

**PRICING SCHEDULE A  
SUMMARY PRICING FORM**

Proposing Vendor Company Name:

<b>60-MONTH ALL-INCLUSIVE COSTS</b>	
Convenience Copier/MFD Lease Costs, Server/Software Solutions, Licensing, Miscellaneous Elements and Professional Services Cost	\$ -
Estimated 60-Month Convenience Copier/MