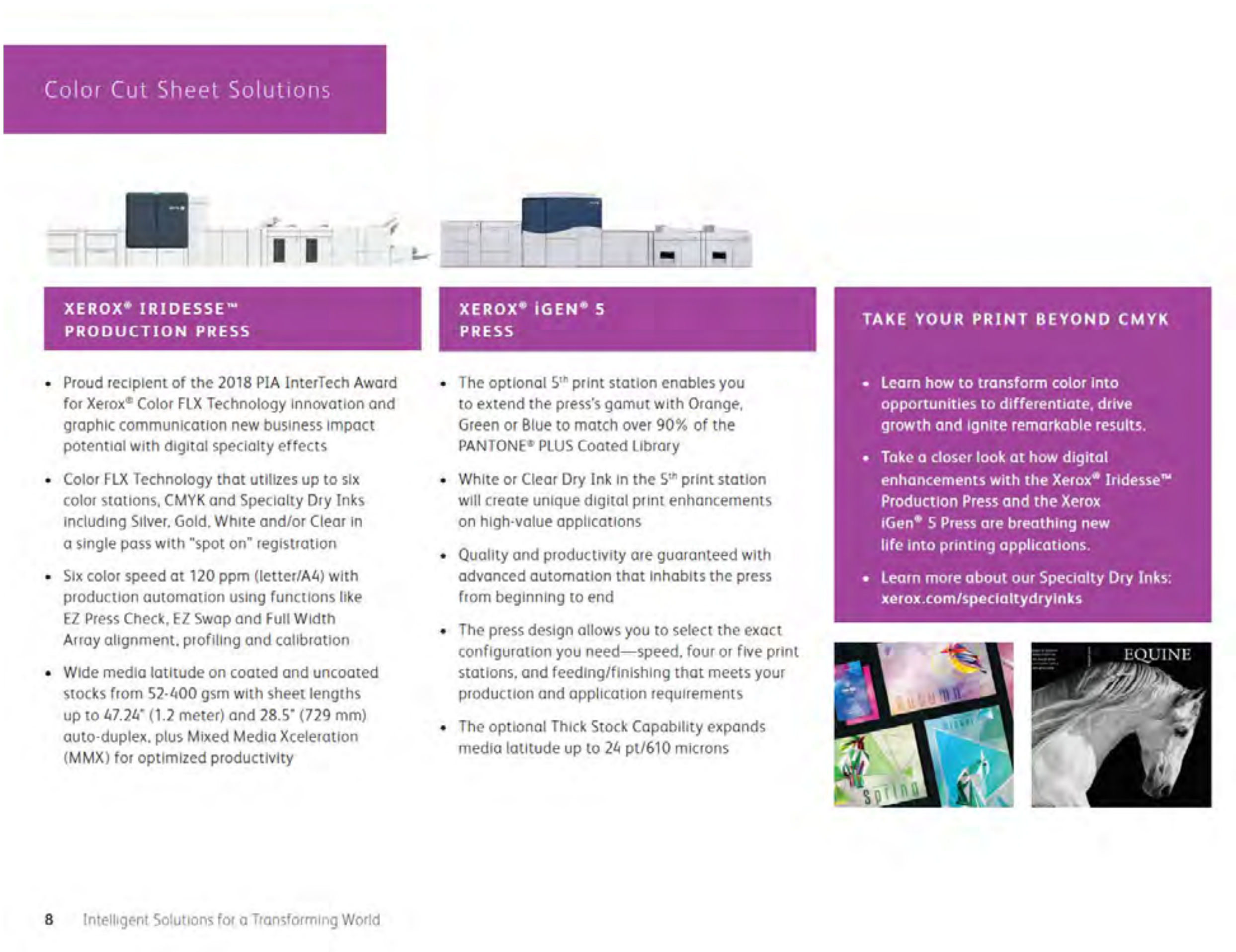
- Print speed of up to 80 ppm with copy/scan functionality
- Compact belt fuser provides the ability to print on a wide variety of stocks from 52 to 350 gsm including envelopes
- Simple Image Quality Adjustment for push-button-easy front-to-back registration, density uniformity and image transfer that automatically corrects for perfect prints
- Performance Package option delivers increased speed of 80 ppm on all stocks and an inline spectrophotometer for color automation

XEROX® VERSANT® 3100 PRESS

- Automation and productivity to meet production demands with media flexibility at speeds up to 100 ppm, duplexing 350 gsm, envelope and long sheet printing
- Fully automated color and production print optimization with the Xerox-exclusive Full Width Array simplifies time-consuming tasks, including baselining the press, correcting image-to-media alignment, optimizing density uniformity, color management, profiling and calibration
- Production feeding and integrated finishing provides the ability to automate print workflow creating a wide variety of finished output, such as full bleed booklets up to 120 pages

Xerox® Versant® Presses feature Ultra-HD Resolution which combines 2400 x 2400 resolution and up to 10-bit RIP rendering, delivering four times the pixels on a page, expanding halftone screens for smoother, crisper resolution and stunning image quality.

Intelligent Solutions for a Transforming World 7



Color Cut Sheet Solutions

XEROX® IRIDESSE™ PRODUCTION PRESS

- Proud recipient of the 2018 PIA InterTech Award for Xerox® Color FLX Technology innovation and graphic communication new business impact potential with digital specialty effects
- Color FLX Technology that utilizes up to six color stations, CMYK and Specialty Dry Inks including Silver, Gold, White and/or Clear in a single pass with "spot on" registration
- Six color speed at 120 ppm (letter/A4) with production automation using functions like EZ Press Check, EZ Swap and Full Width Array alignment, profiling and calibration
- Wide media latitude on coated and uncoated stocks from 52-400 gsm with sheet lengths up to 47.24" (1.2 meter) and 28.5" (729 mm) auto-duplex, plus Mixed Media Xceleration (MMX) for optimized productivity

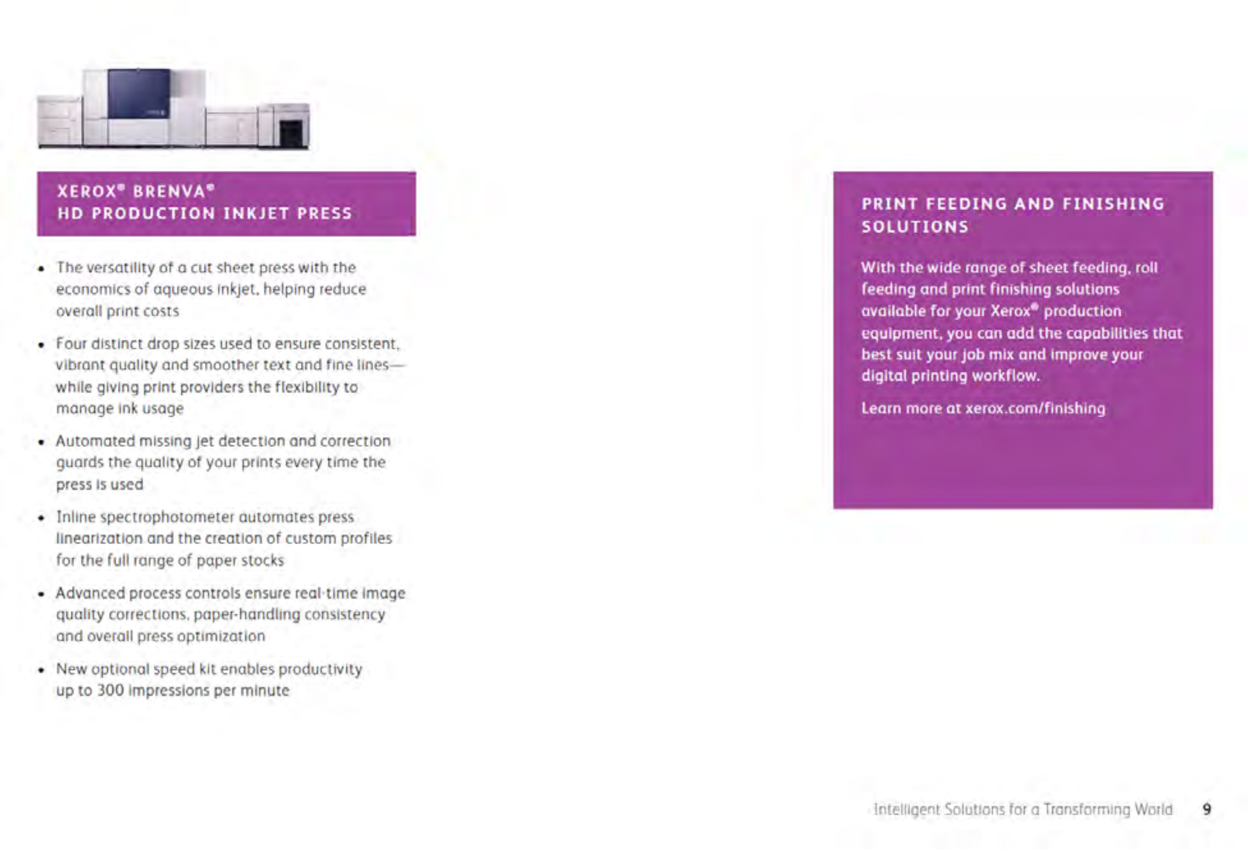
XEROX® iGEN® 5 PRESS

- The optional 5th print station enables you to extend the press's gamut with Orange, Green or Blue to match over 90% of the PANTONE® PLUS Coated Library
- White or Clear Dry Ink in the 5th print station will create unique digital print enhancements on high-value applications
- Quality and productivity are guaranteed with advanced automation that inhabits the press from beginning to end
- The press design allows you to select the exact configuration you need—speed, four or five print stations, and feeding/finishing that meets your production and application requirements
- The optional Thick Stock Capability expands media latitude up to 24 pt/610 microns

TAKE YOUR PRINT BEYOND CMYK

- Learn how to transform color into opportunities to differentiate, drive growth and ignite remarkable results.
- Take a closer look at how digital enhancements with the Xerox® Iridesse™ Production Press and the Xerox iGen® 5 Press are breathing new life into printing applications.
- Learn more about our Specialty Dry Inks: xerox.com/specialtydryinks

8 Intelligent Solutions for a Transforming World



XEROX® BRENVA® HD PRODUCTION INKJET PRESS

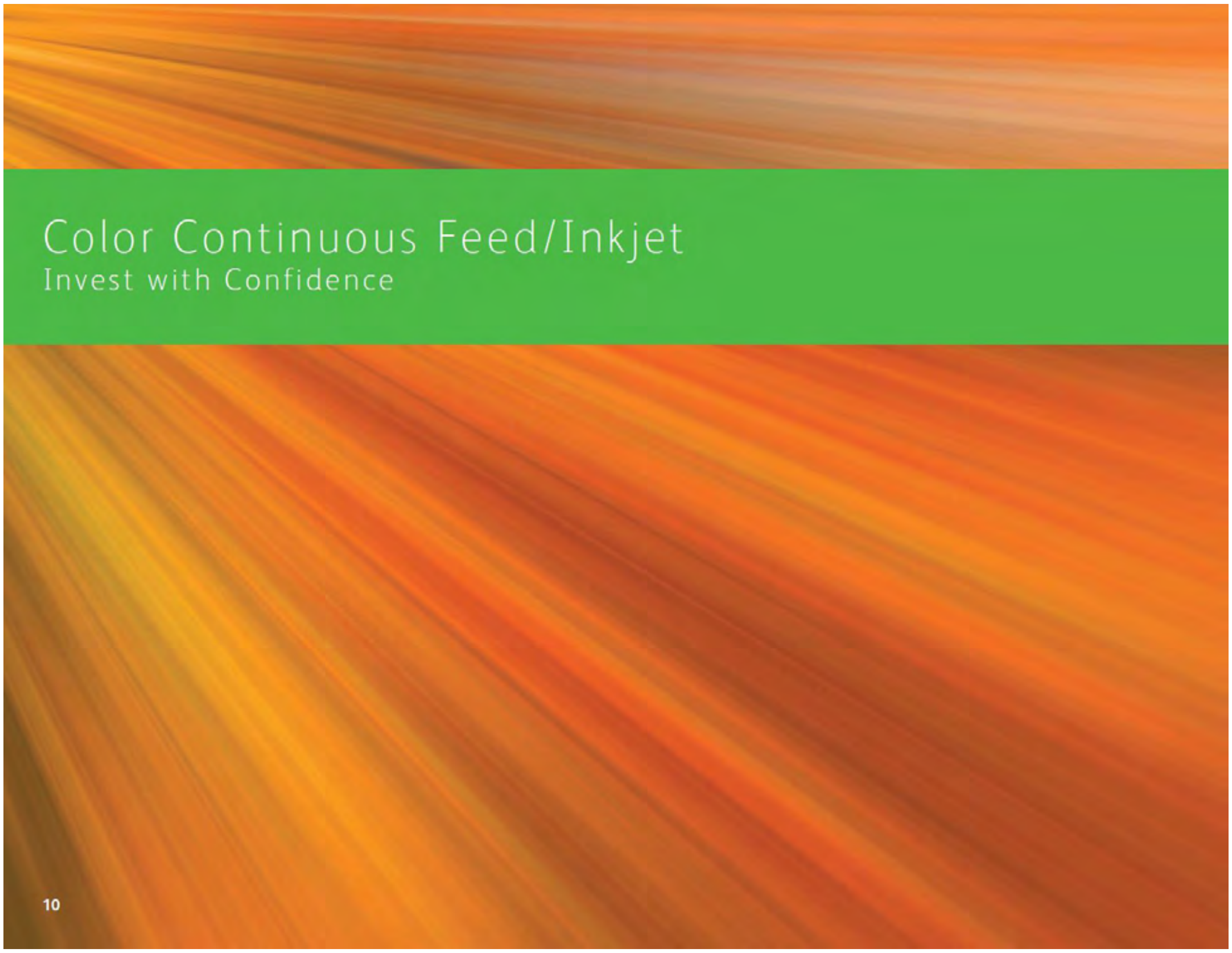
- The versatility of a cut sheet press with the economics of aqueous inkjet, helping reduce overall print costs
- Four distinct drop sizes used to ensure consistent, vibrant quality and smoother text and fine lines—while giving print providers the flexibility to manage ink usage
- Automated missing jet detection and correction guards the quality of your prints every time the press is used
- Inline spectrophotometer automates press linearization and the creation of custom profiles for the full range of paper stocks
- Advanced process controls ensure real-time image quality corrections, paper-handling consistency and overall press optimization
- New optional speed kit enables productivity up to 300 impressions per minute

PRINT FEEDING AND FINISHING SOLUTIONS

With the wide range of sheet feeding, roll feeding and print finishing solutions available for your Xerox® production equipment, you can add the capabilities that best suit your job mix and improve your digital printing workflow.

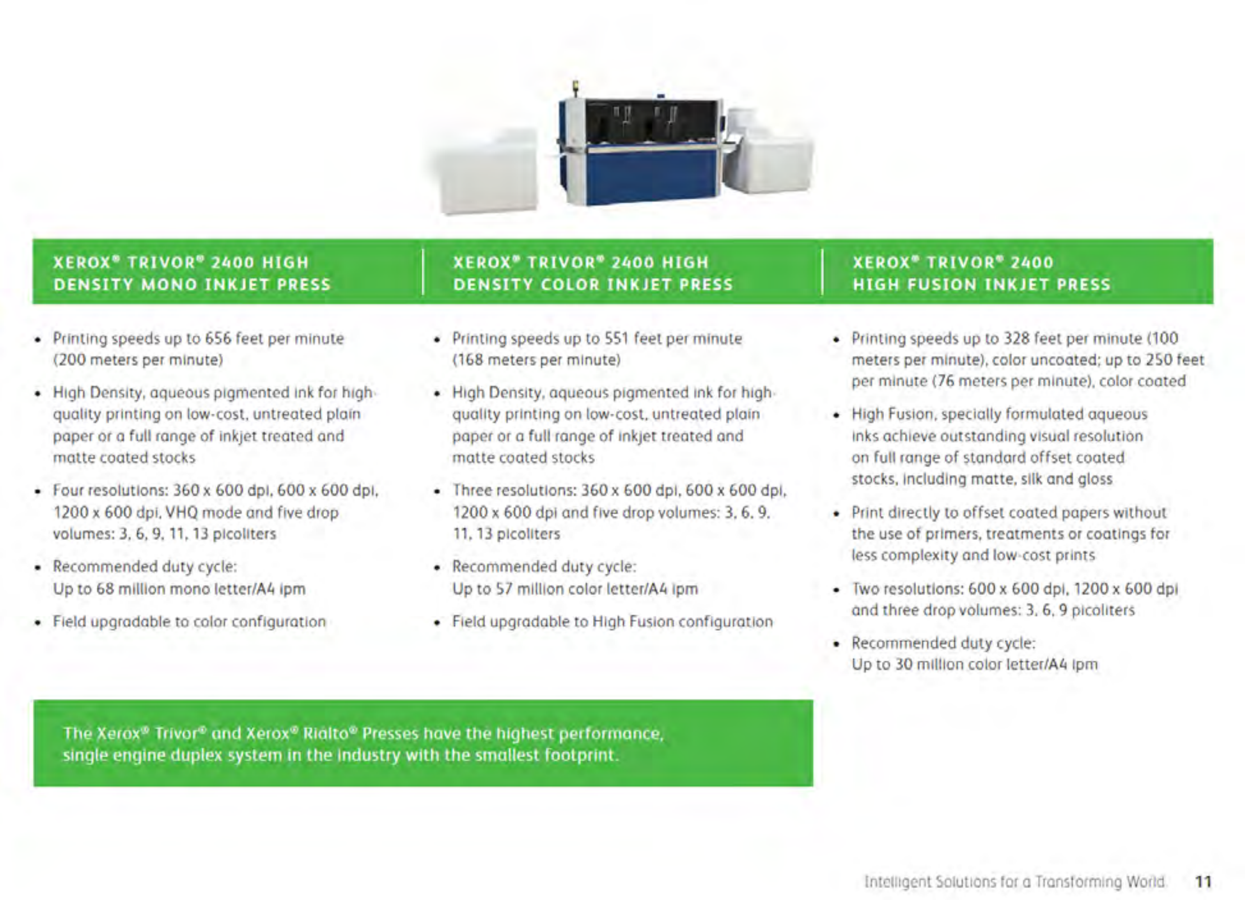
Learn more at xerox.com/finishing

Intelligent Solutions for a Transforming World 9



Color Continuous Feed/Inkjet

Invest with Confidence



XEROX® TRIVOR® 2400 HIGH DENSITY MONO INKJET PRESS

- Printing speeds up to 656 feet per minute (200 meters per minute)
- High Density, aqueous pigmented ink for high-quality printing on low-cost, untreated plain paper or a full range of inkjet treated and matte coated stocks
- Four resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi, VHQ mode and five drop volumes: 3, 6, 9, 11, 13 picoliters
- Recommended duty cycle:
  Up to 68 million mono letter/A4 ipm
- Field upgradable to color configuration

XEROX® TRIVOR® 2400 HIGH DENSITY COLOR INKJET PRESS

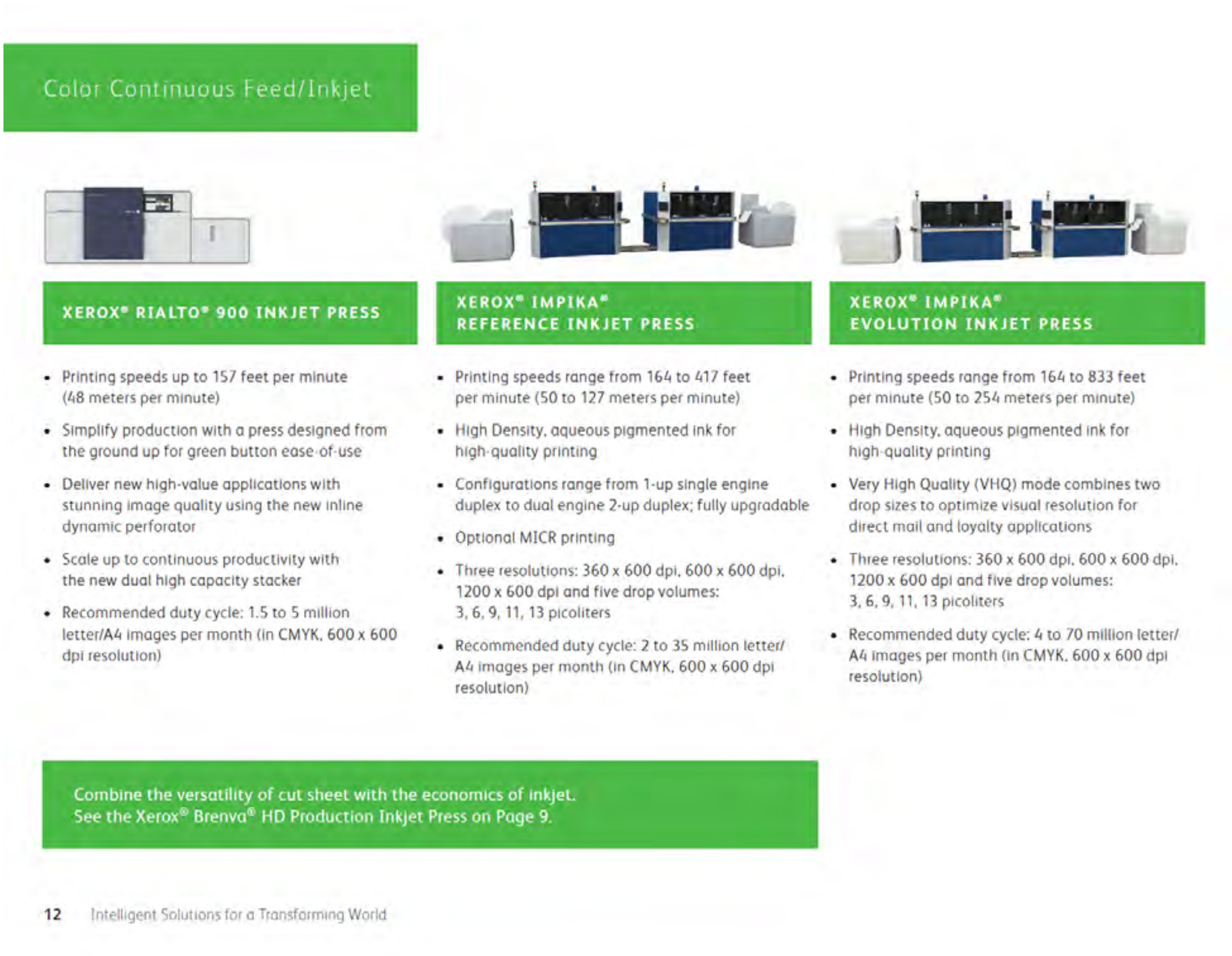
- Printing speeds up to 551 feet per minute (168 meters per minute)
- High Density, aqueous pigmented ink for high-quality printing on low-cost, untreated plain paper or a full range of inkjet treated and matte coated stocks
- Three resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi and five drop volumes: 3, 6, 9, 11, 13 picoliters
- Recommended duty cycle:
  Up to 57 million color letter/A4 ipm
- Field upgradable to High Fusion configuration

XEROX® TRIVOR® 2400 HIGH FUSION INKJET PRESS

- Printing speeds up to 328 feet per minute (100 meters per minute), color uncoated; up to 250 feet per minute (76 meters per minute), color coated
- High Fusion, specially formulated aqueous inks achieve outstanding visual resolution on full range of standard offset coated stocks, including matte, silk and gloss
- Print directly to offset coated papers without the use of primers, treatments or coatings for less complexity and low-cost prints
- Two resolutions: 600 x 600 dpi, 1200 x 600 dpi and three drop volumes: 3, 6, 9 picoliters
- Recommended duty cycle:
  Up to 30 million color letter/A4 ipm

The Xerox® Trivor® and Xerox® Rialto® Presses have the highest performance, single engine duplex system in the industry with the smallest footprint.

Intelligent Solutions for a Transforming World 11



Color Continuous Feed/Inkjet

XEROX® RIALTO® 900 INKJET PRESS

- Printing speeds up to 157 feet per minute (48 meters per minute)
- Simplify production with a press designed from the ground up for green button ease-of-use
- Deliver new high-value applications with stunning image quality using the new inline dynamic perforator
- Scale up to continuous productivity with the new dual high capacity stacker
- Recommended duty cycle: 1.5 to 5 million letter/A4 images per month (in CMYK, 600 x 600 dpi resolution)

XEROX® IMPIKA® REFERENCE INKJET PRESS

- Printing speeds range from 164 to 417 feet per minute (50 to 127 meters per minute)
- High Density, aqueous pigmented ink for high-quality printing
- Configurations range from 1-up single engine duplex to dual engine 2-up duplex; fully upgradable
- Optional MICR printing
- Three resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi and five drop volumes: 3, 6, 9, 11, 13 picoliters
- Recommended duty cycle: 2 to 35 million letter/A4 images per month (in CMYK, 600 x 600 dpi resolution)

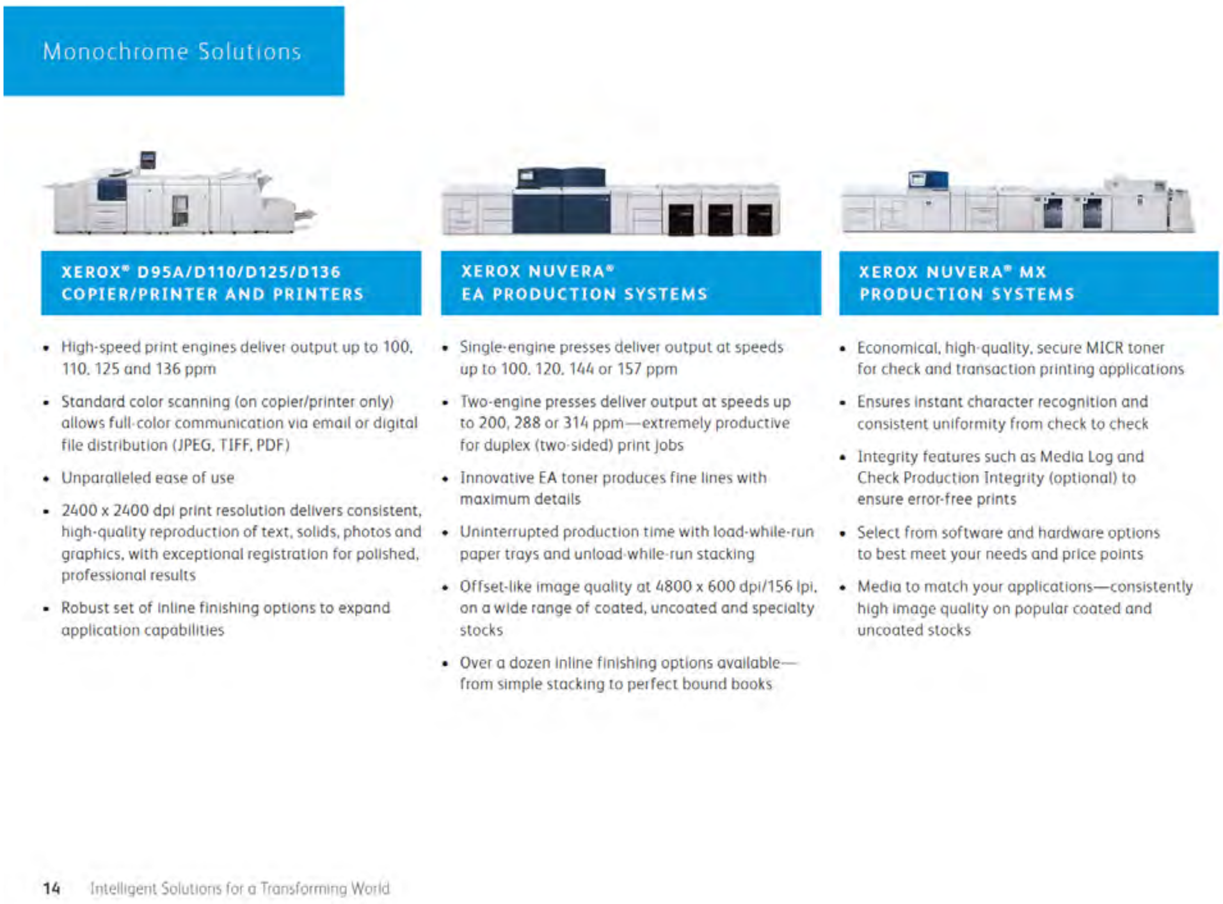
XEROX® IMPIKA® EVOLUTION INKJET PRESS

- Printing speeds range from 164 to 833 feet per minute (50 to 254 meters per minute)
- High Density, aqueous pigmented ink for high-quality printing
- Very High Quality (VHQ) mode combines two drop sizes to optimize visual resolution for direct mail and loyalty applications
- Three resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi and five drop volumes: 3, 6, 9, 11, 13 picoliters
- Recommended duty cycle: 4 to 70 million letter/A4 images per month (in CMYK, 600 x 600 dpi resolution)

Combine the versatility of cut sheet with the economics of inkjet.
See the Xerox® Brenva® HD Production Inkjet Press on Page 9.

12 Intelligent Solutions for a Transforming World

Monochrome Solutions
Invest with Confidence



Monochrome Solutions

XEROX® D95A/D110/D125/D136 COPIER/PRINTER AND PRINTERS

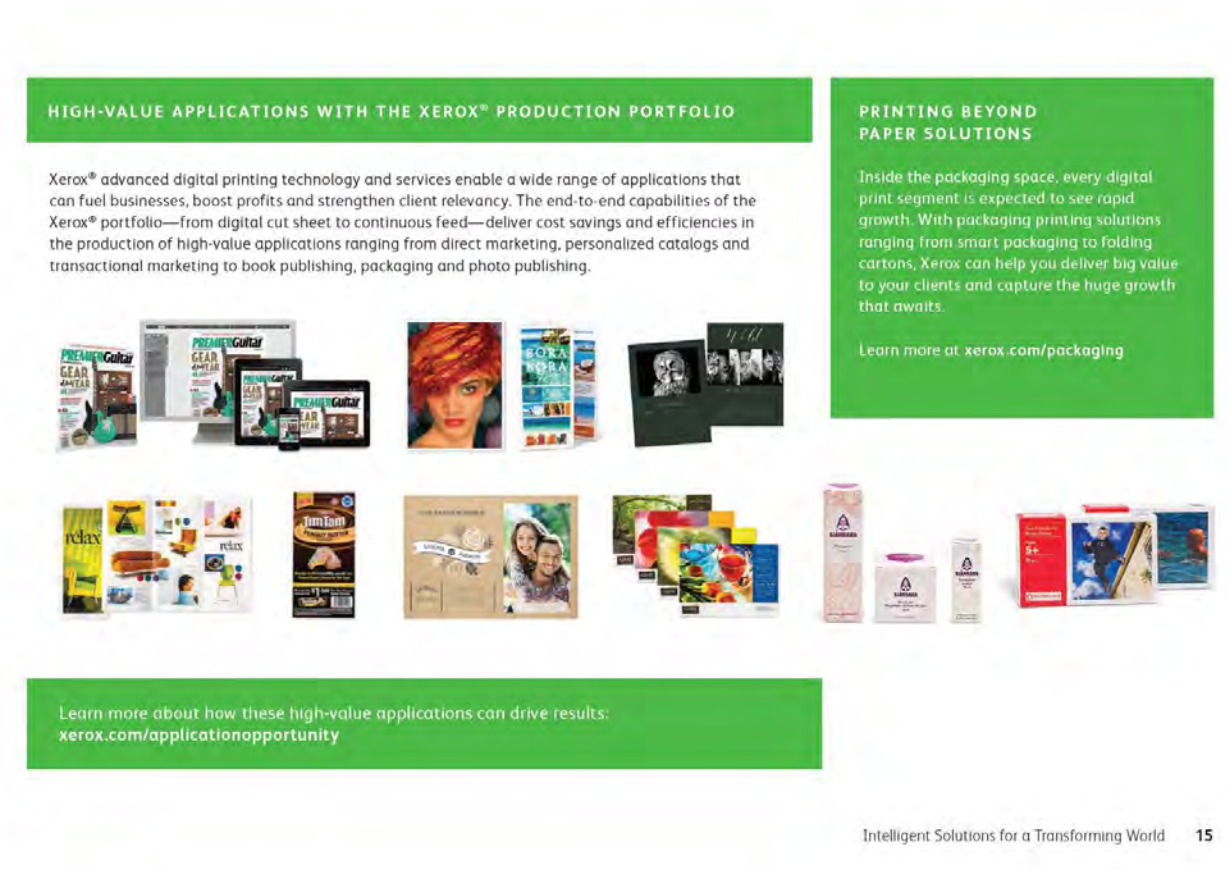
- High-speed print engines deliver output up to 100, 110, 125 and 136 ppm
- Standard color scanning (on copier/printer only) allows full-color communication via email or digital file distribution (JPEG, TIFF, PDF)
- Unparalleled ease of use
- 2400 x 2400 dpi print resolution delivers consistent, high-quality reproduction of text, solids, photos and graphics, with exceptional registration for polished, professional results
- Robust set of inline finishing options to expand application capabilities

XEROX NUVERA® EA PRODUCTION SYSTEMS

- Single-engine presses deliver output at speeds up to 100, 120, 144 or 157 ppm
- Two-engine presses deliver output at speeds up to 200, 288 or 314 ppm—extremely productive for duplex (two-sided) print jobs
- Innovative EA toner produces fine lines with maximum details
- Uninterrupted production time with load-while-run paper trays and unload-while-run stacking
- Offset-like image quality at 4800 x 600 dpi/156 lpi, on a wide range of coated, uncoated and specialty stocks
- Over a dozen inline finishing options available—from simple stacking to perfect bound books

XEROX NUVERA® MX PRODUCTION SYSTEMS

- Economical, high-quality, secure MICR toner for check and transaction printing applications
- Ensures instant character recognition and consistent uniformity from check to check
- Integrity features such as Media Log and Check Production Integrity (optional) to ensure error-free prints
- Select from software and hardware options to best meet your needs and price points
- Media to match your applications—consistently high image quality on popular coated and uncoated stocks



HIGH-VALUE APPLICATIONS WITH THE XEROX® PRODUCTION PORTFOLIO

Xerox® advanced digital printing technology and services enable a wide range of applications that can fuel businesses, boost profits and strengthen client relevancy. The end-to-end capabilities of the Xerox® portfolio—from digital cut sheet to continuous feed—deliver cost savings and efficiencies in the production of high-value applications ranging from direct marketing, personalized catalogs and transactional marketing to book publishing, packaging and photo publishing.

PRINTING BEYOND PAPER SOLUTIONS

Inside the packaging space, every digital print segment is expected to see rapid growth. With packaging printing solutions ranging from smart packaging to folding cartons, Xerox can help you deliver big value to your clients and capture the huge growth that awaits.

Learn more at **xerox.com/packaging**

Learn more about how these high-value applications can drive results: **xerox.com/applicationopportunity**

Intelligent Solutions for a Transforming World **15**

Xerox® Production Portfolio

Connect with us:

Learn more online
› xerox.com/production

Follow us on Twitter
@XeroxProduction
› twitter.com/xeroxproduction

Discuss industry insights:
Digital Printing Hot Spot Blog
› digitalprinting.blogs.xerox.com

Visit our YouTube channel
› youtube.com/xeroxcorp

Printed on the Xerox® iGen® 5 Press using McCoy 100#
Silk Text and finished with a C.P. Bourg BME-x Booklet Maker
For more information, please visit: xerox.com/production.

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XMedius FAX®

BROCHURE

XMEDIUSFAX® FOR THE EDUCATION MARKET

XMedius FAX®

BROCHURE

XMEDIUSFAX® FOR THE EDUCATION MARKET

DOCUMENT CHALLENGES IN THE EDUCATION MARKET

Educational institutions, from primary schools to post-secondary organizations, send and receive important and confidential documents, ranging from purchase orders to student records. School districts and universities have centralized and localized administrative departments that handle accounting, purchasing, financial transactions and student information management for their entire organization. This can often translate into large volumes of highly sensitive inbound and outbound faxes at any given level of educational institution.

At the same time, elementary schools, colleges and universities face cost reductions and budget constraints. Each saved dollar in communi- cation infrastructure and phone bills can be invested in pro- grams that improve educational excel- lence and administrative efficiency.

Educational institutions look for key factors in document transmission:

Must Be Secure

Security is one of the most important issues confronting academic institutions. The privacy of confidential information such as student profiles, attendance records and grades are a must. College and university officials have to deal with a host of potential threats. Illegally accessing the student information to change grades or destroy proprietary school information must be prevented. Potential security violation is higher if paper faxes are left in an open and easily accessible office where anyone can view and take personal and confidential information.

Must Be Reliable

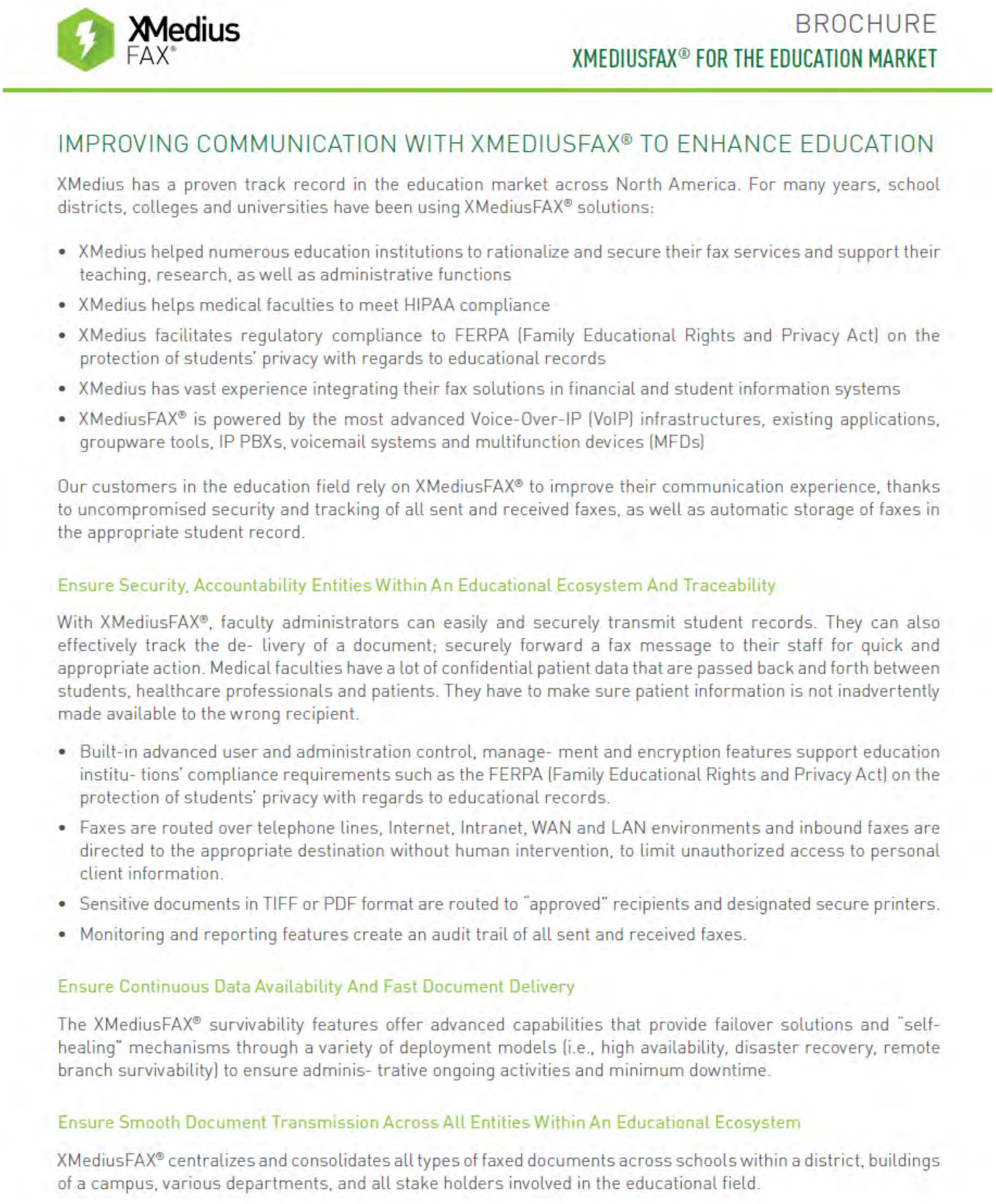
Education's finance and purchasing services departments need to track information to verify and prove that breaches do not occur and to classify the extent of exposure if they happen. Education's finance and purchasing services departments need to track information to verify and prove that breaches do not occur and to classify the extent of exposure if they happen.

Must Be Accessible From Anywhere And From Any Device

Students and faculties want to be able to log onto the network using a variety of devices, including laptops, tablets, and smart phones. They also need to be able to access the network from a variety of locations, both on and off campus. Distance learning has also made it more important than ever that students be granted access to resources from remote locations. In such a heterogeneous environment, data security is even more critical as risks of security breach are higher.

Must Be Efficient And Cost-Effective

Education institutions must automate repetitive tasks, increase their administrative efficiencies and reduce paper waste. Cost-effective communication tools are required without compromising security and integrity of the information manipulated by school administrators, teachers and the entire staff.



XMedius FAX®

BROCHURE

XMEDIUSFAX® FOR THE EDUCATION MARKET

IMPROVING COMMUNICATION WITH XMEDIUSFAX® TO ENHANCE EDUCATION

XMedius has a proven track record in the education market across North America. For many years, school districts, colleges and universities have been using XMediusFAX® solutions:

- XMedius helped numerous education institutions to rationalize and secure their fax services and support their teaching, research, as well as administrative functions
- XMedius helps medical faculties to meet HIPAA compliance
- XMedius facilitates regulatory compliance to FERPA (Family Educational Rights and Privacy Act) on the protection of students' privacy with regards to educational records
- XMedius has vast experience integrating their fax solutions in financial and student information systems
- XMediusFAX® is powered by the most advanced Voice-Over-IP (VoIP) infrastructures, existing applications, groupware tools, IP PBXs, voicemail systems and multifunction devices (MFDs)

Our customers in the education field rely on XMediusFAX® to improve their communication experience, thanks to uncompromised security and tracking of all sent and received faxes, as well as automatic storage of faxes in the appropriate student record.

Ensure Security, Accountability Entities Within An Educational Ecosystem And Traceability

With XMediusFAX®, faculty administrators can easily and securely transmit student records. They can also effectively track the de- livery of a document; securely forward a fax message to their staff for quick and appropriate action. Medical faculties have a lot of confidential patient data that are passed back and forth between students, healthcare professionals and patients. They have to make sure patient information is not inadvertently made available to the wrong recipient.

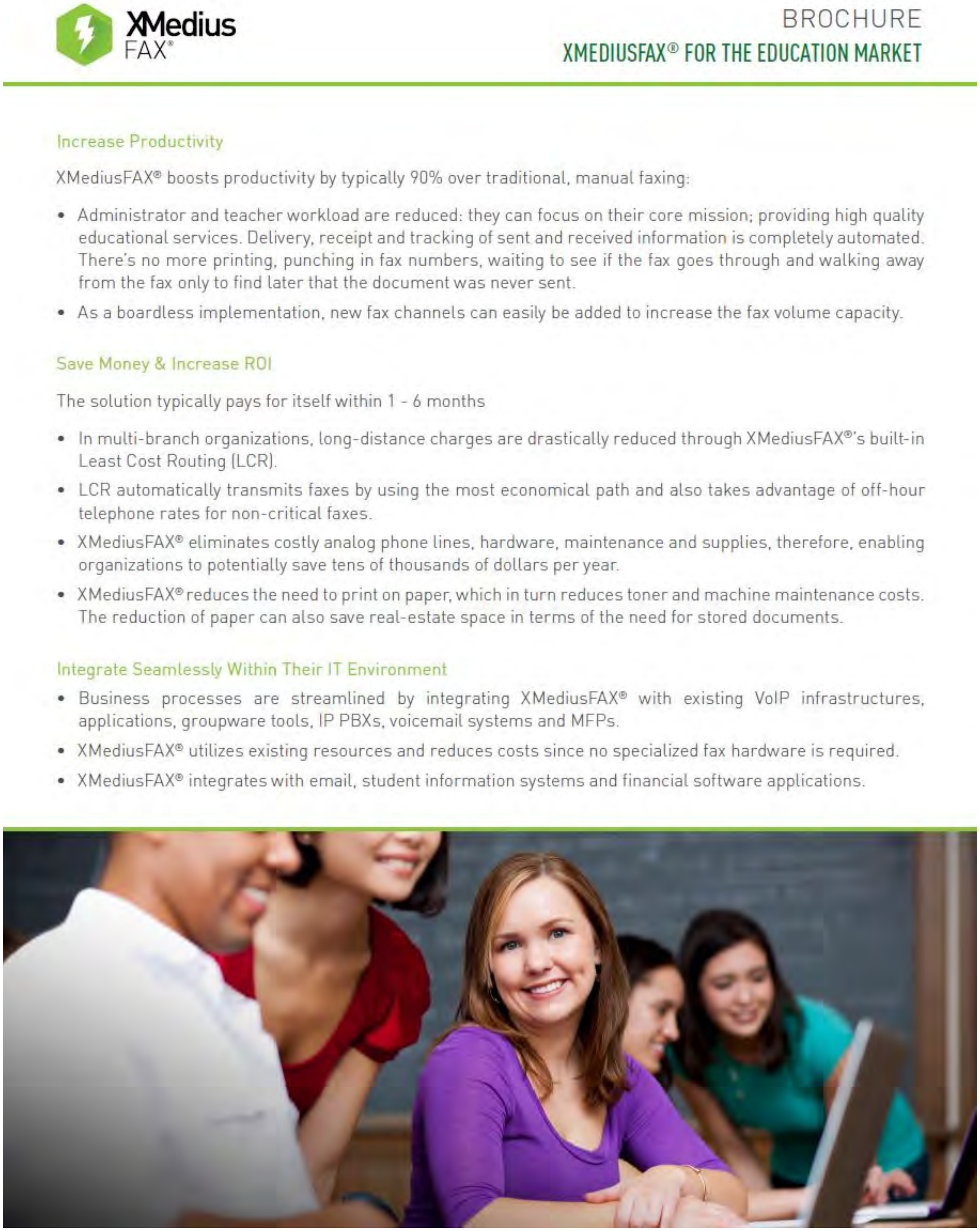
- Built-in advanced user and administration control, manage- ment and encryption features support education institu- tions' compliance requirements such as the FERPA (Family Educational Rights and Privacy Act) on the protection of students' privacy with regards to educational records.
- Faxes are routed over telephone lines, Internet, Intranet, WAN and LAN environments and inbound faxes are directed to the appropriate destination without human intervention, to limit unauthorized access to personal client information.
- Sensitive documents in TIFF or PDF format are routed to "approved" recipients and designated secure printers.
- Monitoring and reporting features create an audit trail of all sent and received faxes.

Ensure Continuous Data Availability And Fast Document Delivery

The XMediusFAX® survivability features offer advanced capabilities that provide failover solutions and "self-healing" mechanisms through a variety of deployment models (i.e., high availability, disaster recovery, remote branch survivability) to ensure adminis- trative ongoing activities and minimum downtime.

Ensure Smooth Document Transmission Across All Entities Within An Educational Ecosystem

XMediusFAX® centralizes and consolidates all types of faxed documents across schools within a district, buildings of a campus, various departments, and all stake holders involved in the educational field.



XMedius FAX®

BROCHURE

XMEDIUSFAX® FOR THE EDUCATION MARKET

Increase Productivity

XMediusFAX® boosts productivity by typically 90% over traditional, manual faxing:

- Administrator and teacher workload are reduced: they can focus on their core mission; providing high quality educational services. Delivery, receipt and tracking of sent and received information is completely automated. There's no more printing, punching in fax numbers, waiting to see if the fax goes through and walking away from the fax only to find later that the document was never sent.
- As a boardless implementation, new fax channels can easily be added to increase the fax volume capacity.

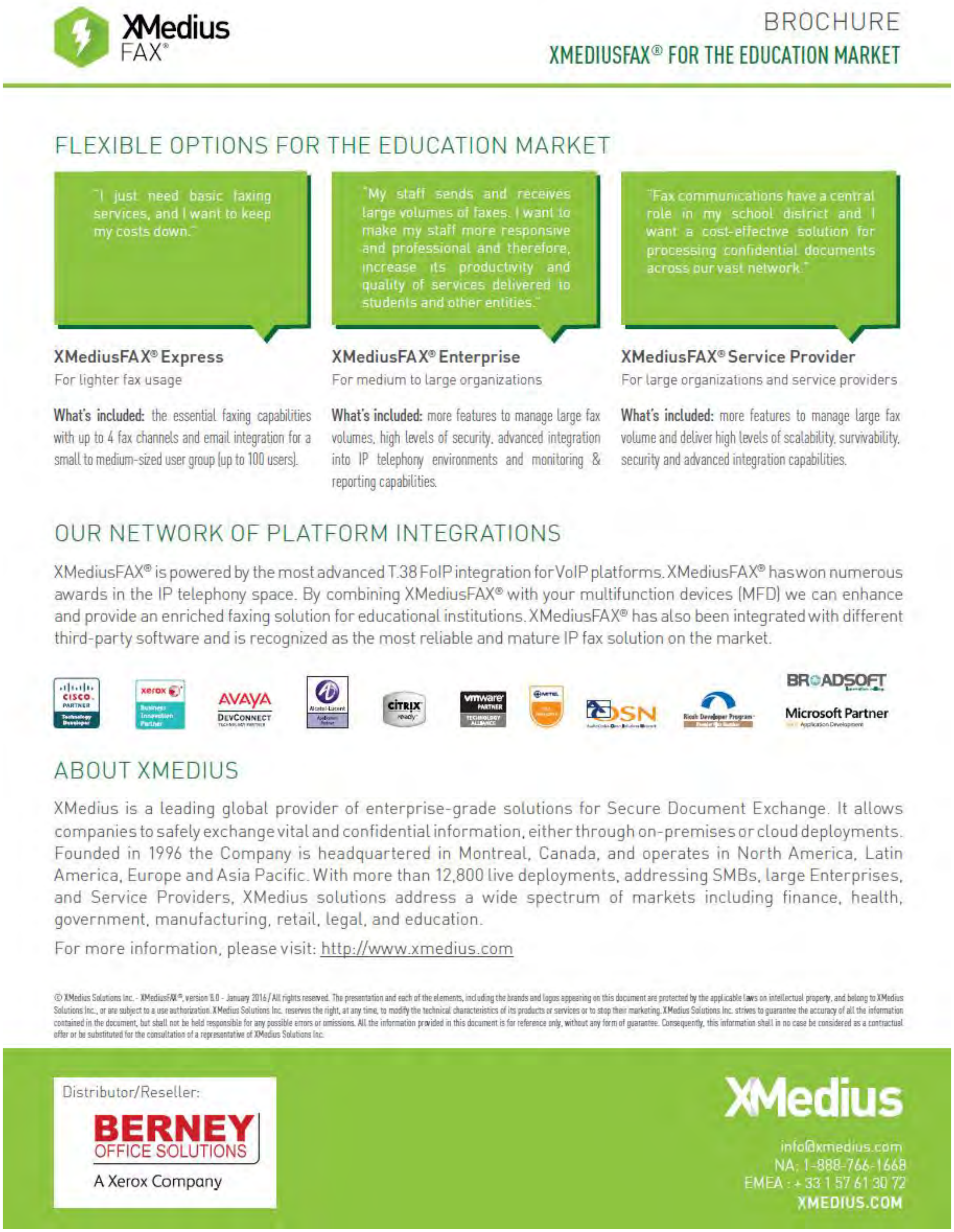
Save Money & Increase ROI

The solution typically pays for itself within 1 - 6 months

- In multi-branch organizations, long-distance charges are drastically reduced through XMediusFAX®'s built-in Least Cost Routing (LCR).
- LCR automatically transmits faxes by using the most economical path and also takes advantage of off-hour telephone rates for non-critical faxes.
- XMediusFAX® eliminates costly analog phone lines, hardware, maintenance and supplies, therefore, enabling organizations to potentially save tens of thousands of dollars per year.
- XMediusFAX® reduces the need to print on paper, which in turn reduces toner and machine maintenance costs. The reduction of paper can also save real-estate space in terms of the need for stored documents.

Integrate Seamlessly Within Their IT Environment

- Business processes are streamlined by integrating XMediusFAX® with existing VoIP infrastructures, applications, groupware tools, IP PBXs, voicemail systems and MFPs.
- XMediusFAX® utilizes existing resources and reduces costs since no specialized fax hardware is required.
- XMediusFAX® integrates with email, student information systems and financial software applications.



XMedius FAX®

BROCHURE

XMEDIUSFAX® FOR THE EDUCATION MARKET

FLEXIBLE OPTIONS FOR THE EDUCATION MARKET

> "I just need basic faxing services, and I want to keep my costs down."

XMediusFAX® Express

For lighter fax usage

What's included: the essential faxing capabilities with up to 4 fax channels and email integration for a small to medium-sized user group (up to 100 users).

> "My staff sends and receives large volumes of faxes. I want to make my staff more responsive and professional and therefore, increase its productivity and quality of services delivered to students and other entities."

XMediusFAX® Enterprise

For medium to large organizations

What's included: more features to manage large fax volumes, high levels of security, advanced integration into IP telephony environments and monitoring & reporting capabilities.

> "Fax communications have a central role in my school district and I want a cost-effective solution for processing confidential documents across our vast network."

XMediusFAX® Service Provider

For large organizations and service providers

What's included: more features to manage large fax volume and deliver high levels of scalability, survivability, security and advanced integration capabilities.

OUR NETWORK OF PLATFORM INTEGRATIONS

XMediusFAX® is powered by the most advanced T.38 FoIP integration for VoIP platforms. XMediusFAX® has won numerous awards in the IP telephony space. By combining XMediusFAX® with your multifunction devices (MFD) we can enhance and provide an enriched faxing solution for educational institutions. XMediusFAX® has also been integrated with different third-party software and is recognized as the most reliable and mature IP fax solution on the market.

ABOUT XMEDIUS

XMedius is a leading global provider of enterprise-grade solutions for Secure Document Exchange. It allows companies to safely exchange vital and confidential information, either through on-premises or cloud deployments. Founded in 1996 the Company is headquartered in Montreal, Canada, and operates in North America, Latin America, Europe and Asia Pacific. With more than 12,800 live deployments, addressing SMBs, large Enterprises, and Service Providers, XMedius solutions address a wide spectrum of markets including finance, health, government, manufacturing, retail, legal, and education.

For more information, please visit: http://www.xmedius.com

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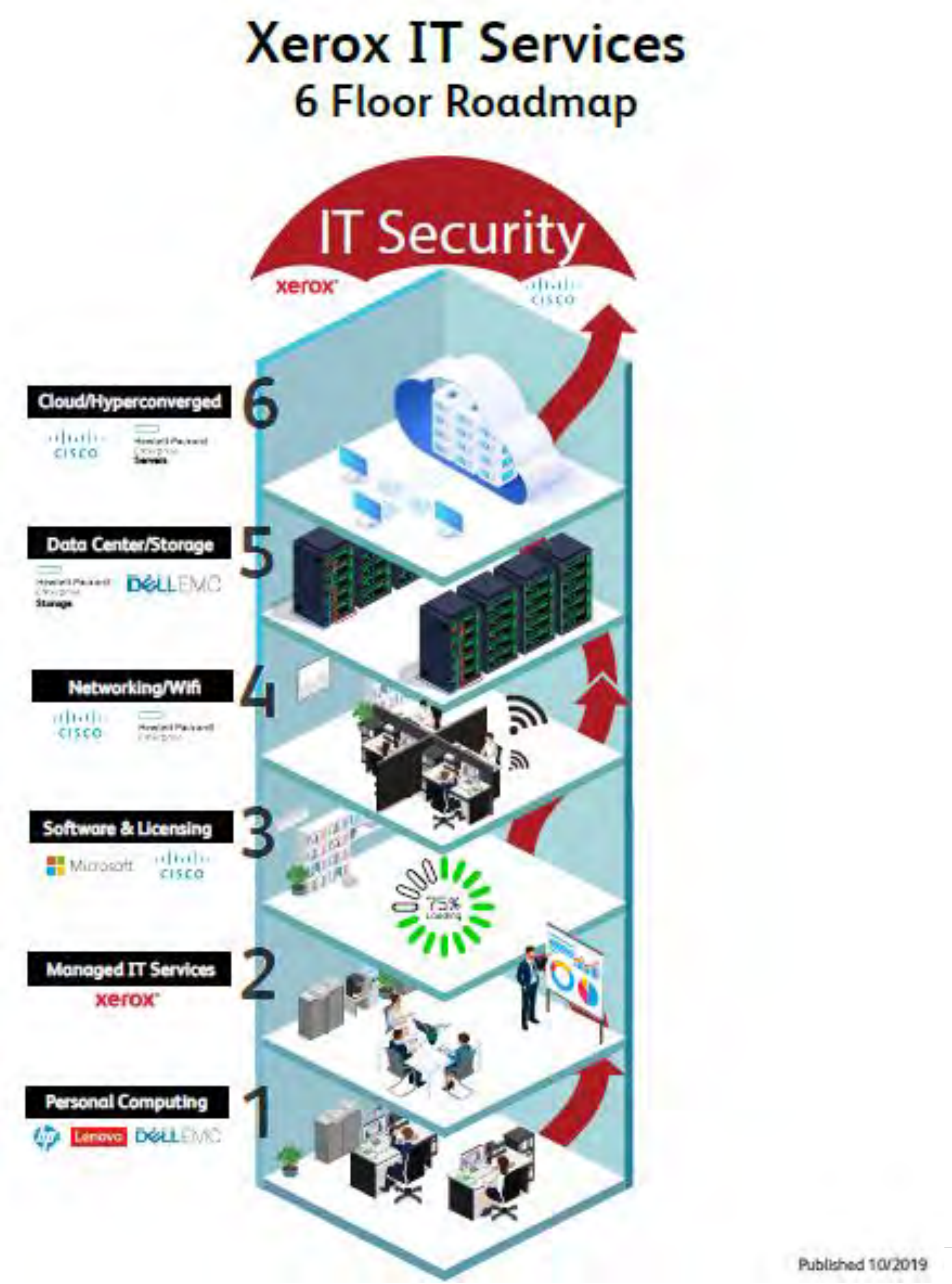
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Published 10/2019

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Primary Account Representative

Doug Singleton

Doug Singleton will be your Primary Account Representative. As your Account Manager, he will be your single-point-of-contact for your ongoing office document needs. Doug will provide a consistent level of support throughout your relationship with Berney Office Solutions. You will also have the full support of our sales and service organizations state-wide.

Doug has over 23 years selling products to large accounts. Also, Doug has knowledge of the document imaging industry including applications and customer requirements. Doug grew up in Montgomery and attended all public schools here, before receiving his diploma from Huntington College.

Doug can be reached at the following telephone numbers;
334-271-4750 ext. 4009 (office)
334-201-0199 (cell)
doug.singleton@berney.com

P

References

Below is a sampling of various size customers throughout the Berney footprint, with detailed contact information. We can provide additional references upon request.

Customer	Address	Contact	Dates of Service	Description of Services Provided
University of South Alabama and Health System	Mobile, AL	Robert Brown Purchasing Director rbrown@southalabama.edu (251) 460-6586	2003 - Present	Managed Print Service provider of MFP network/print/scan devices for over 500 devices.
Jefferson State Community College	Birmingham, AL	Stephen L. Moore Chief Information Office smoore@jeffersonstate.edu (205) 856-8504	2014 - Present	Managed Print Service Provider for desktop printers and MFP's for campus.
J. F. Ingram Technical State Community College	Deatsville, AL	Hubert Griffin Information Technology Manager hubert.griffin@istc.com (334) 285-5177 ext. 3249	2013 - Present	Copiers, Managed Print Services as well as high-end scanning solutions.
Southeast Health	Dothan, AL	Matthew T. Wilson Manager Technical Support hubert.griffin@itsc.edu (334) 285-5177 ext. 3249	2018 - Present	Copiers, Managed Print Services, On-site Support, Cost Allocation Software.
Wallace Community College (Selma Branch)	Selma, AL	Robby Bennett Director of IT and Technology Services robby.bennett@wccs.edu (334) 546-2325	2009 - Present	Copiers, Managed Print Services as well as high-end scanning solutions.

Q

Pricing Level and Guarantee

Berney Office Solutions is pleased to offer a fixed rate for all equipment, services, supplies and solutions. We also guarantee that ACCS, and its member institutions will benefit from any and all special pricing discounts, should any be announced during the term of the contract. We will update the product line, when replacement models or new models and/or solutions are announced.

The discount rates are firm, except for potentially multiple placements, print volumes, onsite support and/or fleet configurations, where the rate may be negotiated. This also holds true for service rates, Managed Print Services, and all Multi-Function Devices/Products.

	Discount Rate off MSRP
Xerox A3 Multi-Function Products	45%
Xerox A4 Multi-Function Products	25%
Accessories, peripherals, (finishers, large paper trays….)	25%

MFP Service (maintenance rates) vary from model to model.
Please see MFP maintenance prices in Equipment and Services Schedule by model.

KIP Wide Format Devices	5%
Software Solutions	5%
Fax Servers	5%
Managed Print Services	30%

We deliver all items from our inventory warehouse (Montgomery, AL) where it is professionally installed and expert training is provided.

Doug Singleton, VP of Major Accounts

David Washington, Senior VP of Sales

Equipment and Services Schedule

Xerox VersaLink B&W MFP Series	Market Code	Part #	Description	List Price	ACCS Price
Mainframe - 25 ppm	B7025S2 (Stand)	100S14108	VersaLink B7025 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 25ppm, 7" UI, 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	$7,100	$3,905
		097S04902	25ppm MFP Initialization Kit		
Mainframe - 25ppm	B7025H2 (Tandem Tray)	100S14111	VersaLink B7025 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 25ppm, 7" UI, 110 Sheet Duplex Document Handler, Tandem Tray Module, T1/2-520 Sheet Trays, T3-870, T4-1,130 Sheets, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	$8,100	$4,455
		097S04902	25ppm MFP Initialization Kit		
Mainframe - 30ppm	B7030S2 (Stand)	100S14108	VersaLink B7030 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	$8,100	$4,455
		097S04903	30ppm MFP Initialization Kit		
Mainframe - 30ppm	B7030H2 (Tandem Tray)	100S14111	VersaLink B7030 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 30ppm, 7" UI, 110 Sheet Duplex Document Handler, Tandem Tray Module, T1/2-520 Sheet Trays, T3-870, T4-1,130 Sheets, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	$9,100	$5,005
		097S04903	30ppm MFP Initialization Kit		
Mainframe - 35ppm	B7035S2 (Stand)	100S14108	VersaLink B7035 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 35ppm, 7" UI, 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	$9,100	$5,005
		097S04904	35ppm MFP Initialization Kit		
Mainframe - 35ppm	B7035H2 (Tandem Tray)	100S14111	VersaLink B7030 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 35ppm, 7" UI, 110 Sheet Duplex Document Handler, Tandem Tray Module, T1/2-520 Sheet Trays, T3-870, T4-1,130 Sheets, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scanning Kit, Billing Impression Mode Enabled	$10,100	$5,555
		097S04904	35ppm MFP Initialization Kit		
			Maintenance $0.0063 per impression		

Equipment and Services Schedule

Accessories	Optional Accessories for Xerox VersaLink B7025 / B7030 / B7035				
Xerox VersaLink B&W Series Accessories	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
May Choose One	INTFIN	097S04911	Integrated Office Finisher	$999	$749
	OFFINLX	097S04848	Office Finisher - 50 sheet staple	$1,999	$749
		497K17730	Horizontal Transport Kit		
May Choose One	PSCRIPT3	497K17810	PostScript Kit	$450	$338
	NO-PS3	320S01120	No PostScript Kit (Non-shippable - ValueQuix ONLY)	$0	$0
Optional-May Choose Only One	FAX-1LIN	497K17750	Embedded 1-Line Fax w/ iFax	$1,095	$821
	FAX-3LIN	497K17760	Embedded 3-Line Fax w/ iFax	$1,495	$1,121
	FOIPFAX	497K17820	Fax Over IP	$1,095	$821
Optional-May Choose Any	HCFB2W	097S04615	2,000 Sheet High Capacity Feeder (Not Avail w/ Stand)	$1,299	$974
	FINLX-BM	497K03850	Booklet Maker Unit (Only available for OFFINLX)	$1,199	$899
	FINLX-3HP	497K03860	2/3 Hole Punch (Only available for OFFINLX)	$795	$596
	ENVELTRAY	497K17720	Envelope Tray Feed Kit (holds up to 60 envelopes; replaces Tray 1)	$349	$262
	CARDRDR	497K15600	Common Access Card Reader	$59	$44
		497K19070	SmartCard Mounting Kit		
	FIDKIT	498K14141	Foreign Device Interface	$349	$262
	UNICODE	320S00290	Unicode International Printing Kit	$299	$224
	CNVSTPLR	498K08250	Convenience Stapler - 50 sheet	$299	$224
		497K04730	Left Hand Workshelf		
	RFID70	497K18120	RFID Card Reader Install Kit for B7000 w/ Reader. (Includes TWN4 reader, label)	$279	$209
	HC-KNO2	320S01058	Healthcare MFP	$579	$434
	WIFIVL	497K16750	Wireless Print Kit	$56	$42

Equipment and Services Schedule

Xerox VersaLink Color MFP Series	Market Code	Part #	Description		List Price	ACCS Price
Mainframe - 20ppm	C7020S2 (Stand)	100S14286	VersaLink C7020 Color Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	#	$6,849	$3,767
		097S04936	20ppm MFP Initialization Kit			
Mainframe - 20 ppm	C7020T2 (4 Tray)	100S14288	VersaLink C7020 Color Laser Multifunction Printer, Print, Copy, Scan, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 4-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled		$7,499	$4,124
		097S04936	20ppm MFP Initialization Kit			
Mainframe - 25 ppm	C7025S2 (Stand)	100S14286	VersaLink C7025 Color Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 25ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled		$9,399	$5,169
		097S04937	25ppm MFP Initialization Kit			
Mainframe - 25 ppm	C7025T2 (4 Tray)	100S14288	VersaLink C7025 Color Laser Multifunction Printer, Print, Copy, Scan, up to 25ppm, 7" UI, with 110 Sheet Duplex Document Handler, 4-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled		$10,049	$5,527
		097S04937	25ppm MFP Initialization Kit			
Mainframe - 30 ppm	C7030S2 (Stand)	100S14286	VersaLink C7030 Color Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled		$11,449	$6,297
		097S04938	30ppm MFP Initialization Kit			
Mainframe - 30 ppm	C7030T2 (4 Tray)	100S14288	VersaLink C7030 Color Laser Multifunction Printer, Print, Copy, Scan, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 4-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled		$12,099	$6,654
		097S04938	30ppm MFP Initialization Kit			
			B&W Maintenance $.0075 per impression			
			Color Maintenance $.05 per impression			

Equipment and Services Schedule

Accessories	**Optional Accessories for Xerox VersaLink C7020 / C7025 / C7030**				
Xerox VersaLink Color MFP Series	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
May Choose One	INTFIN	097S04911	Integrated Office Finisher	$999	$749
	OFFINLX	097S04848	Office Finisher - 50 sheet staple	$1,999	$749
		497K17730	Horizontal Transport Kit		
May Choose One	PSCRIPT3	497K18340	PostScript Kit	$450	$338
	NO-PS3	320S01120	No PostScript Kit (Non-shippable - for VQ ONLY)	$0	$0
Optional-May Choose Only One	FAX-1LIN	497K17750	Embedded 1-Line Fax w/ iFax	$1,095	$821
	FAX-3LIN	497K17760	Embedded 3-Line Fax w/ iFax	$1,495	$1,121
	FOIP-FAX	497K18330	Fax Over IP	$1,095	$821
Optional-May Choose Any	HCFB2W	097S04615	2,000 Sheet High Capacity Feeder (Not Avail w/ Stand)	$1,299	$974
	FINLX-BM	497K03850	Booklet Maker Unit (Only available for OFC-FINLX)	$1,199	$899
	FINLX-3HP	497K03860	2/3 Hole Punch (Only available for OFC-FINLX)	$795	$596
	ENVELTRAY	497K17720	Envelope Tray Feed Kit (holds up to 60 envelopes; replaces Tray 1)	$349	$262
	CARDRDR	497K15600	Common Access Card Reader	$59	$44
		497K19070	SmartCard Mounting Kit		
	FIDKIT	498K14141	Foreign Interface Device Kit	$349	$262
	UNICODE	320S00290	Unicode International Printing Kit	$299	$224
	CNVSTPLR	498K08250	Convenience Stapler - 50 sheet	$299	$224
		497K04730	Left Hand Workshelf		
	RFID70	497K18120	RFID Card Reader Install Kit for C7000 w/ Reader. (Includes TWN4 reader, label)	$279	$209
	HC-KNO2	320S01058	Healthcare MFP	$579	$434
	WIFIVL	497K16750	Wireless Print Kit	$56	$42

Equipment and Services Schedule

Xerox AltaLink B&W MFP Series	Market Code	Part #	Description	List Price	ACCS Price
Mainframe - 45ppm	B8045H2	400S03920	AltaLink B8045 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled	$14,820	$8,151
		097S04858	45ppm Initialization Kit		
			Maintenance $0.0054 per impression		
Mainframe - 55ppm	B8055H2	400S03920	AltaLink B8055 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled	$19,345	$10,640
		097S04859	55ppm Initialization Kit		
			Maintenance $0.0054 per impression		
Mainframe - 65ppm	B8065H2	400S03933	AltaLink B8065 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled	$24,845	$13,665
		097S04865	65ppm Initialization Kit		
			Maintenance $0.0045 per impression		
Mainframe - 75ppm	B8075H2	400S03933	AltaLink B8075 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled	$29,395	$16,167
		097S04866	75ppm Initialization Kit		
			Maintenance $0.0045 per impression		
Mainframe - 90ppm	B8090H2	400S03933	AltaLink B8090 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled	$38,745	$21,310
		097S04871	90ppm Initialization Kit		
			Maintenance $0.0038 per impression		

Equipment and Services Schedule

Accessories	**Accessories for Xerox AltaLink B8045 / B8055 / B8065 / B8075 / B8090**				
Xerox AltaLink B&W MFP Series	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
Must Choose One	OCT-B80	497K16600	Offset Catch Tray (Not Avail on B8090)	$400	$300
	OFC-B80	097S04759	Office Finisher - 2K sheet, 50 sheet staple (Not avail on B8090)	$2,500	$300
		497K16590	Horizontal Transport Kit		
	OFCBM-B80	097S04758	Office Finisher w/ Booklet Maker - 50 sheet Staple, 15 booklet (Not avail on B8090)	$4,500	$300
		497K16590	Horizontal Transport Kit		
	HVFIN	097S04811	High Volume Finisher - 3K Sheet w/ 100 Sheet Multi-positon Staple (Not avail on B8045 or B8055)	$4,750	$300
		497K16590	Horizontal Transport Kit		
	HVFIN-BM	097S04809	High Volume Finisher w/ Booklet Maker - 3K Sheet w/ 100 Sheet Multi-positon Staple, Saddle Stitch & V-Fold (Not avail on B8045 Or B8055)	$6,250	$300
		497K16590	Horizontal Transport Kit		
Optional-May Choose Only One	FAX-1LINE	497K16430	1 Line Fax	$1,095	$821
	FAX-2LINE	497K16440	2 Line Fax	$1,399	$1,049
Optional-May Choose Any	HICAPFDR	097S04760	3,300 Sheet High Capacity Feeder	$2,200	$1,650
	HCF-SEF	497K17070	A3 (11"x17") Short Edge Feed Kit for 3300-Sheet High Capacity Feeder	$1,000	$750
	HCF-SEL	497K16970	Legal (8.5"x14") Short Edge Feed Kit for 3300-Sheet High Capacity Feeder	$1,000	$750
	3HOLEPCH	497K14960	3-Hole Punch Kit for OFC-B80 & OFCBM-B80 (Not Available w/ OCT or HVF or HVFIN-BM)	$795	$596
	2HPLGL	498K14080	Legal 2-Hole Punch Kit (Not Available w/ OCT) If ordering 2HPLGL w/ HVFIN or HVFIN-BM, you must also order the 3HP-HVF	$795	$596
	3HP-HVF	498K14040	3-Hole Punch Kit for HVF Finishers (HVFIN & HVFIN-BM)	$795	$596
	INSRTHVF1	097S03669	Post-Process Inserter for HVF Finishers (HVFIN & HVFIN-BM)	$1,500	$1,125
	3FLD-HVF	097S03670	C/Z Tri-Folder for use w/ HVFIN-BM only	$6,500	$4,875
	ENVKIT2	497K18180	Envelope Tray Feed Kit (holds up to 50 envelopes); Replaces Tray 2	$199	$149
	SMARTRDR	497K15600	Common Access Card Reader	$199	$149
		498K17546	Enablement Kit		
	SIPR-RDR	497K16920	SIPRNet DOD Network Enablement Kit	$399	$149
		497K15600	Common Access Card Reader		
	WC59FI	497K14650	Foreign Interface Device	$175	$131
	UNICODE	320S00290	Unicode International Printing Kit	$299	$224
	CONVSTPL3	498K08250	Convenience Stapler - 50 sheet	$225	$169
		497K17150	Left Hand Workshelf		$0
	XPS-ENBL	320S00663	XPS Enablement Kit	$499	$374
	MCAFEEIC	320S00665	McAfee Integrity Control Enablement Kit	$499	$374
	RFID-B80	497K17960	RFID Card Reader Install Kit for B8000 w/ Reader. (Includes integrated cover assembly, TWN4 reader, label)	$279	$209
	HC-KNO2	320S01058	Healthcare MFP	$579	$434
	WIRELESS	497K11500	Wireless Print Kit	$99	$74

Equipment and Services Schedule

Xerox AltaLink Color MFP Series	Market Code	Part #	Description	List Price	ACCS Price
Mainframe - 30ppm	C8030T2 (3-Tray)	100S14273	AltaLink C8030 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 30/30ppm, 3-Trays (3-520), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$14,748	$8,111
		097S04824	30 ppm Initialization Kit		
			B&W Maintenance $.0075 per impression		
			Color Maintenance $.05 per impression		
Mainframe - 30ppm	C8030H2 (Tandem Tray)	100S14274	AltaLink C8030 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 30/30ppm, High Cap Tandem Tray (2-520 & Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$15,148	$8,331
		097S04824	30 ppm Initialization Kit		
			B&W Maintenance $.0075 per impression		
			Color Maintenance $.05 per impression		
Mainframe - 35ppm	C8035T2 (3-Tray)	100S14273	AltaLink C8035 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 35/35ppm, 3-Trays (3-520), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$16,648	$9,156
		097S04828	35 ppm Initialization Kit		
			B&W Maintenance $.0075 per impression		
			Color Maintenance $.05 per impression		
Mainframe - 35ppm	C8035H2 (Tandem Tray)	100S14274	AltaLink C8035 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 35/35ppm, High Cap Tandem Tray (2-520 & Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$17,048	$9,376
		097S04828	35 ppm Initialization Kit		
			B&W Maintenance $.0075 per impression		
			Color Maintenance $.05 per impression		
Mainframe - 45ppm	C8045H2 (Tandem Tray)	100S14271	AltaLink C8045 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 45/45ppm, High Cap Tandem Tray (2-520 & Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$20,754	$11,415
		097S04832	45 ppm Initialization Kit		
			B&W Maintenance $.0069 per impression		
			Color Maintenance $.045 per impression		
Mainframe - 55ppm	C8055H2 (Tandem Tray)	100S14271	AltaLink C8055 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 55pp b&w, 50ppm color, High Cap Tandem Tray (2-520 & Trays 3/4 2,000 sheets), 100 sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$24,854	$13,670
		097S04834	55 ppm Initialization Kit		
			B&W Maintenance $.0069 per impression		
			Color Maintenance $.045 per impression		
Mainframe - 70ppm	C8070H2 (Tandem Tray)	100S14269	AltaLink C8070 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 70/70ppm, High Cap Tandem Tray (2-520 & Trays 3/4 2,000 sheets), 100 sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled	$31,000	$17,050
		097S04838	70 ppm Initialization Kit		
			B&W Maintenance $.0069 per impression		
			Color Maintenance $.045 per impression		

Equipment and Services Schedule

Accessories	**Accessories for Xerox AltaLink C8030 / C8035 / C8045 / C8055 / C8070**				
Xerox AltaLink Color MFP Series	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
Must Choose One	INTFIN	097S04911	Integrated Office Finisher (Avail on 30-35ppm only)	$999	$749
	OFC-C80	097S04920	Office Finisher (2K sheet capacity w/ 50 sheet staple) (Not avail on C8070)	$2,500	$1,875
	BRF-C80	097S04617	Business Ready Finisher w/ 2/3 hole punch (3K sheet capacity w/ 50 sheet staple)	$2,995	$749
		497K18161	Horizontal Transport Kit		
	BRFB-C80	097S04618	Business Ready Booklet Maker Finisher w/ 2/3 hole punch (1,500 sheet stacker)	$4,995	$749
		497K18161	Horizontal Transport Kit		
Optional-May Choose Only One	FAX-1LINE	497K16430	1 Line Fax	$1,095	$821
	FAX-2LINE	497K16440	2 Line Fax	$1,399	$1,049
Optional-May Choose Any	HCFB2W	097S04615	2,000 Sheet High Capacity Feeder	$1,299	$974
	CZFOLDC80	097S04616	C/Z Tri-Folder for use w/ Business Ready Finisher	$2,600	$749
		498K18310	Power Cord		
	ENVELTRY	497K18170	Envelope Tray Feed Kit (holds up to 60 envelopes, replaces Tray 1)	$349	$262
	FINLX-BM	497K03850	Booklet Maker unit (only avail for OFC-C80)	$1,199	$899
	FINLX-3HP	497K03860	2/3 Hole Punch (only avail for OFC-C80)	$795	$596
	SMARTRDR	497K15600	Common Access Card Reader	$199	$149
		498K17546	Enablement Kit		
	SIPR-RDR	497K16920	SIPRNet DOD Network Enablement Kit	$399	$299
		497K15600	Common Access Card Reader		
	UNICODE	320S00290	Unicode International Printing Kit	$299	$224
	STAPLERKT	498K08250	Convenience Stapler - 50 sheet	$299	$224
		497K05610	Left Hand Workshelf		
	XPS-ENBL	320S00663	XPS Enablement Kit	$499	$374
	MCAFEEIC	320S00665	McAfee Integrity Control Enablement Kit	$499	$374
	YRC	098S04886	Foreign Interface Kit	$175	$131
	RFID-C80	497K18650	RFID Card Reader Install Kit for C8000 w/ Reader. (Includes USB Y cable, TWN4 reader, label)	$279	$209
	HC-KNO2	320S01058	Healthcare MFP	$579	$434
	WIRELESS	497K11500	Wireless Print Kit	$99	$74
		497K05270	Mobility Plate		
EFI Integrated Controller					
	EFISERV1	097N02286	EFI Fiery Network Server includes Paper Catalog	$2,995	$2,246
Accessories					
May Choose Any	EFIBUNDL1	497N04238	EFI Fiery Options Bundle including Spot-On, Auto Trapping, Hot Folders, Virtual Printers	$2,199	$1,649
	ETHUBKIT	497N01224	Ethernet Hub Option Kit	$550	$413

Equipment and Services Schedule

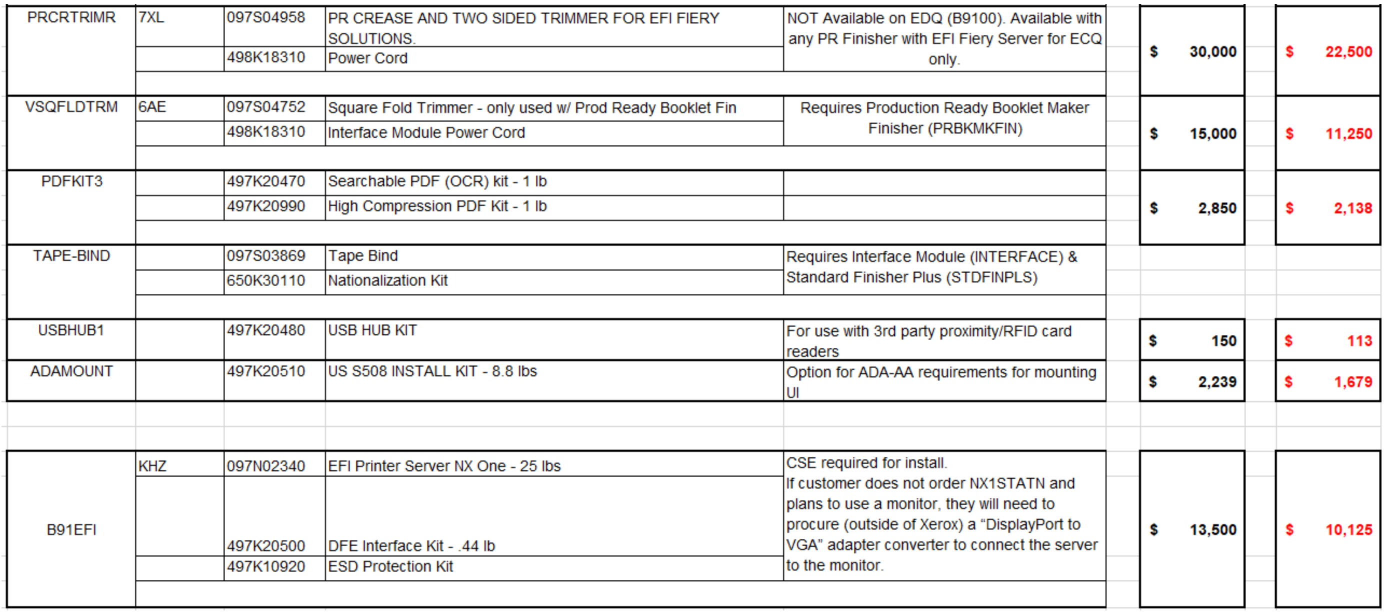
Xerox PrimeLink B9000 Series

Mainframe	Market Code	Product Code	Part #	Description	Comments	Comm List	ACCS Price
	B9100	EDQ	100S14512	Xerox PrimeLink B9100 Copier/Printer	630 lbs	**$ 50,250**	**$ 27,638**
		5BB	097S04774	10.4 SVGA VERT UI - US	10 lbs		
			497K20440	UI Mount Install Kit	17.2 lbs		
			650S43310	PRIMELINK B9000 100/110/125/136 COMMON STARTER KIT	14 lbs		
		PVZ	097S05139	PrimeLink B9100 XC Initialization Speed Kit	11.02 lbs		
	B9110	ECQ	100S14510	Xerox PrimeLink B9110 Copier/Printer	630 lbs	**$ 59,740**	**$ 32,857**
		5BB	097S04774	10.4 SVGA VERT UI - US	10 lbs		
			497K20440	UI Mount Install Kit	17.2 lbs		
			650S43310	PRIMELINK B9000 100/110/125/136 COMMON STARTER KIT	14 lbs		
		PUQ	097S05136	PRIMELINK B9110 XC INITIALIZATION SPEED KIT	11.02 lbs		
	B9125	ECQ	100S14510	PrimeLink IOT 110/125/136(High Speed)	630 lbs	**$ 73,700**	**$ 40,535**
		5BB	097S04774	10.4 SVGA VERT UI - US	10 lbs		
			497K20440	UI Mount Install Kit	17.2 lbs		
			650S43310	PRIMELINK B9000 100/110/125/136 COMMON STARTER KIT	14 lbs		
		PUZ	097S05137	PRIMELINK B9125 XC INITIALIZATION SPEED KIT	11.02 lbs		
	B9136	ECQ	100S14510	PrimeLink IOT 110/125/136(High Speed)	630 lbs	**$ 91,500**	**$ 50,325**
		5BB	097S04774	10.4 SVGA VERT UI - US	10 lbs		
			497K20440	UI Mount Install Kit	17.2 lbs		
			650S43310	PRIMELINK B9000 100/110/125/136 COMMON STARTER KIT	14 lbs		
		PVQ	097S05138	PrimeLink B9136 XC Initialization Speed Kit	11.02 lbs		
Accessories							
Bypass Tray							
Must Choose Only 1	B91MSI		497K09130	Manual Sheet Inserter (MSI) bypass		**$ 900**	**$ 675**
	B91XLS		497K19870	MSI XLS	EXTRA LONG SHEET(XLS) MSI. Requires 2T OHCF or 1T OHCF and one of the PR finishers. Not needed for 11x17.	**$ 1,999**	**$ 1,499**
			497K19880	banner feeder guide			
			497K18371	top tray extension			
Feeders							
Must Choose Only 1	OCH2FT	EEZ	097S05014	2 TRAY OVERSIZE HIGH CAPACITY FEEDER -507 lbs	ECQ Only.	**$ 6,500**	**$ 4,875**
			497K20400	UI Mount Kit			
			498K18310	Power Cord			
	OCH1FT	DQT	097S05008	1 TRAY OVERSIZE HIGH CAPACITY FEEDER	EDQ and ECQ, except B9136.	**$ 5,995**	**$ 4,496**
			497K20400	UI Mount Kit			
			498K18310	Power Cord			
	HCF2T	DZZ	097S05010	2 TRAY HIGH CAPACITY FEEDER - 193.35 lbs	EDQ and ECQ, except B9136	**$ 2,700**	**$ 2,025**
	HCF2T136	EAQ	097S05011	2 TRAY HIGH CAPACITY FEEDER - 198.2 lbs	B9136 only	**$ 2,700**	**$ 2,025**
	MSICHUTE		497K20410	MSI Chute Kit - .7 lbs	Required when B91XLS is ordered without a feeder	**$ 350**	**$ 263**

Equipment and Services Schedule

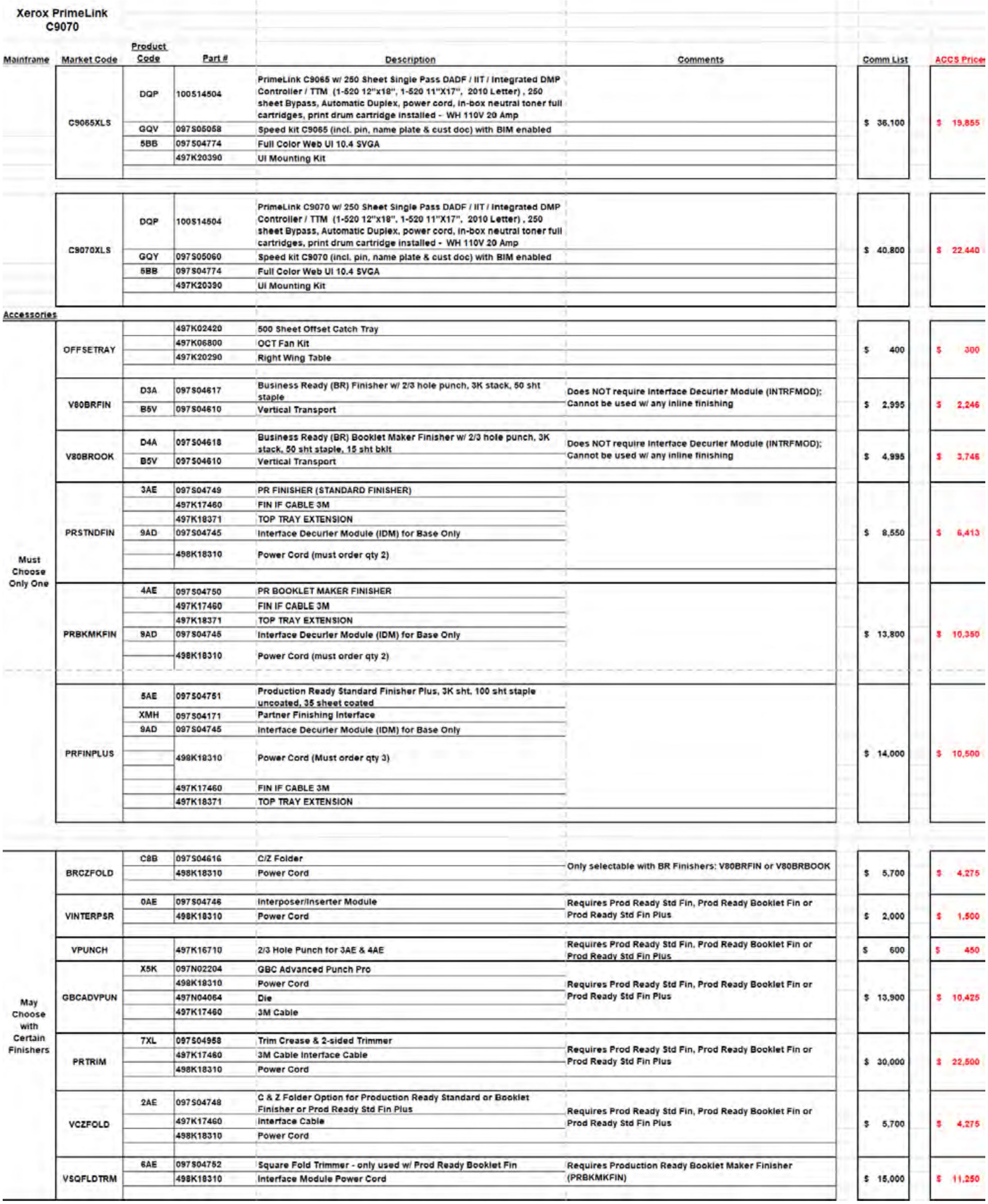
Finishers							
Must Choose Only 1	OCT91	OCT	497K02420	Offset Catch Tray	EDQ Only	$ 400	$ 300
			497K20420	Corregation Roll Kit - 2.2 lbs			
	HICAPSTAK	EEQ	097S05013	High Capacity Stacker - 412.3 lbs	ECQ only.	$ 13,000	$ 9,750
			498K18310	power cord			
		NBV	098S05050	dolly			
			497K17460	FIN IF Cable			
	PRSTRDFIN	3AE	097S04749	PR Standard Finisher		$ 7,150	$ 5,363
		0AE	097S04746	Inserter Module			
			498K18310	power cord			
			497K16710	2/3 Hole Punch Module			
	PRBOOKFIN	4AE	097S04750	PR Booklet Maker		$ 12,400	$ 9,300
		0AE	097S04746	Inserter Module			
			498K18310	power cord			
			497K16710	2/3 Hole Punch Module			
	PRSTFNPLS	XMH	097S04171	Partner Finishing Interface		$ 13,900	$ 10,425
		0AE	097S04746	Inserter Module			
			498K18310	power cord			
			498K18310	power cord			
		5AE	097S04751	Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated			
			497K16710	2/3 Hole Punch Module			
Card Readers							
May Choose only 1	91RFIDRDR		497K18120	RFID Reader		$ 429	$ 322
			497K20480	USB Hub - .9 lb			
	CACPIVRDR		497K21650	CAC/PIV Card Reader and Enablement Kit - 1 lb		$ 99	$ 74
	SIPRRDR1		497K21650	CAC/PIV Card Reader and Enablement Kit - 1 lb	SIPRNET KIT	$ 299	$ 224
			497K21660	SIPRnet Enablement Kit - 2 lbs			
Accessories							
	STAPLER2		498K08250	Convenience Stapler		$ 299	$ 224
	IDMODULE	7AE	097S04753	IDM Cooling / Decurler	Required only for GBC APP and/or HCS. Both GBC APP and HCS can be ordered together but only one IDM Cooling/Decurler is needed.	$ 2,000	$ 1,500
	1LINEFAXE		497K17750	1 line fax card	EDQ Only	$ 999	$ 749
			497K20490	fax installation kit - 2 lbs			
			497K10920	ESD protection kit			
	FIDEVICE2		498K14141	Foreign Interface Kit		$ 150	$ 113
	PUNCHPRO	X5K	097N02204	GBC Advanced Punch Pro	Requires HCS or any PR finisher. Requires IDM Cooling/decurler. Cannot run XLS when a GBC is installed on any system.	$ 13,900	$ 10,425
			497N04064	GBC die			
	STACKR	EEQ	097S05013	HIGH CAP. STACKER - 412.3 lbs	can be used with any PR finisher. Cannot be added to another HCS. Requires IDM Cooling/Decurler .	$ 13,000	$ 9,750
			498K18310	power cord			
		NBV	098S05050	dolly			
			497K17460	FIN IF Cable			
		NBV	098S05050	dolly	HIGH CAP STACKER DOLLY KIT This is for the purchase of a second one (first one included inside market code STACKR)	$ 995	$ 746
	WATERMARK		497K20450	HYBRID WATERMARK - 1 lb		$ 995	$ 746
	VCZFOLD	2AE	097S04748	C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 5,700	$ 4,275
			497K17460	Interface Cable			
			498K18310	Power Cord			

Equipment and Services Schedule



PRCRTRIMR	7XL	097S04958	PR CREASE AND TWO SIDED TRIMMER FOR EFI FIERY SOLUTIONS.	NOT Available on EDQ (B9100). Available with any PR Finisher with EFI Fiery Server for ECQ only.	$ 30,000	$ 22,500
		498K18310	Power Cord			
VSQFLDTRM	6AE	097S04752	Square Fold Trimmer - only used w/ Prod Ready Booklet Fin	Requires Production Ready Booklet Maker Finisher (PRBKMKFIN)	$ 15,000	$ 11,250
		498K18310	Interface Module Power Cord			
PDFKIT3		497K20470	Searchable PDF (OCR) kit - 1 lb		$ 2,850	$ 2,138
		497K20990	High Compression PDF Kit - 1 lb			
TAPE-BIND		097S03869	Tape Bind	Requires Interface Module (INTERFACE) & Standard Finisher Plus (STDFINPLS)		
		650K30110	Nationalization Kit			
USBHUB1		497K20480	USB HUB KIT	For use with 3rd party proximity/RFID card readers	$ 150	$ 113
ADAMOUNT		497K20510	US S508 INSTALL KIT - 8.8 lbs	Option for ADA-AA requirements for mounting UI	$ 2,239	$ 1,679
B91EFI	KHZ	097N02340	EFI Printer Server NX One - 25 lbs	CSE required for install. If customer does not order NX1STATN and plans to use a monitor, they will need to procure (outside of Xerox) a "DisplayPort to VGA" adapter converter to connect the server to the monitor.	$ 13,500	$ 10,125
		497K20500	DFE Interface Kit - .44 lb			
		497K10920	ESD Protection Kit			

Equipment and Services Schedule



Xerox PrimeLink C9070

Mainframe	Market Code	Product Code	Part #	Description	Comments	Comm List	ACCS Price
	C9065XLS	DQP	100S14504	PrimeLink C9065 w/ 250 Sheet Single Pass DADF / IIT / Integrated DMP Controller / TTM (1-520 12"x18", 1-520 11"X17", 2010 Letter), 250 sheet Bypass, Automatic Duplex, power cord, in-box neutral toner full cartridges, print drum cartridge installed - WH 110V 20 Amp		$ 36,100	$ 19,855
		GQV	097S05058	Speed kit C9065 (incl. pin, name plate & cust doc) with BIM enabled			
		5BB	097S04774	Full Color Web UI 10.4 SVGA			
			497K20390	UI Mounting Kit			
	C9070XLS	DQP	100S14504	PrimeLink C9070 w/ 250 Sheet Single Pass DADF / IIT / Integrated DMP Controller / TTM (1-520 12"x18", 1-520 11"X17", 2010 Letter), 250 sheet Bypass, Automatic Duplex, power cord, in-box neutral toner full cartridges, print drum cartridge installed - WH 110V 20 Amp		$ 40,800	$ 22,440
		GQY	097S05060	Speed kit C9070 (incl. pin, name plate & cust doc) with BIM enabled			
		5BB	097S04774	Full Color Web UI 10.4 SVGA			
			497K20390	UI Mounting Kit			
Accessories							
Must Choose Only One	OFFSETRAY		497K02420	500 Sheet Offset Catch Tray		$ 400	$ 300
			497K06800	OCT Fan Kit			
			497K20290	Right Wing Table			
	V80BRFIN	D3A	097S04617	Business Ready (BR) Finisher w/ 2/3 hole punch, 3K stack, 50 sht staple	Does NOT require Interface Decurler Module (INTRFMOD); Cannot be used w/ any inline finishing	$ 2,995	$ 2,246
		B5V	097S04610	Vertical Transport			
	V80BROOK	D4A	097S04618	Business Ready (BR) Booklet Maker Finisher w/ 2/3 hole punch, 3K stack, 50 sht staple, 15 sht bklt	Does NOT require Interface Decurler Module (INTRFMOD); Cannot be used w/ any inline finishing	$ 4,995	$ 3,746
		B5V	097S04610	Vertical Transport			
	PRSTNDFIN	3AE	097S04749	PR FINISHER (STANDARD FINISHER)		$ 8,550	$ 6,413
			497K17460	FIN IF CABLE 3M			
			497K18371	TOP TRAY EXTENSION			
		9AD	097S04745	Interface Decurler Module (IDM) for Base Only			
			498K18310	Power Cord (must order qty 2)			
	PRBKMKFIN	4AE	097S04750	PR BOOKLET MAKER FINISHER		$ 13,800	$ 10,350
			497K17460	FIN IF CABLE 3M			
			497K18371	TOP TRAY EXTENSION			
		9AD	097S04745	Interface Decurler Module (IDM) for Base Only			
			498K18310	Power Cord (must order qty 2)			
	PRFINPLUS	5AE	097S04751	Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated		$ 14,000	$ 10,500
		XMH	097S04171	Partner Finishing Interface			
		9AD	097S04745	Interface Decurler Module (IDM) for Base Only			
			498K18310	Power Cord (Must order qty 3)			
			497K17460	FIN IF CABLE 3M			
			497K18371	TOP TRAY EXTENSION			
May Choose with Certain Finishers	BRCZFOLD	C8B	097S04616	C/Z Folder	Only selectable with BR Finishers: V80BRFIN or V80BRBOOK	$ 5,700	$ 4,275
			498K18310	Power Cord			
	VINTERPSR	0AE	097S04746	Interposer/Inserter Module	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 2,000	$ 1,500
			498K18310	Power Cord			
	VPUNCH		497K16710	2/3 Hole Punch for 3AE & 4AE	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 600	$ 450
	GBCADVPUN	X5K	097N02204	GBC Advanced Punch Pro	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 13,900	$ 10,425
			498K18310	Power Cord			
			497N04064	Die			
			497K17460	3M Cable			
	PRTRIM	7XL	097S04958	Trim Crease & 2-sided Trimmer	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 30,000	$ 22,500
			497K17460	3M Cable Interface Cable			
			498K18310	Power Cord			
	VCZFOLD	2AE	097S04748	C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 5,700	$ 4,275
			497K17460	Interface Cable			
			498K18310	Power Cord			
	VSQFLDTRM	6AE	097S04752	Square Fold Trimmer - only used w/ Prod Ready Booklet Fin	Requires Production Ready Booklet Maker Finisher (PRBKMKFIN)	$ 15,000	$ 11,250
			498K18310	Interface Module Power Cord			

Equipment and Services Schedule

May Choose Only One	HCF1T	DQR	097S05007	High Cap Feeder (Letter size 2,000 sheets)		$ 2,000	$ 1,500
			497K20400	FCW SVGA UI Mount Kit (Left wing, Bracket , Harness)			
				TOTAL			
	HCF1TOVSZ	DQT	097S05008	Oversized High Capacity Feeder with One Try		$ 5,995	$ 4,496
			497K20400	FCW SVGA UI Mount Kit (Left wing, Bracket , Harness)			
			498K18310	Power Cord			
			497K20640	Chute PF3.1 & PF3.2"			
	HCF2TOVSZ	DUQ	097S05009	Oversized High Capacity Feeder with Two Trays		$ 9,995	$ 7,496
			497K20400	FCW SVGA UI Mount Kit (Left wing, Bracket , Harness)			
			498K18310	Power Cord			
			497K20640	Chute PF3.1 & PF3.2"			
May Choose	XLSWAR		497K19870	MSI Assembly Kit	Optional for DQT, DUQ, or ByPass Tray	$ 2,098	$ 1,574
			497K19880	Banner Feed Kit	Optional for DQT, DUQ, or ByPass Tray		
			497K19880	Banner Feed Kit	Optional for DQT, DUQ, or ByPass Tray	$ 699	$ 524
	CONVSTPL		498K08250	Convenience Stapler		$ 299	$ 224
	FAXLINE		497K20240	FAX Install Kit (required for all analog FAX Kits)		$ 999	$ 749
			497K17750	1 Line Fax Kit + Ifax US/DMO-W			
	FAXSERVER		497K20300	Server FAX Kit Option	installed in controller (pin activation)	$ 990	$ 743
	FAXVOIP		497K20310	VOIP FAX Option	installed in controller (pin activation)	$ 895	$ 671
	USBHUBKT		497K20250	USB HUB Kit	provides two additional two USB ports to the system	$ 150	$ 113
	497K05270		497K05270	Universal Mobility Plate for all configs (order appropriate qty)		N/A	N/A
	FIDEVICE2		498K14141	Foreign Interface Kit		$ 220	$ 165
	NWT	NWT	300S01844	FreeFlow VI Design Pro SW & License		$ 3,495	$ 2,621
	VIGROUPD		300S01843	FreeFlow VI Compose S/W & License		$ 5,000	$ 3,750

YOU MUST CHOOSE A CONTROLLER

DMP Controller

DMPCTRL	NQL	097S05123	DMP Xerox Integrated Controller	$ 5,590	$ 4,193
If a Customer requires Postscript printing capability with the DMP Controller, you MUST also order the part number below. List price includes PostScript					
PS4DMPSVR		497K20260	Post Script for DMP Controller only		

Print Server Fiery Entry Level DFE

ENTRYEFI	GZG	097N02339	Xerox® EX-c C9065/C9070 Print Server Fiery Entry Level DFE	$ 5,995	$ 4,496
		498K18100	Mounting Plate		

Options for Print Server Fiery Entry Level DFE

May Choose	PROFILE4	497N03087	Profile Suite 4 (s/w & Spectrophotometer)	$ 2,700	$ 2,025
	X70FOLDER	497N02727	Hot Fldr Virtual Print Kit	$ 995	$ 746
	HUB5PORT	497N01224	EFI Hub Kit	$ 495	$ 371
	EFIBUNDL1	497N04238	EFI Fiery Options Bundle including Spot-On, Auto Trapping, Hot Folders, Virtual Printers	$ 1,999	$ 1,499
	EFI-SPOT	497N05469	EFI Spot On	$ 825	$ 619

Print Server Fiery Integrated DFE

INTEGEFI	GZF	097N02338	Xerox® EX-i C9065/C9070 Print Server Fiery Integrated	Includes Compose and Impose. One additional license of each can be purchased by adding EXCOMPOSE / EXIMPOSE.	$ 8,695	$ 6,521
		498K18100	Mounting Plate			

Options for Print Server Fiery Integrated DFE

May Choose	EXIMPOSE	497N05470	Impose Kit (one add'l license in kit - add'l licenses via TXC)		$ 2,550	$ 1,913
	EXCOMPOSE	497N05471	SeeQuence Compose Kit	this is an extra kit for customers that want to load Compose on a PC to use for job prep.	$ 1,500	$ 1,125
	PROFILE4	497N03087	Profile Suite 4 (s/w & Spectrophotometer)		$ 2,700	$ 2,025
	EFIPROPK	497N04791	Productivity Package (incl Hot Fldr & Virtual Ptrs & JDF)		$ 6,000	$ 4,500
	HUB5PORT	497N01224	EFI Hub Kit		$ 495	$ 371

Print Server Fiery Standalone NX Pro DFE

STNDALEFI	GZC	097N02337	Xerox® EX C9065/C9070 Print Server Fiery Standalone NX	Includes Compose and Impose. One additional license of each can be purchased by adding EXCOMPOSE / EXIMPOSE.	$ 23,000	$ 17,250

Options for Print Server Fiery Integrated DFE

May Choose	EXIMPOSE	497N05470	Impose Kit (one add'l license in kit - add'l licenses via TXC)		$ 2,550	$ 1,913
	EXCOMPOSE	497N05471	SeeQuence Compose Kit	this is an extra kit for customers that want to load Compose on a PC to use for job prep.	$ 1,500	$ 1,125
	PROFILE4	497N03087	Profile Suite 4 (s/w & Spectrophotometer)		$ 2,700	$ 2,025
	GAPREM	497N02107	GA Premium Package		$ 6,200	$ 4,650
	EXFACI	497N04849	Advanced Interface Pkg (monitor, keyboard, mouse, stand)		$ 4,000	$ 3,000
	EXHDD	497N04827	Hard Drive Security Option		$ 995	$ 746
	HUB5PORT	497N01224	EFI Hub Kit		$ 495	$ 371

Xerox Color V180B Color Press	Market Code	Part #	Description		List Price	ACCS Price
80 ppm B/W 80 ppm Color	V180B	100S14009	Xerox Versant 180 Press with Color Scanner, Single Pass Doc Handler, 3 Paper Trays, 250 Sheet Bypass Tray		$ 59,900	$32,945
		097S04774	10.4 SVGA Vertical UI			
		650S42700	Nationalization Kit - power cord, CRU Kit & tools, rigger doc			
		497K17030	UI Install Kit for HCF or OHCF			
		008R12990	Waste Toner Bottle			
			B&W Maintenance $.0079 per impression			
			Color Maintenance $.04 per impression			
Accessories	Accessories for V180					
Xerox Color V180B Color Press	**Market Code**	**Part #**	**Description**		**List Price**	**ACCS Price**
Must Choose One	V80OCT	497K02420	Offset Catch Tray	Cannot be used w/ any inline finishing; Not avail. on V180P	$ 300	$225
		497K06800	Fan Kit			
		497K02450	Right Wing Table			
	V80BRFIN	097S04617	Business Ready (BR) Finisher w/ 2/3 hole punch, 3K stack, 50 sht staple	Does NOT require Interface Decurler Module (INTRFMOD); Not avail. on V180P; Cannot be used w/ any inline finishing	$ 2,995	$2,246
		097S04610	Vertical Transport			
	V80BRBOOK	097S04618	Business Ready (BR) Booklet Maker Finisher w/ 2/3 hole punch, 3K stack, 50 sht staple, 15 sht bklt	Does NOT require Interface Decurler Module (INTRFMOD); Not avail. on V180P; Cannot be used w/ any inline finishing	$ 4,995	$3,746
		097S04610	Vertical Transport			
	V31FIN	097S04749	Production Ready Standard Finisher, 3K stack, 100 sht staple uncoated; 35 sheet coated	Requires Interface Decurler Module (INTRFMOD); May use optional C/Z Folder (VCZFOLD), 3-hole punch (VPUNCH); Inserter (VINTERPSR)	$ 6,550	$4,913
		498K18310	Interface Module Power Cord			
		497K18370	Top Tray Extension Kit (for XLS support)			
	V31BOOK	097S04750	Production Ready Booklet Maker Finisher, 2K stack, 120 sht Staple & 30 sht Booklet uncoated; 500 sheet top tray	Requires Interface Decurler Module (INTRFMOD); May use optional C/Z Folder (VCZFOLD), Square Fold (SQFOLDTRM), 3-hole punch (VPUNCH), or TBM (TRIMBUFFR) or Inserter?	$ 11,800	$8,850
		498K18310	Interface Module Power Cord			
		497K18370	Top Tray Extension Kit (for XLS support)			
	V31FINP	097S04751	Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated	You must order this finisher when using inline 3rd party finishing avail via TXC. Requires Interface Decurler Module (INTRFMOD); Optional C/Z Folder may be added; inline punch is optional; Inserter?	$ 12,000	$9,000
		498K18310	Interface Module Power Cord; must order qty 2			
		497K18370	Top Tray Extension Kit (for XLS support)			
		097S04171	Partner Finishing Interface			
	V31HCS	097S03930	High Capacity Stacker	Requires Interface Decurler Module (INTRFMOD); Includes one dolly cart; can order up to 3 NBV; May be followed by Prod Ready Standard Finisher, Prod Ready Standard Finisher Plus, OR Prod Ready Booklet Maker Finisher; You cannot order an add'l high cap stacker	$ 13,000	$9,750
		498K18310	Interface Module Power Cord			
		497K17470	Interface Cable, Middle			

Accessories	**Accessories for V180**					
Xerox Color V180B Color Press	**Market Code**	**Part #**	**Description**		**List Price**	**ACCS Price**
May Choose Any	V80HCF	097S04615	High Cap Feeder - one tray (2,000 Sheets, letter, up to 300gsm)	Only avail on V180B	$ 2,000	$1,500
	V80OHCF	097S04494	Single Tray Oversize High Capacity Feeder (2K sheets, up to 13x19", 300 gsm, top tray is storage)	Includes post card insert	$ 5,995	$4,496
		498K18310	Power Cord			
		497K14940	UI Install Kit			
	V802OHCF	097S04591	Advanced Two Tray Oversize High Capacity Feeder (4K sheets, up to 13x19", up to 350gsm)	XV802OHCF	$ 9,995	$7,496
		497K14940	UI Install Kit			
		497K10060	Lower Docking Bracket for OHCF			
		498K18310	Interface Module Power Cord			
	V31AHCF2	097S04666	High Cap Feeder - for Chaining	Used when chaining 2 Feeders; Requires V802OHCF	$ 9,995	$7,496
		498K18310	Power Cord			
		497K18930	USB Active Extention Cable			
	INTRFMOD	097S04745	Interface Decurler Module (IDM) for Base Only	Required for Prod Ready Standard Finisher, Prod Ready Booklet Maker Finisher, Prod Ready Standard Finisher Plus, & High Cap Stacker; Only one is needed per engine; Not used w BR Fin's, OCT or V180 Perf Press	$ 2,000	$1,500
		498K18310	Interface Module Power Cord			
	VSQFLDTRM	097S04752	Square Fold Trimmer - only used w/ Prod Ready Booklet Fin	Requires Production Ready Booklet Maker Finisher (V31BOOK)	$ 15,000	$11,250
		498K18310	Interface Module Power Cord			
	TRIMBUFFR	097S04747	Trimmer Buffer Module	Requires Production Ready Booklet Fin or Prod Ready Std Fin Plus	$ 30,000	$22,500
		497K17460	Interface Cable			
		498K18310	Power Cord			
	PRTRIM	097S04958	Trim Crease & 2-sided Trimmer	Requires Production Ready Booklet Fin or Prod Ready Std Fin Plus	$ 30,000	$22,500
		497K17460	3M Cable Interface Cable			
		498K18310	Power Cord			
	VINTERPSR	097S04746	Interposer/Inserter Module	Requires Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$ 2,000	$1,500
		498K18310	Power Cord			
	VCZFOLD	097S04748	C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	Used w/ Prod Ready Standard Finisher, Prod Ready Booklet Maker Finisher or Prod Ready Standard Finisher Plus; Not used with BR Fin's	$ 5,700	$4,275
		497K17460	Interface Cable			
		498K18310	Power Cord			
	VPUNCH	497K16710	2/3 Hole Punch for 3AE & 4AE	Used with Prod Ready Fin (3AE) & Prod Ready Booklet Fin (4AE)	$ 600	$450
	GBCADVPUN	097N02204	GBC Advanced Punch	Requires Production Ready Finisher, Finisher Plus or Booklet Maker Finisher or High Cap Stacker	$ 13,900	$10,425
		498K18310	Power Cord			
		497N04064	Die			
		497K17460	3M Cable			
	DBLPUNUP	497N05578	Double Punch upgrade to Advanced Punch Pro	Advanced Punch Pro is required	$ 250	$188
	NBV	098S05050	Dolly Cart (for use with High Capacity Stacker) Max qty 3	Requires High Cap Stacker	$ 995	$746
	CONVSTPL	498K08250	Convenience Stapler		$ 299	$224
	VIGROUPA	300S01843	FreeFlow VI Compose SW and License		$ 5,000	$3,750
	NWT	300S01844	FreeFlow VI Design Pro SW & License		$ 3,495	$2,621
	ENVELKIT	497K17190	Envelope Support Kit (Can order up to 2)	Requires Advanced High Cap Feeder V802OHCF	$ 250	$188
	USBENABL2	497K14870	USB Enablement Kit (Activates USB Hub Kit, makes USB ports functional via pin coded s/w)		$ 299	$224
	NETACCTNG	497K14310	Network Accounting		$ 150	$113
	HCSUIKIT	498K17820	Stacker UI Fixed Angle Kit for 508 compliance	Allows the HCS UI to be mounted at an angle	N/C	
	CACNABLE	497K04790	Common Access (CAC) Enablement Kit	Requires USB Enablement Kit (USBENABL2)	$ 199	$149
	QPSIGN	497K06860	Quick Print Sign		$ 500	$375
	REMOPTOUT	320S00864	Remote Service Opt Out Instructions		N/C	
	V31BOOK2	097S04750	Production Ready Booklet Maker Finisher, 2K stack, 120 sht Staple & 30 sht Booklet uncoated; 500 sheet top tray	For Chaining -Requires Interface Decurler Module Upstream; Compatible w/ Square Fold Trimmer	$ 11,800	$8,850
		497K18370	Top Tray Extension			
		498K18310	Interface Module Power Cord			
	V31FIN2	097S04749	Production Ready Standard Finisher, 3K stack, 100 sht staple uncoated; 35 sheet coated	For Chaining -Requires Interface Decurler Module Upstream (Interface Decurler Module INTRFMOD)	$ 6,550	$4,913
		498K18310	Interface Module Power Cord			
		497K18370	Top Tray Extension			
	V31FINP2	097S04751	Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated	For Chaining -Requires Interface Decurler Module (INTRFMOD) when ordering HCS	$ 12,000	$9,000
		498K18310	Interface Module Power Cord (must order Qty 2)			
		497K18370	Top Tray Extension			
		097S04171	Partner Finishing Interface			
	V31HCS2	097S03930	High Capacity Stacker	For Chaining - Upstream finishing requires Interface Decurler Module (INTRFMOD) ; Cannot be ordered w/ another V31HCS	$ 13,000	$9,750
		498K18310	Interface Module Power Cord			
		497K17470	Interface Cable, Middle			
TXC	N/A	N/A	Plockmatic Pro Booklet Maker 35/50	Mandatory Service Base Required. Must be added to your Service Contract. Pricing is available via the TXC Quote Tool or by contacting TXC.		
			GBC eWire			

Equipment and Services Schedule

Accessories	**Server Accessories for V180**					
Xerox Color V180B Color Press	**Market Code**	**Part #**			**List Price**	**ACCS Price**
Must Choose a Server						
Integrated Fiery Color Server						
	V180EFI	097N02264	Xerox EX-i 180 Integrated Fiery Color Server (includes Graphic Arts BASIC package)		$ 8,990	$8,990
		497K14880	Mounting Plate			
Accessories for Integrated Fiery Color Server						
May Choose Any	EXIMPOSE	497N05470	Fiery Impose License Activation Kit	Optional license for EFI (one copy incl in stand alone)	$ 2,550	$1,913
	PROFILE4	497N03087	Color ProFile Suite & Spectrophotometer	Optional for EFI's	$ 2,200	$1,650
	HUB5PORT	497N01224	Ethernet Hub Option	Required for use of any EIP solutions	$ 495	$371
External Fiery Print Server						
	V180EXB1	097N02306	Xerox EX Pro 180 Print Server (Win 10) (incl Fiery s/w, Graphic Arts Basic Pkg & Impose)		$ 25,000	$18,750
Accessories for External EFI Fiery Controller			**098N02189**			
May Choose Any	EXHDD	497N04827	Hard Drive Security Option		$ 995	$746
	EXFACI2	497N04849	FACI - Stand, Monitor, Keyboard, Mouse		$ 4,000	$3,000
	PROFILE4	497N03087	Color ProFile Suite & Spectrophotometer		$ 2,200	$1,650
	HUB5PORT	497N01224	Network Switch/Ethernet Hub 5 Port Option	Required for use of any EIP solutions	$ 495	$371
	GAPREM	497N02107	Graphic Arts Premium Package		$ 6,200	$4,650
	EXCOMPOSE	497N05471	Fiery Compose License Activation Kit		$ 1,500	$1,125
Xerox FreeFlow Print Server						
	V180FFPS	097S04817	Xerox FreeFlow Print Server		$ 30,500	$22,875
		097S04915	19" LCD Monitor			
		320S01012	FreeFlow Print Server Software License (Non-Shippable)	Follow the software activation process		
		498K16920	Power Strip Kit			
		301K33140	FreeFlow Server Software & Documentation Kit			
Accessories for External FreeFlow Controller						
May Choose Any	SPECTROXR	497K11570	Spectrophotometer		$ 900	$675
	FFPSIPDS1	320S00128	IPDS Software License (Non-Shippable)	Follow the software activation process	$ 20,000	$15,000
	FFPSSTND2	097S04600	Stand for Server		$ 1,250	$938
	XCPHOTO	320S00459	Photo Automation Tool Software (Non-Shippable)	Follow the software activation process	$ 500	$375
		301K23650	Photo Automation Tool Software Kit			

Equipment and Services Schedule

Versant 180 Performance Press						
Xerox Color V180P Color Press	**Market Code**	**Part #**	**Description**		**List Price**	**ACCS Price**
80 ppm B/W 80 ppm Color	V180P	100S14009	Xerox Versant 180 Press w/ Color Scanner, Single Pass Doc Handler, 3 Paper Trays, 250 Sheet Bypass Tray		$85,900	$47,245
		097S04774	10.4 SVGA Vertical UI			
		097S04744	Interface Cooling Module w/ X-Rite Inline Spectrophotometer			
		498K18310	Power Cord for Interface Module			
		650S42700	Nationalization Kit - power cord, CRU Kit & tools, rigger doc			
		008R12990	Waste Toner Bottle			
			B&W Maintenance $.0079 per impression			
			Color Maintenance $.04 per impression			
Accessories	**Accessories for V180**					
Xerox Color V180P Color Press	**Market Code**	**Part #**	**Description**		**List Price**	**ACCS Price**
Must Choose One	V31FIN	097S04749	Production Ready Standard Finisher, 3K stack, 100 sht staple uncoated; 35 sheet coated	Requires Interface Decurler Module (INTRFMOD); May use optional C/Z Folder (VCZFOLD), 3-hole punch (VPUNCH); Inserter (VINTERPSR)	$6,550	$4,913
		498K18310	Interface Module Power Cord			
		497K18370	Top Tray Extension Kit (for XLS support)			
	V31BOOK	097S04750	Production Ready Booklet Maker Finisher, 2K stack, 120 sht Staple & 30 sht Booklet uncoated; 500 sheet top tray	Requires Interface Decurler Module (INTRFMOD); May use optional C/Z Folder (VCZFOLD), Square Fold (SQFOLDTRM), 3-hole punch (VPUNCH), or TBM (TRIMBUFFR) or Inserter?	$11,800	$8,850
		498K18310	Interface Module Power Cord			
		497K18370	Top Tray Extension Kit (for XLS support)			
	V31FINP	097S04751	Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated	You must order this finisher when using inline 3rd party finishing avail via TXC. Requires Interface Decurler Module (INTRFMOD); Optional C/Z Folder may be added; inline punch is optional; Inserter?	$12,000	$9,000
		498K18310	Interface Module Power Cord; must order qty 2			
		497K18370	Top Tray Extension Kit (for XLS support)			
		097S04171	Partner Finishing Interface			
	V31HCS	097S03930	High Capacity Stacker	Requires Interface Decurler Module (INTRFMOD); Includes one dolly cart; can order up to 3 NBV; May be followed by Prod Ready Standard Finisher, Prod Ready Standard Finisher Plus, OR Prod Ready Booklet Maker Finisher; You cannot order an add'l high cap stacker	$13,000	$9,750
		498K18310	Interface Module Power Cord			
		497K17470	Interface Cable, Middle			

Equipment and Services Schedule

Accessories	**Accessories for V180**					
Xerox Color V180P Color Press	**Market Code**	**Part #**	**Description**		**List Price**	**ACCS Price**
May Choose Any	V80OHCF	097S04494	Single Tray Oversize High Capacity Feeder (2K sheets, up to 13x19", 300 gsm, top tray is storage)	Includes post card insert	$5,995	$4,496
		498K18310	Power Cord			
		497K14940	UI Install Kit			
	V802OHCF	097S04591	Two Tray Oversize High Capacity Feeder (4K sheets, up to 13x19", up to 350gsm)		$9,995	$7,496
		497K14940	UI Install Kit			
		497K10060	Lower Docking Bracket for OHCF			
		498K18310	Interface Module Power Cord			
	V31AHCF2	097S04666	High Cap Feeder - for Chaining	Used when chaining 2 Feeders; Requires V802OHCF	$9,995	$7,496
		498K18310	Power Cord			
		497K18930	USB Active Extention Cable			
	VSQFLDTRM	097S04752	Square Fold Trimmer - only used w/ Prod Ready Booklet Fin	Requires Production Ready Booklet Maker Finisher (V31BOOK)	$15,000	$11,250
		498K18310	Interface Module Power Cord			
	TRIMBUFFR	097S04747	Trimmer Buffer Module	Requires Production Ready Booklet Fin or Prod Ready Std Fin Plus	$30,000	$22,500
		497K17460	Interface Cable			
		498K18310	Power Cord			
	PRTRIM	097S04958	Trim Crease & 2-sided Trimmer	Requires Production Ready Booklet Fin or Prod Ready Std Fin Plus	$30,000	$22,500
		497K17460	3M Cable Interface Cable			
		498K18310	Power Cord			
	VINTERPSR	097S04746	Interposer/Inserter Module	Requires for Prod Ready Std Fin, Prod Ready Booklet Fin or Prod Ready Std Fin Plus	$2,000	$1,500
		498K18310	Power Cord			
	VCZFOLD	097S04748	C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	Used w/ Prod Ready Standard Finisher, Prod Ready Booklet Maker Finisher or Prod Ready Standard Finisher Plus; Not used with BR Fin's	$5,700	$4,275
		497K17460	Interface Cable			
		498K18310	Power Cord			
	VPUNCH	497K16710	2/3 Hole Punch for 3AE & 4AE	Used with Prod Ready Fin (3AE) & Prod Ready Booklet Fin (4AE)	$600	$450
	GBCADVPUN	097N02204	GBC Advanced Punch	Requires Production Ready Finisher, Finisher Plus or Booklet Maker Finisher or High Cap Stacker	$ 13,900	$10,425
		498K18310	Power Cord			
		497N04604	Die			
		497K17460	3M Cable			
	DBLPUNUP	497N05578	Double Punch upgrade to Advanced Punch Pro	Advanced Punch Pro is required	$ 250	$188
	NBV	098S05050	Dolly Cart (for use with High Capacity Stacker) Max qty 3	Requires High Cap Stacker	$995	$746
	CONVSTPL	498K08250	Convenience Stapler		$299	$224
	VIGROUPA	300S01843	FreeFlow VI Compose SW and License		$5,000	$3,750
	NWT	300S01844	FreeFlow VI Design Pro SW & License		$3,495	$2,621
	ENVELKIT	497K17190	Envelope Support Kit (Can order up to 2)	Requires Advanced High Cap Feeder V802OHCF	$250	$188
	USBENABL2	497K14870	USB Enablement Kit (Activates USB Hub Kit, makes USB ports functional via pin coded s/w)		$299	$224
	NETACCTNG	497K14310	Network Accounting		$150	$113
	HCSUIKIT	498K17820	Stacker UI Fixed Angle Kit for 508 compliance	Allows the HCS UI to be mounted at an angle	N/C	
	CACNABLE	497K04790	Common Access (CAC) Enablement Kit	Requires USB Enablement Kit (USBENABL2)	$199	$149
	QPSIGN	497K06860	Quick Print Sign		$500	$375
	REMOPTOUT	320S00864	Remote Service Opt Out Instructions		N/C	
	V31BOOK2	097S04750	Production Ready Booklet Maker Finisher, 2K stack, 120 sht Staple & 30 sht Booklet uncoated; 500 sheet top tray	For Chaining -Requires Interface Decurler Module Upstream; Compatible w/ Square Fold Trimmer	$11,800	$8,850
		497K18370	Top Tray Extension			
		498K18310	Interface Module Power Cord			
	V31FIN2	097S04749	Production Ready Standard Finisher, 3K stack, 100 sht staple uncoated; 35 sheet coated	For Chaining -Requires Interface Decurler Module Upstream (Interface Decurler Module INTRFMOD)	$6,550	$4,913
		498K18310	Interface Module Power Cord			
		497K18370	Top Tray Extension			
	V31FINP2	097S04751	Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated	For Chaining -Requires Interface Decurler Module (INTRFMOD) when ordering HCS	$12,000	$9,000
		498K18310	Interface Module Power Cord (must order Qty 2)			
		497K18370	Top Tray Extension			
		097S04171	Partner Finishing Interface			
	V31HCS2	097S03930	High Capacity Stacker	For Chaining - Upstream finishing requires Interface Decurler Module (INTRFMOD) ; Cannot be ordered w/ another V31HCS	$13,000	$9,750
		498K18310	Interface Module Power Cord			
		497K17470	Interface Cable, Middle			
TXC	N/A	N/A	Plockmatic Pro Booklet Maker 35/50	Mandatory Service Base Required. Must be added to your Service Contract. Pricing is available via the TXC Quote Tool or by contacting TXC		
			GBC eWire			

Equipment and Services Schedule

Accessories	**Server Accessories for V180**					
Xerox Color V180P Color Press	**Market Code**	**Part #**			**List Price**	**ACCS Price**
Must Choose a Server						
External Fiery Print Server Pro						
	V180EXP1	097N02306	Xerox EX Pro 180 Print Server (Win 10) (incl Fiery s/w, Graphic Arts Basic Pkg & Impose)		$35,000	$26,250
		301N79930	Install Kit for All Stocks Rated Speed (ASRS)			
		497N04849	FACI - Stand, Monitor, Keyboard, Mouse			
		497N05471	Fiery Compose License Activation Kit			
		497N03087	Color ProFile Site & Spectrophotometer			
Accessories for External EFI Fiery Controller						
May Choose Any	EXHDD	497N04827	Hard Drive Security Option		$995	$746
	HUB5PORT	497N01224	Network Switch/Ethernet Hub 5 Port Option		$495	$371
	GAPREM	497N02107	Graphic Arts Premium Package		$6,200	$4,650
Xerox FreeFlow Print Server						
	V180FFPS	097S04817	Xerox FreeFlow Print Server		$30,500	$22,875
		097S04915	19" LCD Monitor			
		320S01012	FreeFlow Print Server Software License (Non-Shippable)	Follow the software activation process		
		498K16920	Power Strip Kit			
		301K33140	FreeFlow Server Software & Documentation Kit			
Accessories for External FreeFlow Controller						
May Choose Any	SPECTROXR	497K11570	Spectrophotometer		$900	$675
	FFPSIPDS1	320S00128	IPDS Software License (Non-Shippable)	Follow the software activation process	$20,000	$15,000
	FFPSSTND2	097S04600	Stand for Server		$1,250	$938
	XCPHOTO	320S00459	Photo Automation Tool Software (Non-Shippable)	Follow the software activation process	$500	$375
		301K23650	Photo Automation Tool Software Kit			

Equipment and Services Schedule

Xerox VersaLink Color Printer Series	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
45 PPM	C8000DT	100S14449	VersaLink C8000 Color Laser Printer, up to 45 PPM, Letter/Legal/Tabloid, 12x18", 5" swipe UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, 2-520-Sheet Paper Trays, 150-Sheet Bypass Tray, Duplex, Billing Impression Mode OFF, 110V *(Optional 320GB Hard Drive)*	$2,949	$2,212
55 PPM	C9000DT	100S14452	VersaLink C9000 Color Laser Printer, up to 55 PPM, Letter/Legal/Tabloid, 12x18", 5" swipe UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, 2-520-Sheet Paper Trays, 150-Sheet Bypass Tray, Duplex, Billing Impression Mode OFF, 110V, 320GB Hard Drive included.	$4,668	$3,501
			B&W Maintenance $.0175 per impression		
			Color Maintenance $.079 per impression		
Accessories	**Accessories for V180**				
Xerox VersaLink Color Printer Series	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
		097S04969	Two Tray Module (1,040 sheets Tabloid)	$1,138	$854
		097S04970	Tandem Tray Module (2K sheets letter/A4)	$1,479	$1,109
	ENVLPTR	497K17880	Envelope Tray Feed Kit (Replaces Tray 1; holds up to 50 envelopes)	$349	$262
		097S04845	High Capacity Feeder (2K sheets - requires Tandem or 2-Tray Module)	$1,479	$1,109
	BKMKRFIN	097S04981	Business Ready Finisher with Booklet Maker & 2/3 hole punch; multi-positon staple, saddle stitch, V-fold, 1500+500 sheet Tray (Requires Tandem or Two Tray Module)	$3,757	$3,757
		497K17440	Horizontal Transport Kit for Business Ready Finisher		
	OFCFINSH	097S04848	Office Finisher LX (2-position staple) 2K sheet tray (Requires Tandem or Two Tray Module)	$1,309	$982
		497K17370	Office Finisher LX Gap Filler		
	FINLX-3HP	497K03860	2/3 Hole Punch for Office Finisher	$795	$596
	FINLX-BM	497K03850	Booklet Unit for Office Finisher	$1,199	$899
	RFID70	497K18120	Integrated, programmable RFID card reader. Installs inside MFP's built-in card reader bay. (Includes TWN4 reader, USB Y Cable, top cover)	$279	$209
	WIFIVL	497K16750	Wireless Print Kit	$56	$42
	FIDKIT	498K14141	Foreign Device Interface Adapter	$349	$262
		097S04974	Xerox Precise Color Management System (X-Rite Spectrophotometer) (Avail C9000 only)	$682	$512
		097S04971	Productivity Kit - Hard Disk Drive (320GB) (Req'd for certain ptg features for C8000 only)	$341	$256

Equipment and Services Schedule

Xerox VersaLink Color Printer Series	Market Code	Part #	Description	List Price	ACCS Price
45 PPM	C8000DT	100S14449	VersaLink C8000 Color Laser Printer, up to 45 PPM, Letter/Legal/Tabloid, 12x18", 5" swipe UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, 2-520-Sheet Paper Trays, 150-Sheet Bypass Tray, Duplex, Billing Impression Mode OFF, 110V *(Optional 320GB Hard Drive)*	$ 2,949	$ 2,212
55 PPM	C9000DT	100S14452	VersaLink C9000 Color Laser Printer, up to 55 PPM, Letter/Legal/Tabloid, 12x18", 5" swipe UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, 2-520-Sheet Paper Trays, 150-Sheet Bypass Tray, Duplex, Billing Impression Mode OFF, 110V, 320GB Hard Drive included.	$ 4,668	$ 3,501

B&W Maintenance $.0175 per impression

Color Maintenance $.079 per impression

Accessories **Accessories for V180**

Xerox VersaLink Color Printer Series	Market Code	Part #	Description	List Price	ACCS Price
		097S04969	Two Tray Module (1,040 sheets Tabloid)	$ 1,138	$ 854
		097S04970	Tandem Tray Module (2K sheets letter/A4)	$ 1,479	$ 1,109
	ENVLPTR	497K17880	Envelope Tray Feed Kit (Replaces Tray 1; holds up to 50 envelopes)	$ 349	$ 262
		097S04845	High Capacity Feeder (2K sheets - requires Tandem or 2-Tray Module)	$ 1,479	$ 1,109
	BKMKRFIN	097S04981	Business Ready Finisher with Booklet Maker & 2/3 hole punch; multi-positon staple, saddle stitch, V-fold, 1500+500 sheet Tray (Requires Tandem or Two Tray Module)	$ 3,757	$ 2,818
		497K17440	Horizontal Transport Kit for Business Ready Finisher		
	OFCFINSH	097S04848	Office Finisher LX (2-position staple) 2K sheet tray (Requires Tandem or Two Tray Module)	$ 1,309	$ 982
		497K17370	Office Finisher LX Gap Filler		
	FINLX-3HP	497K03860	2/3 Hole Punch for Office Finisher	$ 795	$ 596
	FINLX-BM	497K03850	Booklet Unit for Office Finisher	$ 1,199	$ 899
	RFID70	497K18120	Integrated, programmable RFID card reader. Installs inside MFP's built-in card reader bay. (Includes TWN4 reader, USB Y Cable, top cover)	$ 279	$ 209
	WIFIVL	497K16750	Wireless Print Kit	$ 56	$ 42
	FIDKIT	498K14141	Foreign Device Interface Adapter	$ 349	$ 262
		097S04974	Xerox Precise Color Management System (X-Rite Spectrophotometer) (Avail C9000 only)	$ 682	$ 512
		097S04971	Productivity Kit - Hard Disk Drive (320GB) (Req'd for certain ptg features for C8000 only)	$ 341	$ 256

Equipment and Services Schedule

Xerox VersaLink B&W A4 (B400 & B405)	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
47 PPM Printer	B400DN	100S14177	VersaLink B400 Black & White Laser Printer, up to 47 PPM, Letter/Legal, 5" UI, 1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray Automatic 2-sided Printing, 110V	$796	$597
47 PPM MFP	B405DN	100S14169	VersaLink B405 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 47 PPM, Letter/Legal, 5" UI,1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 60-Sheet RADF, 110V	$1,001	$751
			Maintenance $0.012 per impression		
Accessories	**Optional Accessories for Xerox VersaLink B&W A4 (B400 & B405)**				
Optional-May Choose Any	STNDSTORE	497K13660	Stand with Storage	$343	$257
	WCTRAY1	497K13630	550-Sheet Feeder for B405 MFP (can order up to qty 3)	$230	$173
	PHTRAY1	497K13620	550-Sheet Feeder for B400 Ptr (can order up to qty 3)	$230	$173
		097S04913	Productivity Kit (Includes 16GB SSD)	$343	$257
	WIFIVL	497K16750	Wireless Network Adapter	$56	$42
	RFIDKIT2	497K18120	RFID Card Reader Kit for B405 MFP	$219	$164
	RFIDKIT	497K18380	RFID Card Reader Kit for B400 Ptr	$219	$164
	UNICODE	320S00290	Xerox Unicode International Printing Kit	$299	$224

Equipment and Services Schedule

Xerox VersaLink B&W A4 (B600 Series)	Market Code	Part #	Description		List Price		ACCS Price
58 PPM Printer	B600DN	100S14320	VersaLink B600 Black & White Laser Printer, up to 58 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, *Optional* 250 GB HDD, 110V, Finisher & Mailbox Capable		$1,002		$752
65 PPM Printer	B610DN	100S14322	VersaLink B610 Black & White Laser Printer, up to 65 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, *Optional* 250 GB HDD, 110V, Finisher & Mailbox Capable		$1,320		$990
58 PPM MFP	B605S (No Fax)	100S14331	VersaLink B605 Black & White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, Network Accounting, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Optional* 250 GB HDD, 110V		$2,277		$1,708
58 PPM MFP	B605X	100S14338	VersaLink B605 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 58 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Netowrk Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Standard* 250 GB HDD, 110V		$2,733		$2,050
58 PPM MFP	B605SL (No Fax Long Neck)	100S14333	VersaLink B605 Black & White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Netowrk Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Optional* 250 GB HDD, 110V, Finisher & Mailbox Capable		$2,277		$1,708
58 PPM Printer	B605XL (Long Neck)	100S14340	VersaLink B605 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 58 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Standard* , 250 GB HDD, 110V, Finisher & Mailbox Capable		$2,733		$2,050
65 PPM MFP	B615SL (No Fax Long Neck)	100S14326	VersaLink B615 Black & White Laser Multi Function Printer, Print, Copy, Scan up to 65 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Netowrk Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Optional* 250 GB HDD, 110V, Finisher & Mailbox Capable		$3,188		$2,391
65 PPM MFP	B615XL (Long Neck)	100S14329	VersaLink B615 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 65 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Standard* , 250 GB HDD, 110V, Finisher & Mailbox Capable		$3,701		$2,776
			Maintenance $0.012 per impression				

Equipment and Services Schedule

Accessories	**Accessories for Xerox VersaLink B&W A4 (B600 Series)**				
Xerox VersaLink B&W A4 (B600 Series)	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
		097S04994	Stand with Storage on casters (w/ storage) (can add up to 2 add'l trays)	$ 284	$213
		097S04948	High Capacity Feeder on casters, 2,000 Sheets (on casters) (can only add 1 add'l tray)	$739	$554
		097S04949	550-Sheet Feeder (can have up to 4 Trays unless Stand or High Cap Feeder are selected)	$342	$257
		097S04954	Caster Base for 3 or 4 Trays	$227	$170
		097S04952	Finisher (Avail w/ B600 & B610 Ptr & B605SL/XL & B615SL/XL MFP only) May choose only 1 Finisher or Mailibox	$568	$426
		097S04953	Mailbox (Avail w/ B600 & B610 Ptr & B605SL/XL & B615SL/XL MFP only) May choose only 1 Finisher or Mailibox	$568	$426
	PRODUCTKT	497K18360	Productivity Kit (Includes 250GB Solid State HDD) Expands onboard capacity for storage for B600DN, B610DN, B605S, B605SL, B615SL	$227	$170
	WIFIVL	497K16750	Wireless Network Adapter	$56	$42
	UNICODE	320S00290	Xerox Unicode International Printing Kit (Requires PRODUCTKT)	$299	$224
	HC-KNO2	320S01058	Healthcare MFP Enablement	$579	$434
	RFIDKIT1	497K18380	RFID Card Reader Kit (includes USB Extender Cable, Snap in Holder, 2 Raceways TWN4 Reader) for "Printers" only	$279	$209
	RFID70	497K18120	RFID Card Reader Kit used (includes label & TWN4 reader) for MFP's only	$279	$209

Equipment and Services Schedule

Xerox VersaLink B&W A4 (C400 & C405)	Market Code	Part #	Description	List Price	ACCS Price
47 PPM Printer	C400DN	100S14170	VersaLink C400 Color Laser Printer, up to 36 PPM, Letter/Legal, 5" swipe UI, 1200 dpi, USB, EIP, Postscript, Network Accounting Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray Automatic 2-sided Printing, 110V	$682	$512
47 PPM MFP	C405DN	100S14161	VersaLink C405 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 36 PPM, Letter/Legal, 5" swipe UI, 1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 50-Sheet Single Pass Color Doc Feeder, 110V	$1,031	$773
			B&W Maintenance $.012 per impression		
			Color Maintenance $.10 per impression		
Accessories	**Optional Accessories for Xerox VersaLink B&W A4 (C400 & C405)**				
Optional-May Choose Any	STNDSTORE	497K13660	Stand with Storage	$343	$257
		097S04400	550-Sheet Feeder for C400 & C405 (Qty 1 allowed)	$345	$259
		097S04914	Productivity Kit (Includes 320GB HDD) Expands onboard capacity for storage	$343	$257
	WIFIVL	497K16750	Wireless Network Adapter	$56	$42
	RFIDKIT2	497K18120	RFID Card Reader Kit for C405 MFP	$219	$164
	RFIDKIT	497K18380	RFID Card Reader Kit for C400 Ptr	$219	$164
	UNICODE	320S00290	Xerox Unicode International Printing Kit	$299	$224

Equipment and Services Schedule

Xerox VersaLink Color A4 (C500 & C600 Series)	Market Code	Part #	Description	List Price	ACCS Price
45 PPM Printer	C500DN	100S14255	VersaLink C500 Color Laser Printer, up to 45 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, *Optional* 250 GB HDD, 110V	$876	$657
55 PPM Printer	C600DN	100S14257	VersaLink C600 Color Laser Printer, up to 55 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, *Optional* 250 GB HDD, 110V	$1,400	$1,050
45 PPM MFP	C505S (No Fax)	100S14259	VersaLink C505 Color Laser Multi Function Printer, Print, Copy, Scan up to 45 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, Network Accounting, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Optional* 250 GB HDD, 110V	$2,413	$1,810
45 PPM MFP	C505X	100S14263	VersaLink C505 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 45 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Netowrk Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Standard* 250 GB HDD, 110V	$2,835	$2,126
55 PPM Printer	C605X	100S14265	VersaLink C605 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 55 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Standard* 250 GB HDD, 110V	$3,985	$2,989
55 PPM MFP	C605XL (Long Neck)	100S14247	VersaLink C605 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 55 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, *Standard* , 250 GB HDD, 110V	$3,985	$2,989
			B&W Maintenance $.012 per impression		
			Color Maintenance $.10 per impression		

Equipment and Services Schedule

Accessories	Optional Accessories for Xerox VersaLink B&W A4 (C400 & C405)				
Xerox VersaLink Color A4 (C500 & C600 Series)	**Market Code**	**Part #**	**Description**	**List Price**	**ACCS Price**
		097S04994	Stand with Storage on casters (w/ storage) (can add up to 2 add'l trays)	$ 284	$ 213
		097S04948	High Capacity Feeder, 2,000 Sheets (on casters) (can only add 1 add'l tray)	$ 739	$ 554
		097S04949	550-Sheet Feeder (can have up to 4 unless Stand or High Cap Feeder are selected)	$ 342	$ 257
		097S04954	Caster Base for 3 or 4 Trays	$ 227	$ 170
		097S04952	Finisher (Avail w/ C600 Ptr & C605 MFP only) May choose only 1 Finisher or Mailibox	$ 568	$ 426
		097S04953	Mailbox (Avail w/ C600 Ptr & C605 MFP only) May choose only 1 Finisher or Mailbox	$ 568	$ 426
	PRODUCTKT	497K18360	Productivity Kit (Includes 250GB Solid State HDD) Expands onboard capacity for storage for C500DN, C600DN, C505S	$ 227	$ 170
	WIFIVL	497K16750	Wireless Network Adapter	$ 56	$ 42
	UNICODE	320S00290	Xerox Unicode International Printing Kit (Requires PRODUCTKT)	$ 299	$ 224
	HC-KNO2	320S01058	Healthcare MFP Enablement (Not avail on C500DN or C600DN)	$ 579	$ 434
	FORNINTR	497K19700	Foreign Interace Device	$ 379	$ 284
	RFIDKIT1	497K18380	RFID Card Reader Kit for C500 DN & C600DN (includes USB Extender Cable, Snap in Holder, 2 Raceways TWN4 Reader) for "Printers" only	$ 279	$ 209
	RFID70	497K18120	RFID Card Reader Kit for C505X, C505S, C605X, C605XL (includes label & TWN4 reader) for MFP's only	$ 279	$ 209

Equipment and Services Schedule – Wide Format

KIP 70 Series Black & White Systems

KIP 770

Item Number	Product	MSRP	ACCS Price
SYS770K3	1 Roll Copy, Print and Color Scan System	$13,995	$13,295
SYS770KRC3	1 Roll Copy, Print and Color Scan System Plus Auto-Feeding Paper Tray	$14,495	$13,770

Maintenance $ 0.039 per Square Foot

KIP 770 TONER

Item Number	Product	MSRP	ACCS Price
Z330970020	KIP 770 Toner - 2 x 200 gram cartridges	$185	$176
KIP 770 PRINTER OPTIONS			
EQAC058	Auto-Feeding Paper Tray - Holds up to 30 sheets	$695	$660
EQAC061	Catch Tray - Set holder for managing high print volumes	$195	$185
PPEHDKITK	Removable Secure Hard Drive Connection Kit	$290	$276
APPLICATION / SOFTWARE OPTIONS			
DIGPDF-770K	PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3, PDF 1.7, sets printing, collation, multi-page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license	$645	$613
K1AKC00070	KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.	$595	$565

KIP 7170 (4) Prints per Minute

Item Number	Product	MSRP	ACCS Price
SYS7171K4	1 Roll Multi-Function System	$16,800	$15,960
SYS7172K4	2 Roll Multi-Function System	$17,600	$16,720

Maintenance $ 0.037 per Square Foot

KIP 7170 (6) Prints per Minute

Item Number	Product	MSRP	ACCS Price
SYS7171K6	1 Roll Multi-Function System	$18,400	$17,480
SYS7172K6	2 Roll Multi-Function System	$19,200	$18,240

Maintenance $ 0.035 per Square Foot

KIP 7170 TONER

Item Number	Product	MSRP	ACCS Price
Z340970010	KIP 7170 Toner - 2 x 400 gram cartridges	$245	$233
KIP 7170 PRINTER OPTIONS			
EQAC070	Rear Print Receiving Tray *May be used in conjunction with top stacking	$695	$660
EQAC071	Original and Print Receiving Tray	$995	$945
MACH1200S	KIP 1200 Auto Stacker (Includes Print System Connection Kit)	$1,900	$1,805
PPEHDKITK	Removable Secure Hard Drive Connection Kit	$290	$276
APPLICATION / SOFTWARE OPTIONS			
DIGPDF-7170K	PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3, PDF 1.7, sets printing, collation, multi-page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license	$795	$755
K1AKC00070	KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.	$595	$565

Equipment and Services Schedule – Wide Format

KIP 75 Series (8) Prints per Minute

KIP 7570 PRINT SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7572KP8	2 Roll Network Print System with integrated top stacking print tray	$20,250	$19,238
SYS7574KP8	4 Roll Network Print System with integrated top stacking print tray	$22,250	$21,138

KIP 7580 MFP SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7582K8	2 Roll MFP System with CIS Scanner and integrated top stacking print tray	$24,000	$22,800
SYS7584K8	4 Roll MFP System with CIS Scanner and integrated top stacking print tray	$26,000	$24,700

Maintenance $ 0.032 per Square Foot

KIP 7590 MFP PRODUCTION SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7592K8	2 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)	$33,000	$31,350
SYS7594K8	4 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)	$35,000	$33,250
Z298080030	KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.	$995	$945

Maintenance $ 0.032 per Square Foot

KIP 75 Series (10) Prints per Minute

KIP 7570 PRINT SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7572KP10	2 Roll Network Print System with integrated top stacking print tray	$22,250	$21,138
SYS7574KP10	4 Roll Network Print System with integrated top stacking print tray	$24,250	$23,038

KIP 7580 MFP SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7582K10	2 Roll MFP System with CIS Scanner and integrated top stacking print tray	$26,000	$24,700
SYS7584K10	4 Roll MFP System with CIS Scanner and integrated top stacking print tray	$28,000	$26,600

KIP 7590 MFP PRODUCTION SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7592K10	2 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)	$35,000	$33,250
SYS7594K10	4 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)	$37,000	$35,150
Z298080030	KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.	$995	$945

Maintenance $ 0.03 per Square Foot

KIP 75 SERIES TONER

Item Number	Product	MSRP	ACCS Price
Z440970010	KIP 75 Series - 2 x 600 gm cartridges	$290	$276
KIP 75 SERIES PRINTER OPTIONS			
MACH1200S	KIP 1200 Auto Stacker (Includes Print System Connection Kit)	$1,900	$1,805
EQAC109	Automatic Voltage Regulator	$925	$879
PPEHDKITK	Removable Secure Hard Drive Connection Kit	$290	$276
APPLICATION / SOFTWARE OPTIONS			
DIGPDF-7570K	PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3, PDF 1.7, sets printing, collation, multi-page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license	$1,025	$974
K1AKC00070	KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.	$595	$565

KIP 7570 PRINT SYSTEM - SCAN TO FILE FIELD UPGRADE

When upgrading a KIP 7570 Print System with a KIP 720 or KIP 2300 Scan System please note that he scanner cannot be placed on top of the KIP 7570 printer.

KIP 720 CIS SCAN SYSTEM for conversion from KIP 7570 Print System to KIP 7580 MFP System (Field Installed)

SYS720K	KIP 720 CIS Scanner includes System K - Color Scan to File Software *KIP 720 cannot be placed on top of KIP 7570 Print System.	$9,995	$9,495
EQAC054	KIP 720 Scanner Rear Exit Original Stacking Tray	$148	$141
Z298080030	KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard	$995	$945

KIP 2300 CCD SCAN SYSTEM for conversion from KIP 7570 Print System to KIP 7580 MFP System (Field Installed)

SYS2300K	KIP 2300 Scanner includes System K - Color Scan to File Software *KIP 2300 cannot be placed on top of KIP 7570 Print System.	$15,995	$15,195
Z298080030	KIP Scanner Stand includes an integrated PC storage compartment with Monitor and Keyboard attachment.	$995	$945

Equipment and Services Schedule – Wide Format

KIP 79 Series

KIP 7970 PRINT SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7972KP14	2 Roll Network Print System with integrated top stacking print tray	$26,000	$24,700
SYS7974KP14	4 Roll Network Print System with integrated top stacking print tray	$29,000	$27,550

KIP 7980 MFP SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7982K14	2 Roll MFP System with CIS Scanner and integrated top stacking print tray	$30,000	$28,500
SYS7984K14	4 Roll MFP System with CIS Scanner and integrated top stacking print tray	$33,000	$31,350

KIP 7990 MFP PRODUCTION SYSTEM

Item Number	Product	MSRP	ACCS Price
SYS7992K14	2 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)	$39,000	$37,050
SYS7994K14	4 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)	$42,000	$39,900

* 7990 with Folder (KIPF02879) requires a dual footprint configuration. Please order KIP Scanner Stand item # Z298080030.

Maintenance $ 0.03 per Square Foot

KIP 79 SERIES TONER

Item Number	Product	MSRP	ACCS Price
Z370970050	KIP 79 Series - 4 x 700 gm cartridges	$545	$518
KIP 79 SERIES PRINTER OPTIONS			
MACH1200S	KIP 1200 Auto Stacker (Includes Print System Connection Kit)	$1,900	$1,805
EQAC109	Automatic Voltage Regulator	$925	$879
PPEHDKITK	Removable Secure Hard Drive Connection Kit	$290	$276
APPLICATION / SOFTWARE OPTIONS			
DIGPDF-7970K	PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3, PDF 1.7, sets printing, collation, multi-page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license	$1,745	$1,658
K1AKC00070	KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.	$595	$565
KIP 7970 PRINT SYSTEM - SCAN TO FILE FIELD UPGRADE			
KIP 720 CIS SCAN SYSTEM for conversion from KIP 7970 Print System to KIP 7980 MFP System (Field Installed)			
SYS720K	KIP 720 CIS Scanner includes System K - Color Scan to File Software	$9,995	$9,495
EQAC054	KIP 720 Scanner Rear Exit Original Stacking Tray	$148	$141
Z298080030	KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard	$995	$945
KIP 2300 CCD SCAN SYSTEM for conversion from KIP 7970 Print System to KIP 7990 MFP System (Field Installed)			
SYS2300K	KIP 2300 Scanner includes System K - Color Scan to File Software	$15,995	$15,195
Z298080030	KIP Scanner Stand includes an integrated PC storage compartment with Monitor and Keyboard	$995	$945

Equipment and Services Schedule – Wide Format

KIP 800 Color Systems

Item Number	Product	MSRP	ACCS Price
SYS850K	2 Roll Color Print System with Top Stacking	$28,000	$26,600
SYS860K	2 Roll Multi-function Color Print System with Top Stacking	$31,000	$29,450
SYS870K	4 Roll Network Color Print System with Top Stacking	$31,000	$29,450
SYS880K	4 Roll Network Color Print System with Top Stacking, 720 CIS Scanner & Scanner Stand	$36,000	$34,200
SYS890K	4 Roll Color Production System with Top Stacking, 2300 CCD Scanner & Scanner Stand	$42,000	$39,900

Maintenance $ 0.05 per Square Foot B&W
Maintenance $ 0.15 per Square Foot Color

KIP 800 Series Toner, Software & Accessories
KIP 800 Toner

Item Number	Product	MSRP	ACCS Price
Z35097009SN	Start-Up Toner For Installation - 1 x 1,000 gram cartridges each C,M,Y,K, Waste Toner Receptacle *Required with purchase order	$615	$584
Z350970070N	KIP 800 Series - Cyan Toner - 2 x 1,000 gram cartridges	$295	$280
Z350970080N	KIP 800 Series - Magenta Toner - 2 x 1,000 gram cartridges	$295	$280
Z350970090N	KIP 800 Series - Yellow Toner - 2 x 1,000 gram cartridges	$295	$280
Z350970060N	KIP 800 Series - Black Toner - 2 x 1,000 gram cartridges	$295	$280
Z358080040	KIP 800 Series - Waste Toner Receptacle - 4 Waste Toner Receptacles	$70	$67

KIP 800 Printer Options

Item Number	Product	MSRP	ACCS Price
MACH800S	KIP 800 Auto Stacker	$1,675	$1,591
PPEHDKITK	Removable Secure Hard Drive Connection Kit	$290	$276

Application / Software Options

Item Number	Product	MSRP	ACCS Price
DIGPDF-800K	PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3 , PDF 1.7, sets printing, collation, multi page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license.	$800	$760
K1AKC00070	KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.	$595	$565

Equipment and Services Schedule – Wide Format

KIP 900 Systems

Item Number	Product	MSRP	ACCS Price
SYS970K	4 Roll High Demand Color Print System *Plus* KIP 900 Stacker	$43,900	$41,705
SYS980K	4 Roll Network Color High Demand Print System with 720 CIS Scanner & Scanner Stand *Plus* KIP 900 Stacker	$46,900	$44,555
SYS990K	4 Roll High Demand Color Production System with 2300 CCD Scanner & Scanner Stand *Plus* KIP 900 Stacker	$54,900	$52,155

Maintenance $ 0.045 per Square Foot B&W
Maintenance $ 0.129 per Square Foot Color

KIP 900 Series Toner, Software & Accessories
KIP 900 Toner for Installation

Item Number	Product	MSRP	ACCS Price
Z40097001S	Start-Up Toner For Installation - 1 x 1,500 gram cartridges each C,M,Y,K, Waste Toner Receptacle *Required with purchase order	$820	$779
Z400970020	KIP 900 Series - Cyan Toner - 2 x 1,500 gram cartridges	$425	$404
Z400970030	KIP 900 Series - Magenta Toner - 2 x 1,500 gram cartridges	$425	$404
Z400970040	KIP 900 Series - Yellow Toner - 2 x 1,500 gram cartridges	$425	$404
Z400970010	KIP 900 Series - Black Toner - 2 x 1,500 gram cartridges	$365	$347
Z358080040	KIP 900 Series - Waste Toner Receptacle - 4 Waste Toner Receptacles	$70	$67

KIP 900 Printer Options

Item Number	Product	MSRP	ACCS Price
PPEHDKITK	Removable Secure Hard Drive Connection Kit	$290	$276

Application / Software Options

Item Number	Product	MSRP	ACCS Price
DIGPDF-900K	PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3 , PDF 1.7, sets printing, collation, multi page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license.	$885	$841
K1AKC00070	KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.	$595	$565

Equipment and Services Schedule – Wide Format

KIP FOLDING SYSTEMS

KIPFOLD 1000

Item Number	Product	MSRP	ACCS Price
MACHFOLD100071	KIPFold 1000 for KIP 7170 System	$14,995	$14,245
MACHFOLD100075	KIPFold 1000 for KIP 75 Series Systems		$14,245
MACHFOLD100080	KIPFold 1000 for KIP 800 Series Systems		$14,245

Not compatible with KIP 900 Series Print Systems

KIPFOLD 2800

Item Number	Product	MSRP	ACCS Price
MACHFO2871	KIPFold 2800 for KIP 7170 System	$29,800	$28,310
MACHFO2875	KIPFold 2800 for KIP 75 Series Systems		$28,310
MACHFO2879	KIPFold 2800 for KIP 79 Series Systems		$28,310
MACHFO2880	KIPFold 2800 for KIP 800 Color Series Print Systems		$28,310
MACHFO2890	KIPFold 2800 for KIP 900 Color Series Systems		$28,310

KIPFOLD 2800 OPTIONS

Item Number	Product	MSRP	ACCS Price
300KA218	KIPFold 2800 Option: Extended Length Fan Fold for document lengths in excess of 17 feet via	$3,995	$3,795

KIP SCANNING SYSTEMS

KIP 2300

Item Number	Product	MSRP	ACCS Price
SYS2300IP	KIP 2300 CCD Scanner includes System K Image Pro software for color and b&w scan to file. Connect directly to System K 2.0 Printer or via network for Copy and Print functionality.	$15,995	$15,195

KIP 2300 SCANNER OPTIONS

Item Number	Product	MSRP	ACCS Price
Z298080030	KIP Scanner Stand includes an integrated PC storage compartment with Monitor and Keyboard	$995	$945

KIP 720

Item Number	Product	MSRP	ACCS Price
SYS720IP	KIP 720 CIS Scanner includes System K Image Pro software for color and b&w scan to file. Connect directly to System K 2.0 Printer or via network for Copy and Print functionality.	$9,995	$9,495

KIP 720 SCANNER OPTIONS

Item Number	Product	MSRP	ACCS Price
Z298080030	KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.	$995	$945
EQAC054	KIP 720 Scanner Rear Original Stacking Tray	$148	$141

Equipment and Services Schedule – Software

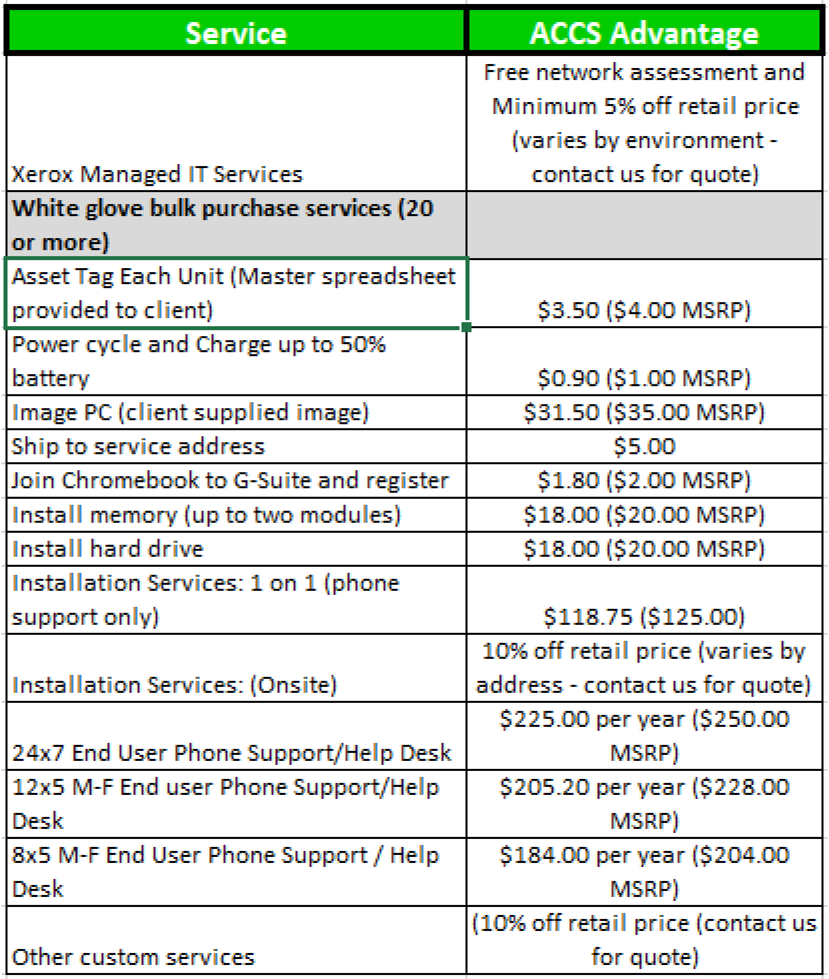
Category	Product Name	ACCS advantage
Authentication and Accounting	PaperCut	5% off Retail for softare and licensing components
Authentication and Accounting	Xerox Workplace Suite	5% off Retail for softare and licensing components
MiddleWare	Nuance AutoStore	5% off Retail for softare and licensing components
Electronic Document Management	DocuWare	5% off Retail for softare and licensing components
Electronic Document Management	DocuShare 7 & DocuShare Flex	5% off Retail for softare and licensing components
Fax Servers/Secure Delivery	Xmedius	5% off Retail for softare and licensing components
Optical Mark Recognition	Gravic Remark	5% off Retail for softare and licensing components
Desktop Image Editing	Nuance E-Copy Professional	5% off Retail for softare and licensing components

Computer/IT Hardware and Services

Berney Office Solutions carries PCs, Servers, and Infrastructure gear from 100s of manufacturers. The list below is not inclusive, and all hardware/licensing components are offered on the ACCS contract at the same discount levels (Minimum 5% off manufacturer's published retail price)

Manfuacturer	Minimum Discount
Allworx	5% off Hardware and Licensing
Barracuda	5% off Hardware and Licensing
Cisco	5% off Hardware and Licensing
Dell	5% off Hardware and Licensing
Hewlett Packard, Inc.	5% off Hardware and Licensing
Hewlett Packard, Enterprise	5% off Hardware and Licensing
Lenovo	5% off Hardware and Licensing
SonicWall	5% off Hardware and Licensing
Ubiquiti	5% off Hardware and Licensing
Viewsonic	5% off Hardware and Licensing
Watchguard	5% off Hardware and Licensing
Others	5% off Hardware and Licensing

Unless otherwise specified, White Glove services are per unit



Service	ACCS Advantage
Xerox Managed IT Services	Free network assessment and Minimum 5% off retail price (varies by environment - contact us for quote)
White glove bulk purchase services (20 or more)	
Asset Tag Each Unit (Master spreadsheet provided to client)	$3.50 ($4.00 MSRP)
Power cycle and Charge up to 50% battery	$0.90 ($1.00 MSRP)
Image PC (client supplied image)	$31.50 ($35.00 MSRP)
Ship to service address	$5.00
Join Chromebook to G-Suite and register	$1.80 ($2.00 MSRP)
Install memory (up to two modules)	$18.00 ($20.00 MSRP)
Install hard drive	$18.00 ($20.00 MSRP)
Installation Services: 1 on 1 (phone support only)	$118.75 ($125.00)
Installation Services: (Onsite)	10% off retail price (varies by address - contact us for quote)
24x7 End User Phone Support/Help Desk	$225.00 per year ($250.00 MSRP)
12x5 M-F End user Phone Support/Help Desk	$205.20 per year ($228.00 MSRP)
8x5 M-F End User Phone Support / Help Desk	$184.00 per year ($204.00 MSRP)
Other custom services	(10% off retail price (contact us for quote)

R

Professional Support Services and Solutions

Electronic Document Management (EDM) – EDM products provide electronic storage and retrieval of documents and custom document workflows

- DocuShare Flex
    - Xerox® DocuShare® Flex is a cloud-based platform to help you easily control critical business content, and automate document workflows.
- DocuShare 7
    - Xerox DocuShare 7 is enterprise content management (ECM) designed with usability, flexibility and convenience in mind. It helps knowledge workers be more efficient every day by focusing on the intersection of people, paper and processes – the lifeblood of today's work environment.

Optical Mark Recognition (OMR) - Allows creation of custom Optical information gathering sheets to be scanned and evaluated from an MFP

- Remark OMR
    - Whether you need to collect data from paper OMR ("fill in the bubble") forms or web forms, Gravic's Remark software helps you complete your job faster, with less effort, and at a lower cost.

Fax Servers – Provides electronic server-based fax infrastructure. Allows a centralized point of management for fax traffic in and out of the organization. Provides direct fax services for back-end applications such as CRM, HIS, EMR, etc. Also allows for easy auditing and archiving of fax activities.

- Xmedius Fax Servers
    - Provide a stable, controlled fax infrastructure that can be scaled from small branch locations to Enterprise deployments. Web-based fax clients and seamless MFP integration help to provide an efficient managed environment where security and accessibility are perfectly balanced.

Document Middleware

- Kofax AutoStore
    - An award-winning solution that orchestrates the capture and secure delivery of paper, electronic documents, and data into business applications from a wide range of capture points. Allows user interaction at scan time to customize document workflow based on user-provided input and external data lookups. Provides unparalleled document workflow flexibility.

Desktop Publishing

- ECopy PDF Pro Office - Allows users to create PDF documents from MFP scanners, or from any desktop application that can utilize a print driver. Powerful OCR capabilities convert complex layouts with tables and graphics with faithful reproduction. Combines files and allows the ability to remove and replace pages with drag-and-drop ease.

Authentication and Cost Accounting

- PaperCut
  - PaperCut provides simple and affordable print management software for Windows, Mac, Linux, Novell, and mobile platforms. PaperCut software helps keep track of all print accounting and print quotas for businesses or educational facilities. MFP and printer-based authentication allows faculty and students to release print jobs at any compatible device in the network environment.
  - PaperCut Mobility Print simplifies the printing process for bring your own devices (BYOD) and other end-user managed devices, such as smartphones, tablets, laptops or Chromebooks.
- Xerox Workplace Suite
  - On-premise, server-based print management and mobile access for your printer fleet, with benchmark security, convenience and usage insights you need to unleash productivity and reduce costs.

Variable Data/Production Workflow

- XMPie
  - XMPie transforms ordinary print shops into state-of-the art production powerhouses.
    - Variable Data - create relevant and engaging personalized print that motivates recipients to respond.
    - Web-To-Print - A high-demand, high-return offering that makes it easy for customers to keep coming back.
    - Campaign Automation - Nurture leads and automate communications through triggers based on scheduling, profile data or recipient behavior.

Xerox IT Services

- PCs, Servers and Network infrastructure gear
- Hosted and premise-based phone systems
- Network management, monitoring, and help desk support
- Project-based custom deployments and upgrades

Managed Print Services

What is "managed print services" (MPS)? The managed print services definition is broad, but the end result is simple: gaining visibility and control of your printing, which helps you save money and boost productivity. Managed print also helps you improve environmental sustainability and document security. By "printing," we mean the total cost of managing and optimizing your printers, their output, and the people and processes that support these devices.

This includes:

- Pages produced by office workers, mobile workers and production print operations
- Office desktop printers, multifunction printers, scanners, fax machines and high-volume printers
- Materials sent out for quick printing, offset printing, mailing and distribution
- IT help desk support, technical service, maintenance, and add, move and change requests
- Paper, ink, toner and other supplies and consumables

Add up the costs of "printing" and it accounts for as much as 15% of a business's annual spending. Through managed print services, you can outsource print management and cut costs by as much as 30%.

Included in our Managed Print Services program: "Only Excludes Paper"

- Toner • Maintenance Kits • Feed Tires Rollers • Pick Fingers • Transfer Belts
- Swing Arm Assembly • Controller Boards • LCD Screens

Pricing: 30% Savings off MSRP *** See Price Level Guarantee***

Cost per Page Rates	
Black and White Click Rate:	**$0.017**
Color Click Rate:	**$0.17**
MICR Click Rate:	**$0.035**

We reserve the right to reduce pricing, based on laser printer fleet size, configuration and volumes.

Berney can offer optional flat rate pricing (for non-networked printers) not to exceed rates below:

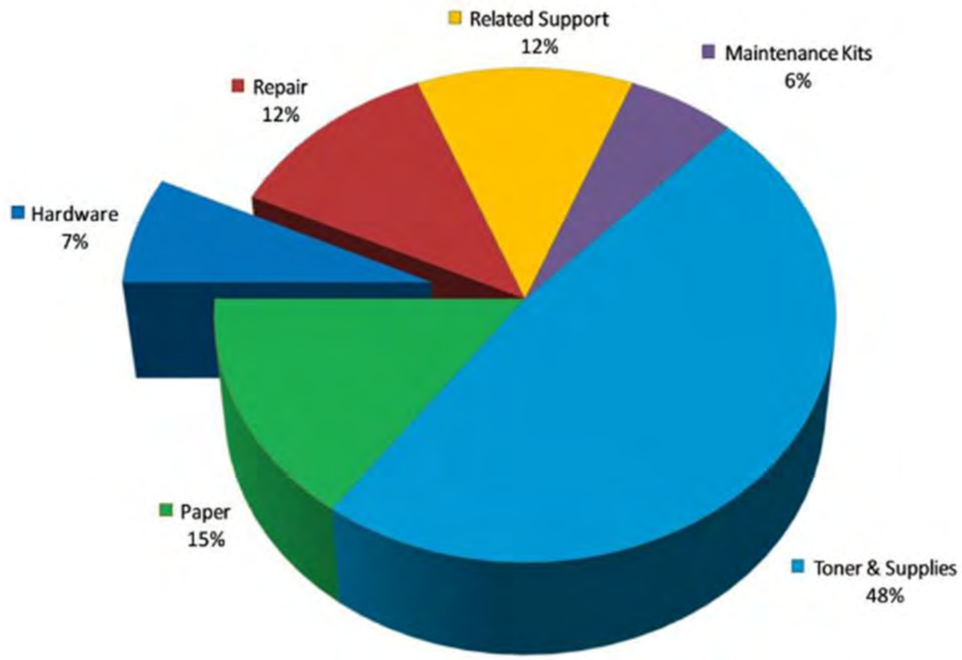
B&W laser printers - $ 25.00 per printer per month
Color laser printers - $ 50.00 per printer per month

We support all brands of the major manufactures of laser printers, including, but not limited to: HP • Lexmark • Dell • Brother • Kyocera • IBM • Xerox • Zebra •Talley • Oki • Konica Minolta

When you buy toner, what are you really getting for the money?

Berney Office Solutions MPS	**Toner Purchase**
1) Toner included	Toner Only
2) Automatic supply fulfillment	
3) Maintenance Kits, Feed tires, rollers, pick fingers, transfer belts, controller boards, LCD screens, trays, rollers and all other parts	
4) Free up IT resources to focus on more mission critical task	
5) Visibility into your print fleet	
6) Four hour average response time for service	
7) Over 23,000 printers under contract through Berney Office Solutions	
8) Zebra printer maintenance plans available as well	
9) One source, one vendor, complete solution	
10) Billing broken down by location for easy accounting	
11) Ability to create a line item in your organization or department	
12) Electronic monitoring with the Berney 360app for proactive service and support	
13) Quarterly meetings to review service metrics, usage & utilization	
14) One invoice	

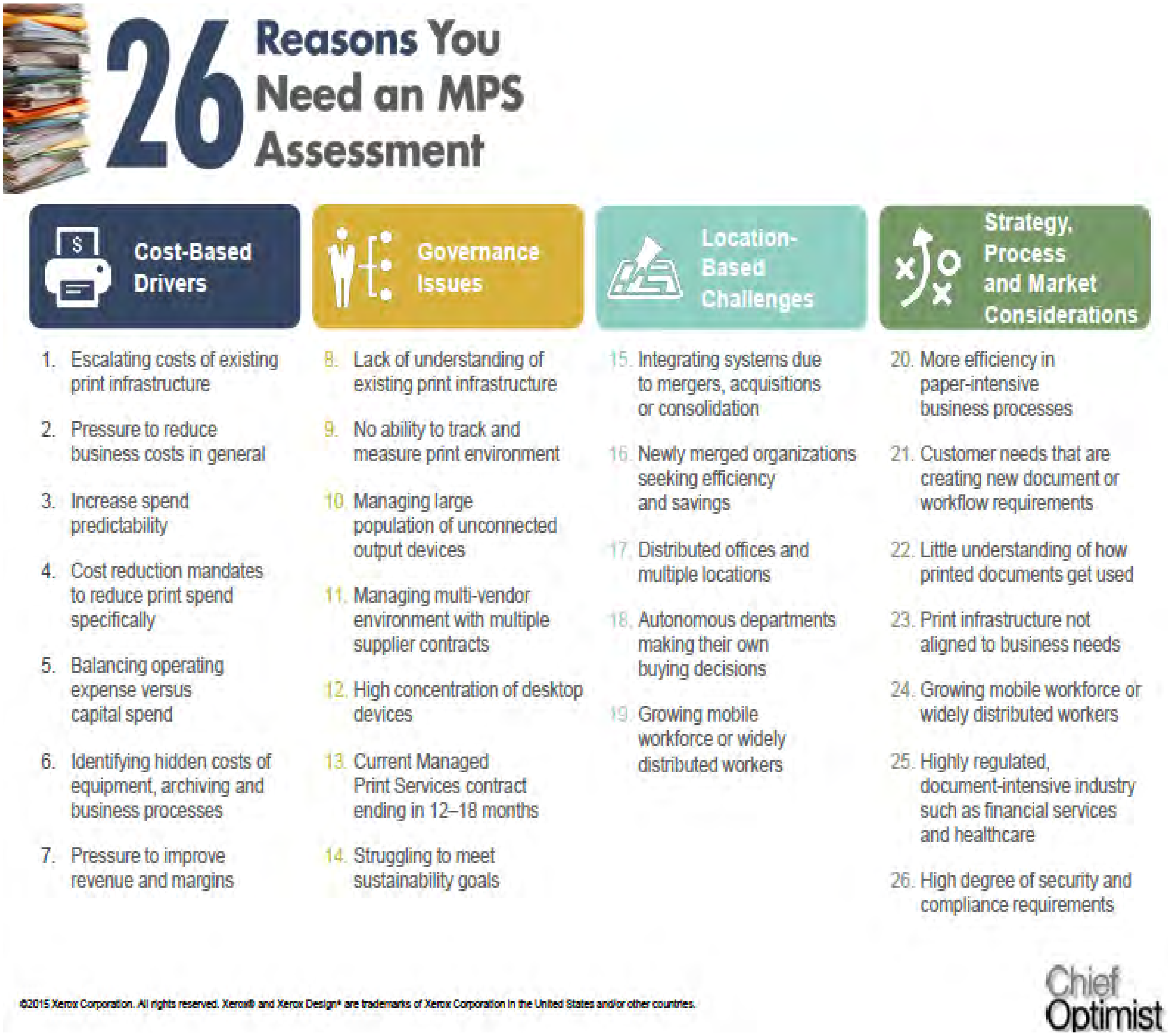
OR: Keep buying toner as is and have IT fix printers, which typically can take up to 40-50% of their time



The Snapshot - Berney specializes in helping customers lower their document expenses and leverage value from their processes and offering the unique solution: "Device Independent Printing." Our Snapshot is a financial and technical discovery designed to help executive level management understand the issues their companies face in document management and processing. The goal is to make sure we understand all the necessary details about your critical information, financial initiatives, and guidelines before offering you a solution—so that the solution can be as comprehensive and customized as possible.

Evaluate - Snapshot evaluates your method of managing printing, copying, faxing, scanning, and document storage to determine the true cost of these systems. Berney collaborates with all departments to analyze your current method of document production from financial and operational perspectives. Demonstrate **-** The executive summary produced by the Snapshot helps your organization evaluate the financial and operational impacts of your current methods of document processing—what technology you have, what you are doing with it, and what it is costing.

Recommend - Once the Snapshot is complete, Berney makes recommendations to enhance performance efficiency and cost savings— or implement a device independent printing solution to achieve efficiency while reducing cost and increasing your return on investment. The net result of this process is the presentation of our findings which includes practical recommendations backed up by realistic implementation plans and a positive return on investment.



26 Reasons You Need an MPS Assessment

Cost-Based Drivers

1. Escalating costs of existing print infrastructure
2. Pressure to reduce business costs in general
3. Increase spend predictability
4. Cost reduction mandates to reduce print spend specifically
5. Balancing operating expense versus capital spend
6. Identifying hidden costs of equipment, archiving and business processes
7. Pressure to improve revenue and margins

Governance Issues

8. Lack of understanding of existing print infrastructure
9. No ability to track and measure print environment
10. Managing large population of unconnected output devices
11. Managing multi-vendor environment with multiple supplier contracts
12. High concentration of desktop devices
13. Current Managed Print Services contract ending in 12–18 months
14. Struggling to meet sustainability goals

Location-Based Challenges

15. Integrating systems due to mergers, acquisitions or consolidation
16. Newly merged organizations seeking efficiency and savings
17. Distributed offices and multiple locations
18. Autonomous departments making their own buying decisions
19. Growing mobile workforce or widely distributed workers

Strategy, Process and Market Considerations

20. More efficiency in paper-intensive business processes
21. Customer needs that are creating new document or workflow requirements
22. Little understanding of how printed documents get used
23. Print infrastructure not aligned to business needs
24. Growing mobile workforce or widely distributed workers
25. Highly regulated, document-intensive industry such as financial services and healthcare
26. High degree of security and compliance requirements

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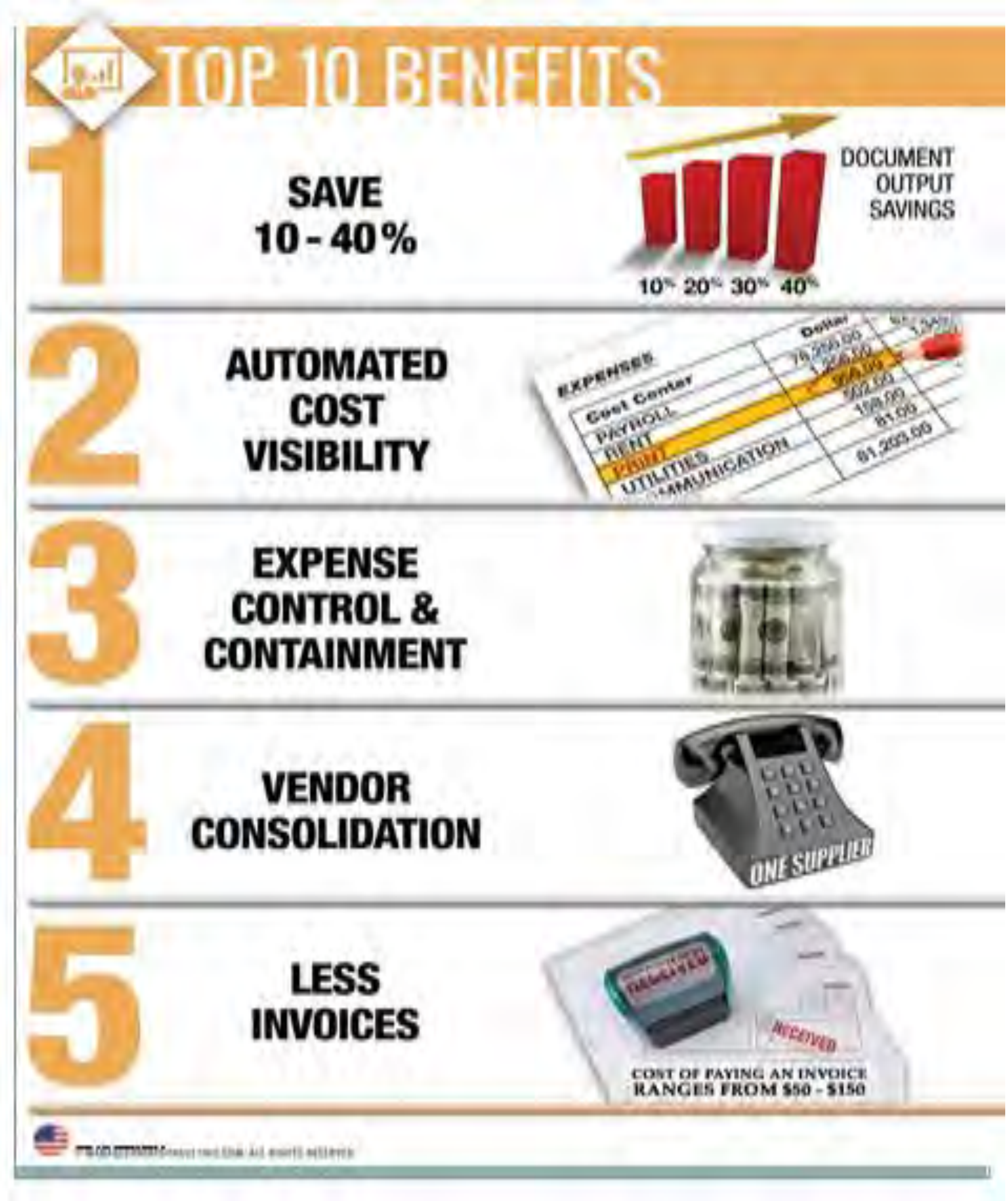
Chief Optimist



TOP 10 BENEFITS

1 SAVE 10 - 40%

DOCUMENT OUTPUT SAVINGS
10% 20% 30% 40%

2 AUTOMATED COST VISIBILITY

EXPENSES
Cost Center
PAYROLL
RENT
PRINT
UTILITIES
COMMUNICATION
Dollar
75,200.00
81,200.00

3 EXPENSE CONTROL & CONTAINMENT

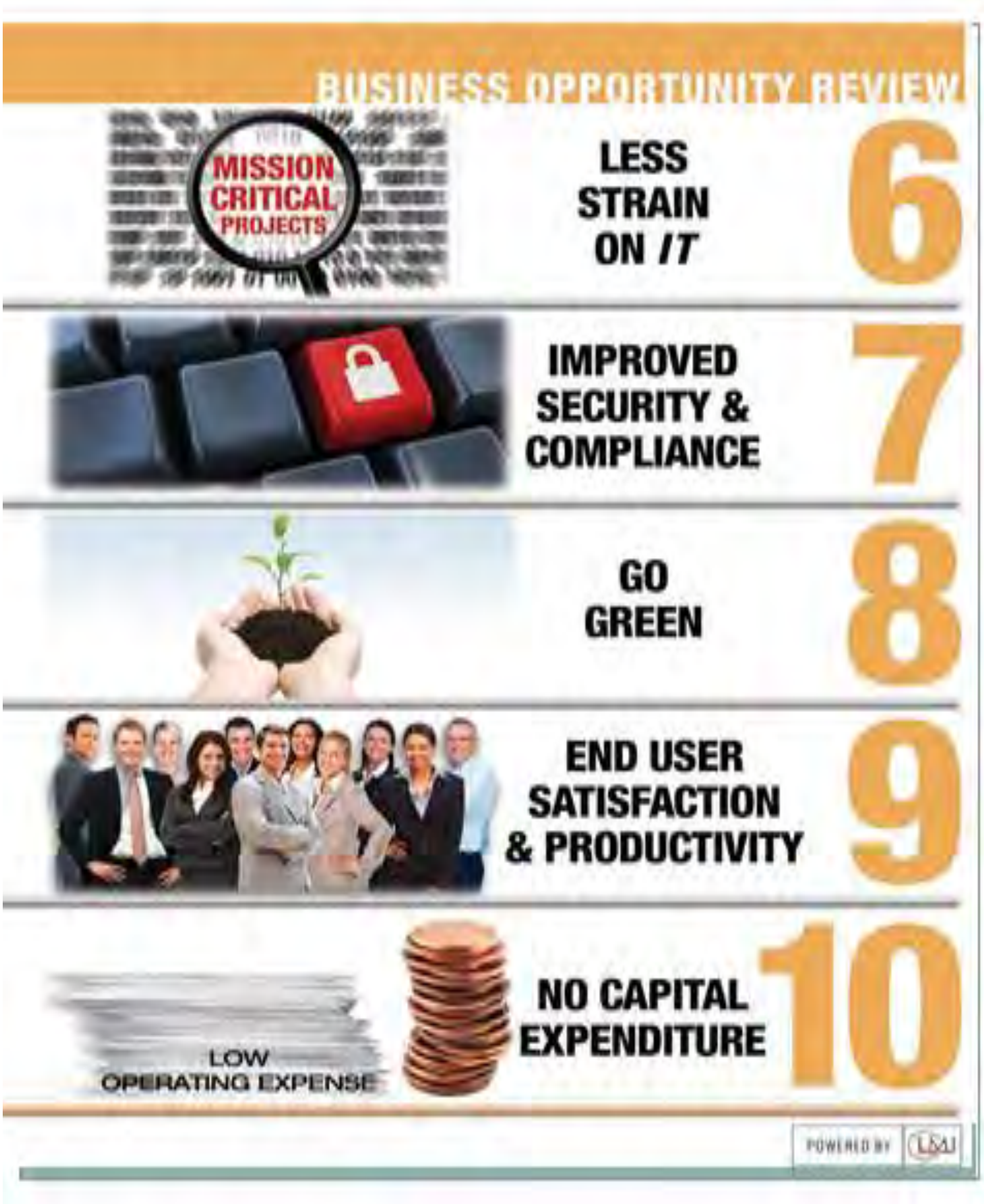
4 VENDOR CONSOLIDATION

ONE SUPPLIER

5 LESS INVOICES

RECEIVED
RECEIVED

COST OF PAYING AN INVOICE RANGES FROM $50 - $150



BUSINESS OPPORTUNITY REVIEW

MISSION
CRITICAL
PROJECTS

6 LESS STRAIN ON *IT*

7 IMPROVED SECURITY & COMPLIANCE

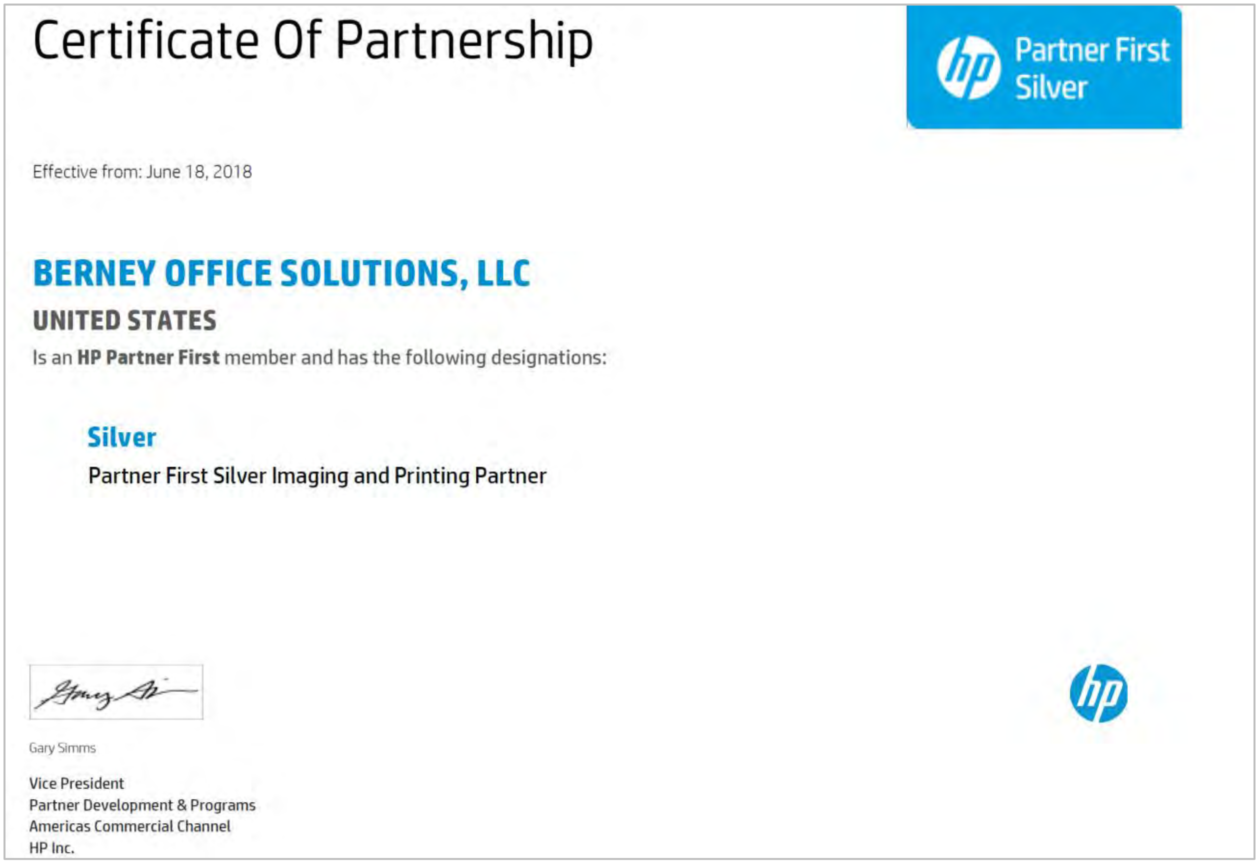
8 GO GREEN

9 END USER SATISFACTION & PRODUCTIVITY

LOW
OPERATING EXPENSE

10 NO CAPITAL EXPENDITURE

POWERED BY



Certificate Of Partnership

Partner First
Silver

Effective from: June 18, 2018

BERNEY OFFICE SOLUTIONS, LLC

UNITED STATES

Is an **HP Partner First** member and has the following designations:

Silver

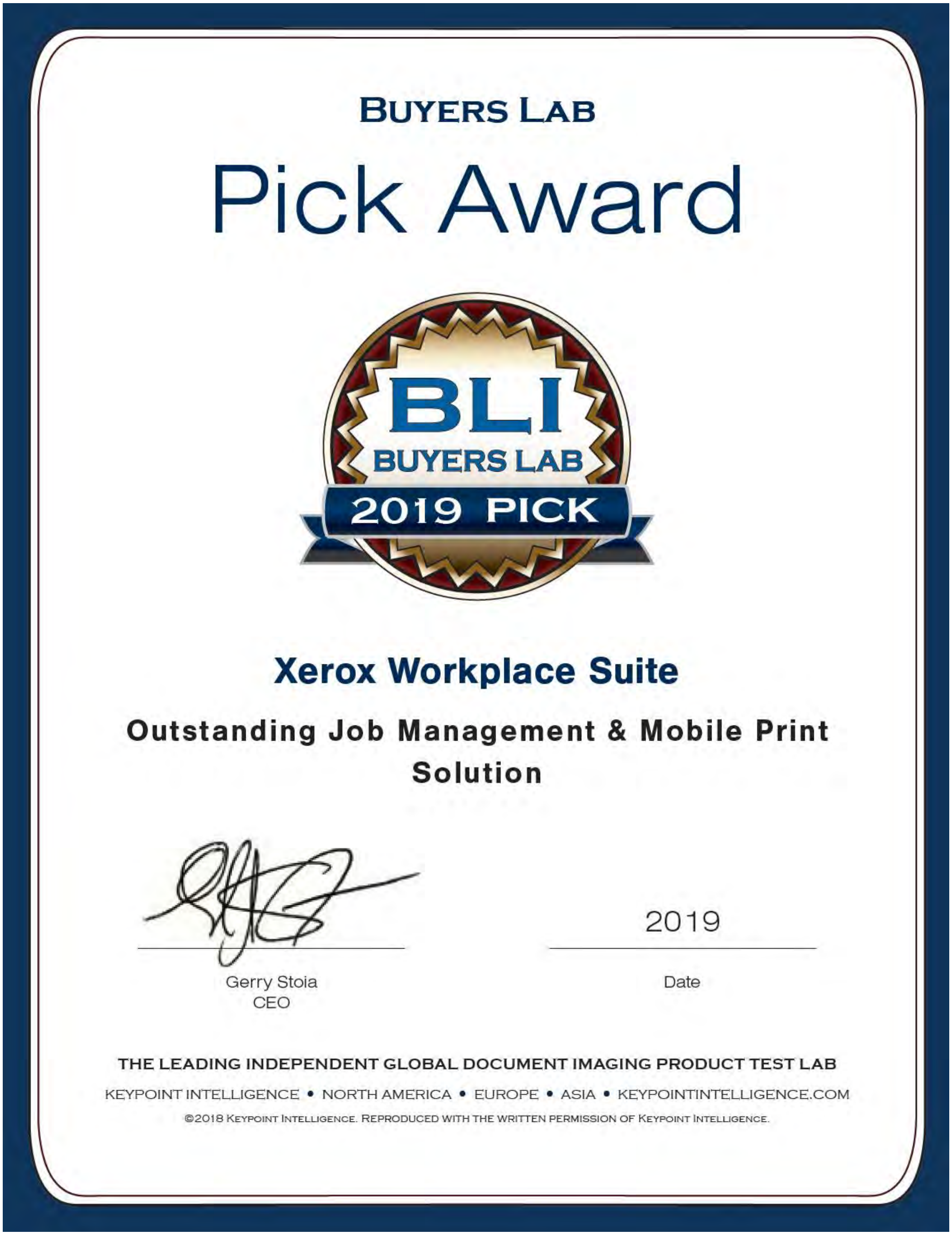
Partner First Silver Imaging and Printing Partner

Gary Simms

Vice President
Partner Development & Programs
Americas Commercial Channel
HP Inc.

S

Xerox Awards



BUYERS LAB

Pick Award

BLI
BUYERS LAB
2019 PICK

Xerox Workplace Suite

Outstanding Job Management & Mobile Print Solution

Gerry Stoia
CEO

2019
Date

THE LEADING INDEPENDENT GLOBAL DOCUMENT IMAGING PRODUCT TEST LAB

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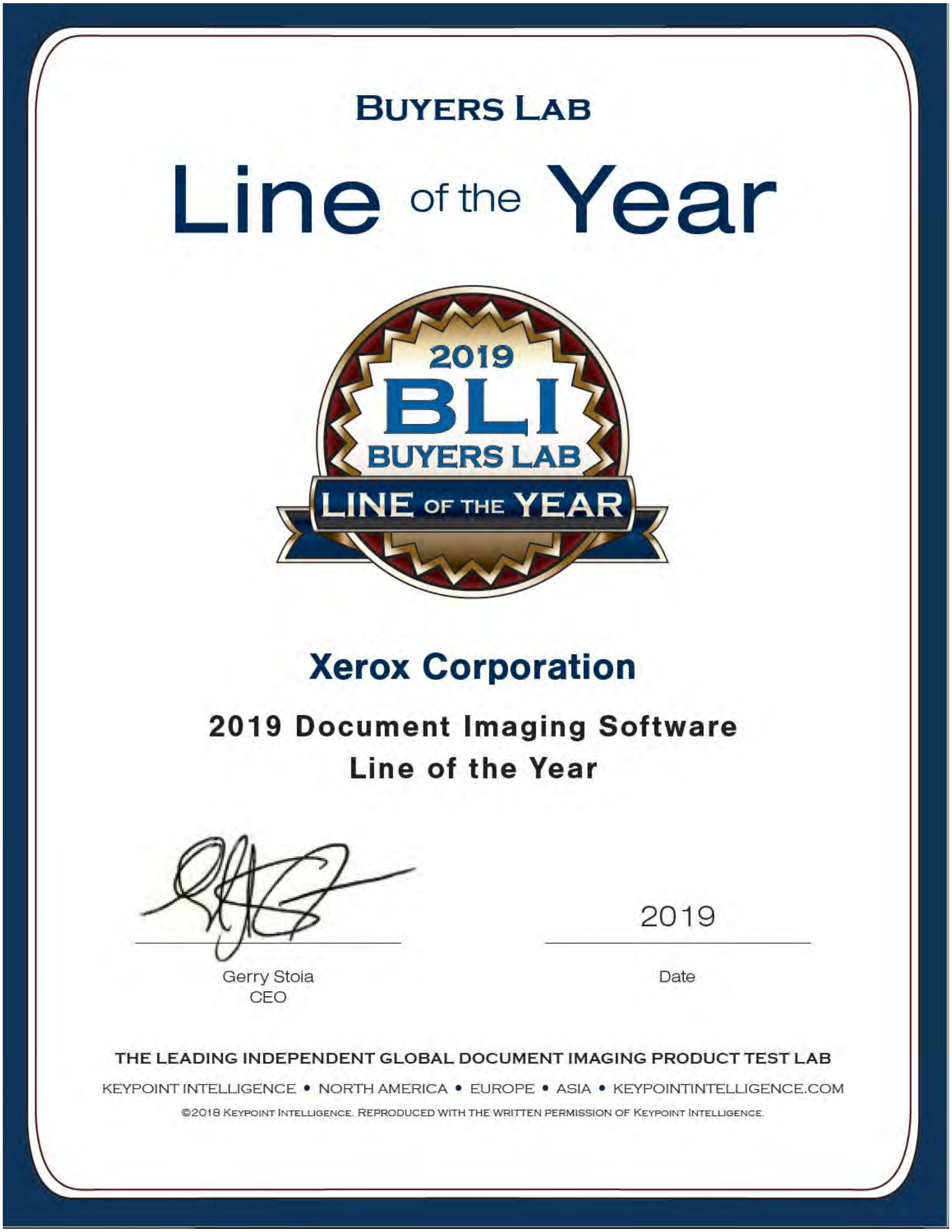

BUYERS LAB

Line of the Year

2019
BLI
BUYERS LAB
LINE OF THE YEAR

Xerox Corporation

2019 Document Imaging Software
Line of the Year

Gerry Stoia
CEO

2019
Date

THE LEADING INDEPENDENT GLOBAL DOCUMENT IMAGING PRODUCT TEST LAB

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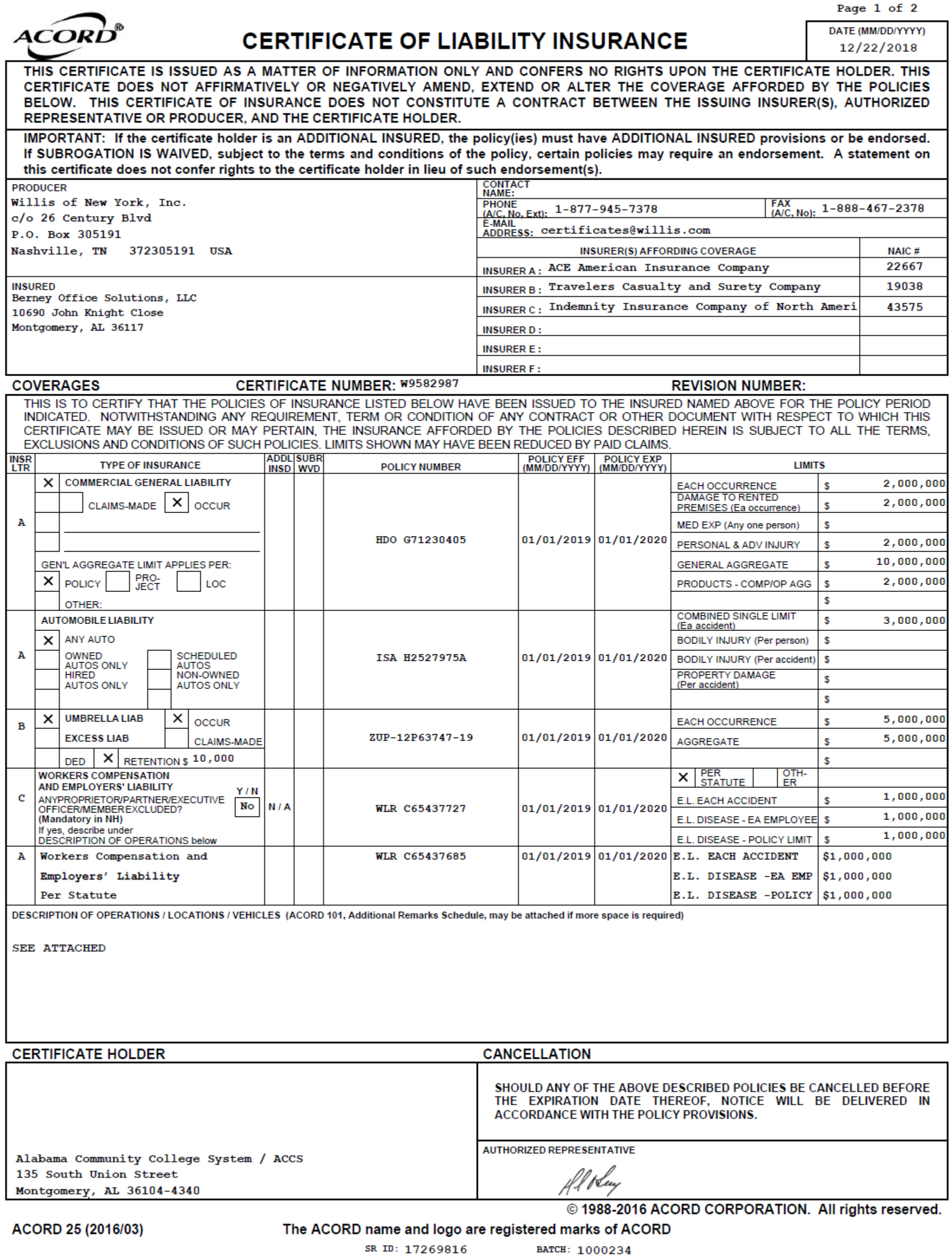
Certificate of Insurance

In accordance with the requirements for insurance in this RFB, please see Certificate of Insurance below:



Page 1 of 2

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 12/22/2018

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

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c/o 26 Century Blvd
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Nashville, TN 372305191 USA

CONTACT NAME:
PHONE (A/C, No, Ext): 1-877-945-7378
FAX (A/C, No): 1-888-467-2378
E-MAIL ADDRESS: certificates@willis.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : ACE American Insurance Company	22667
INSURER B : Travelers Casualty and Surety Company	19038
INSURER C : Indemnity Insurance Company of North Ameri	43575
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
Berney Office Solutions, LLC
10690 John Knight Close
Montgomery, AL 36117

COVERAGES **CERTIFICATE NUMBER:** W9582987 **REVISION NUMBER:**

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

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR ☐ ☐ GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ PRO-JECT ☐ LOC OTHER:			HDO G71230405	01/01/2019	01/01/2020	EACH OCCURRENCE	$ 2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 2,000,000
							MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$ 2,000,000
							GENERAL AGGREGATE	$ 10,000,000
							PRODUCTS - COMP/OP AGG	$ 2,000,000
								$
A	AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY ☐ ☐			ISA H2527975A	01/01/2019	01/01/2020	COMBINED SINGLE LIMIT (Ea accident)	$ 3,000,000
							BODILY INJURY (Per person)	$
							BODILY INJURY (Per accident)	$
							PROPERTY DAMAGE (Per accident)	$
								$
B	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE ☐ DED ☒ RETENTION $ 10,000			ZUP-12P63747-19	01/01/2019	01/01/2020	EACH OCCURRENCE	$ 5,000,000
							AGGREGATE	$ 5,000,000
								$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y / N ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBEREXCLUDED? (Mandatory in NH) No If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		WLR C65437727	01/01/2019	01/01/2020	☒ PER STATUTE ☐ OTH-ER	
							E.L. EACH ACCIDENT	$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000
A	Workers Compensation and Employers' Liability Per Statute			WLR C65437685	01/01/2019	01/01/2020	E.L. EACH ACCIDENT	$1,000,000
							E.L. DISEASE -EA EMP	$1,000,000
							E.L. DISEASE -POLICY	$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

SEE ATTACHED

CERTIFICATE HOLDER

Alabama Community College System / ACCS
135 South Union Street
Montgomery, AL 36104-4340

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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ACORD 25 (2016/03)

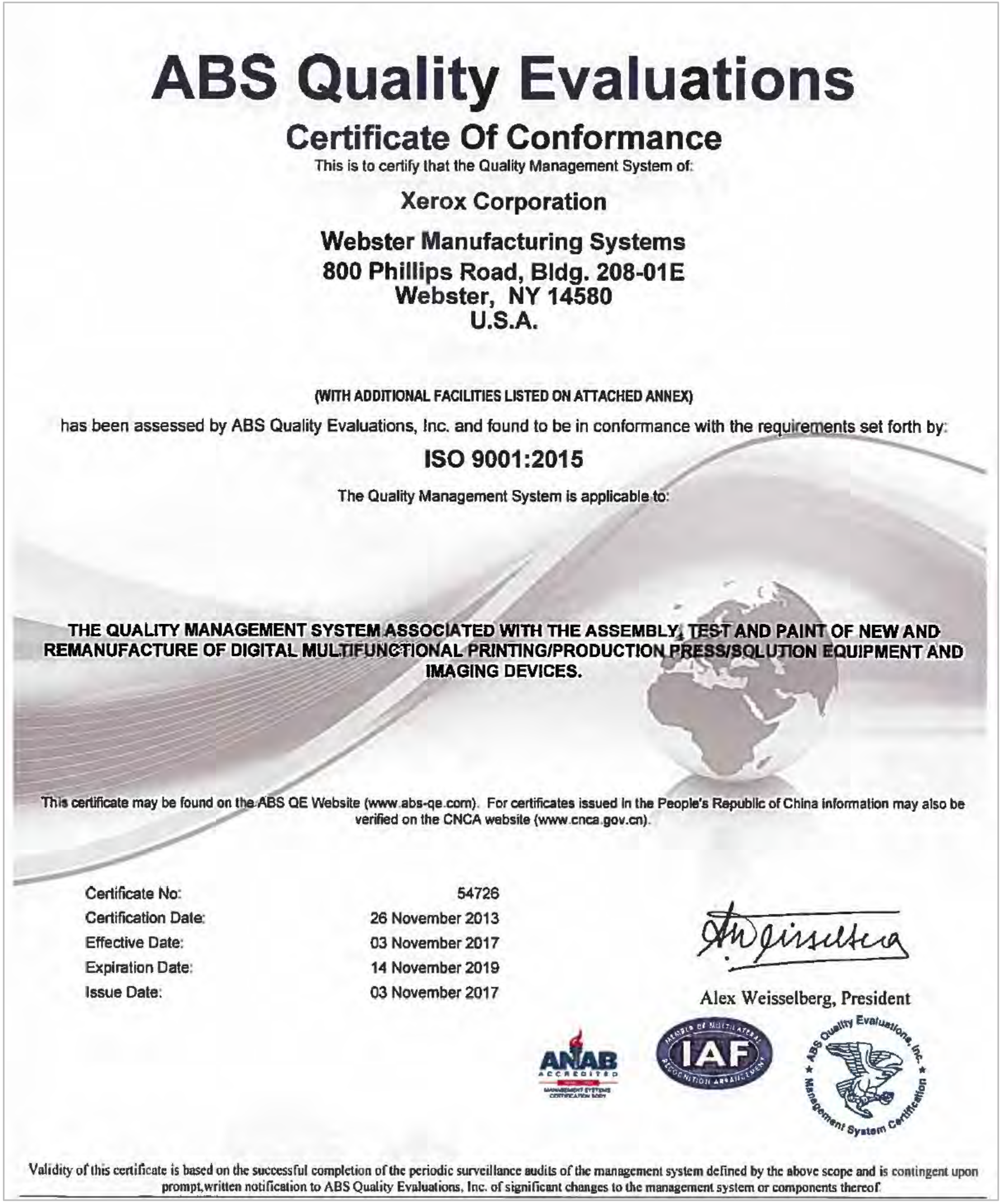
The ACORD name and logo are registered marks of ACORD

SR ID: 17269816 BATCH: 1000234

U

ISO 9001 Certification

In accordance with the requirements in this RFB, please see ISO Certificate below:



ABS Quality Evaluations

Certificate Of Conformance

This is to certify that the Quality Management System of:

Xerox Corporation

Webster Manufacturing Systems
800 Phillips Road, Bldg. 208-01E
Webster, NY 14580
U.S.A.

(WITH ADDITIONAL FACILITIES LISTED ON ATTACHED ANNEX)

has been assessed by ABS Quality Evaluations, Inc. and found to be in conformance with the requirements set forth by:

ISO 9001:2015

The Quality Management System is applicable to:

THE QUALITY MANAGEMENT SYSTEM ASSOCIATED WITH THE ASSEMBLY, TEST AND PAINT OF NEW AND REMANUFACTURE OF DIGITAL MULTIFUNCTIONAL PRINTING/PRODUCTION PRESS/SOLUTION EQUIPMENT AND IMAGING DEVICES.

This certificate may be found on the ABS QE Website (www.abs-qe.com). For certificates issued in the People's Republic of China information may also be verified on the CNCA website (www.cnca.gov.cn).

Certificate No:	54726
Certification Date:	26 November 2013
Effective Date:	03 November 2017
Expiration Date:	14 November 2019
Issue Date:	03 November 2017

Alex Weisselberg, President

ANAB ACCREDITED
MANAGEMENT SYSTEMS CERTIFICATION BODY
MEMBER OF MULTILATERAL RECOGNITION ARRANGEMENT
IAF
ABS Quality Evaluations, Inc.
Management System Certification

Validity of this certificate is based on the successful completion of the periodic surveillance audits of the management system defined by the above scope and is contingent upon prompt,written notification to ABS Quality Evaluations, Inc. of significant changes to the management system or components thereof.

V

State of Alabama
Disclosure Statement

Required by Article 3B of Title 41, Code of Alabama 1975

ENTITY COMPLETING FORM
Berney Office Solutions

ADDRESS
10690 John Knight Close

CITY STATE ZIP
Montgomery, AL 36117

TELEPHONE NUMBER
334-271-4750

STATE AGENCY/DEPARTMENT THAT WILL RECEIVE GOODS SERVICES OR IS RESPONSIBLE FOR GRANT AWARD
Alabama Community College System | Alabama Dept. of Postsecondary Education

ADDRESS
PO Box 302130

CITY STATE ZIP
Montgomery, AL

TELEPHONE NUMBER
334-293-4548

This form is provided with:

☐ Contract ☐ Proposal ☑ Request for Proposal ☐ Invitation to Bid ☐ Grant Proposal

---

Have you or any of your partners, divisions, or any related business units previously performed work or provided goods to any State Agency/Department in the current or last fiscal year?

☑ Yes ☐ No

If yes, identify below the State Agency/Department that received the goods or services, the type(s) of goods or services previously provided, and the amount received for the provision of such goods or services.

STATE AGENCY/DEPARTMENT	TYPE OF GOODS/SERVICES	AMOUNT RECEIVED
Multiple Agencies and Departments	Office Products, Solutions and Service	In excess of $1,000,000

Have you or any of your partners, divisions, or any related business units previously applied and received any grants from any State Agency/Department in the current or last fiscal year?

☐ Yes ☑ No

If yes, identify the State Agency/Department that awarded the grant, the date such grant was awarded, and the amount of the grant.

STATE AGENCY/DEPARTMENT	DATE GRANT AWARDED	AMOUNT OF GRANT
N/A (Not Applicable)		

1. List below the name(s) and address(es) of all public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

NAME OF PUBLIC OFFICIAL/EMPLOYEE	ADDRESS	STATE DEPARTMENT/AGENCY
N/A (Not Applicable)		

2. List below the name(s) and address(es) of all family members of public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the public officials/public employees and State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

NAME OF FAMILY MEMBER	ADDRESS	NAME OF PUBLIC OFFICIAL/ PUBLIC EMPLOYEE	STATE DEPARTMENT/ AGENCY WHERE EMPLOYED
N/A (Not Applicable)			

If you identified individuals in items one and/or two above, describe in detail below the direct financial benefit to be gained by the public officials, public employees, and/or their family members as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

Describe in detail below any indirect financial benefits to be gained by any public official, public employee, and/or family members of the public official or public employee as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

List below the name(s) and address(es) of all paid consultants and/or lobbyists utilized to obtain the contract, proposal, request for proposal, invitation to bid, or grant proposal:

NAME OF PAID CONSULTANT/LOBBYIST	ADDRESS

By signing below, I certify under oath and penalty of perjury that all statements on or attached to this form are true and correct to the best of my knowledge. I further understand that a civil penalty of ten percent (10%) of the amount of the transaction, not to exceed $10,000.00, is applied for knowingly providing incorrect or misleading information.

David Wright
Signature

2-13-19
Date

Teresa J Law
Notary's Signature

2-13-19
Date

TERESA J. LAW
My Commission Expires
February 1, 2021
Date Notary Expires

Article 3B of Title 41, Code of Alabama 1975 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of $5,000.

W

FORM FOR SECTIONS 9 (a) and (b) BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT; CODE OF ALABAMA, SECTIONS 31-13-9 (a) and (b)

AFFIDAVIT FOR BUSINESS ENTITY/EMPLOYER /CONTRACTOR
(To be completed as a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees)

State of Alabama

County of Montgomery

Before me, a notary public, personally appeared David Washington (print name) who, being duly sworn, says as follows:

As a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees, I hereby attest that in my capacity as Senior VP of Sales (state position) for Berney Office Solutions (state business entity/employer/contractor name) that said business entity/employer/contractor shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien.

I further attest that said business entity/employer/contractor is enrolled in the E-Verify program. (ATTACH DOCUMENTATION ESTABLISHING THAT BUSINESS ENTITY/EMPLOYER/CONTRACTOR IS ENROLLED IN THE E-VERIFY PROGRAM)

Signature of Affiant

Sworn to and subscribed before me this 13th day of February, 2019

I certify that the affiant is known (or made known) to me to be the identical party he or she claims to be.

Teresa J Law
Signature and Seal of Notary Public

TERESA J. LAW
My Commission Expires
February 1, 2021

Author: Jean Brown
Statutory Authority: Code of Alabama, sections 31-13-9 (a) and (b); Section 31-13-9 (h).
History: **New Rule:** Filed December 12, 2011; effective December 12, 2011

X

Joint Purchase Agreement Bid Evaluation Form

Committee Members Evaluating:	______________________________ ______________________________
Vendor Name:	Berney Office Solution
Date Evaluated:	______________________________

Minimum Requirements

Criteria	Y/N
Two (2) Paper Copies included (1 marked as "Original")	Y
1 Electronic Copy Included	Y
Proof of ISO 9001 Certification (if required)	Y - p.168
Internet Website (includes ESS)	Y - p. 63
Proof of proper insurance limits	Y - p.166
Bid Format followed	Y
Bid Organization followed:	
Letter of Transmittal	p.2
Evaluation Submission Form	p. 3
Table of Contents	p. 6
Bid Summary (optional)	p. 8
Response to General Requirements and Specifications	p. 11
Letter of Transmittal Requirements	
Identify submitting organization	Y
Identify the name and title of the person authorized by the organization to contractually obligate the organization	Y
Identify the name, title and telephone number of the person authorized to negotiate the contract on behalf of the organization	Y
Identify the names, titles and telephone numbers of the persons to be contacted for clarification	Y
Explicitly indicate acceptance of the Conditions Governing the Procurement	Y
Be signed by the person authorized to contractually obligate the organization	__________
Acknowledge receipt of any an all amendments to this RFB	Y

Evaluation

---Products and Services Delivery Overview (275 Points)---

Criteria	Max. Points	Points Scored
Geographic Coverage	50	p.37
Technical Support	100	p.39
Problem Resolution	60	p.44
Customer Satisfaction	25	p.46
Value Added Services	40	p.49
Sub-Total		__________

---Reporting (25 Points)---

Criteria	Max. Points	Points Scored
Sample Utilization Report	25	under Reporting - p.57
Sub-Total		__________

---Electronic Commerce (75 Points)---

Criteria	Max. Points	Points Scored
Internet-Based/E-Commerce Site	75	p.63
Sub-Total		__________

Page 1 Total: __________

---Breadth of Offering (150 Points)---

Criteria	Max. Points	Points Scored
Breadth (or uniqueness of offering) for primary processing units or professional services	75	p.153
Number and type of technical support services	50	p.37-42
Knowledge and experience of primary account representative	25	p.111 & p.33
Sub-Total		__________

---References (100 Points) {Must come up with a series of questions}---

Criteria	Max. Points	Points Scored
3 References included	10	p.113
Reference 1 response	30	p.113
Reference 2 response	30	p.113
Reference 3 response	30	p.113
Sub-Total		__________

---Pricing Level and Guarantee (300 Points)---

Criteria	Max. Points	Points Scored
Aggressiveness of baseline pricing	150	p.115
Willingness to guarantee volume based price discount	150	p.115
Sub-Total		__________

---Oral Presentation and Demonstration (50 Points)---

Criteria	Max. Points	Points Scored
Clarity of presentation, ability to answer both technical and administrative questions as well as the understanding of and commitment to address need	50	__________
Sub-Total		__________

Page 1 Total: __________

Grand Total: ____________________

Page 2 Total: __________

Notes: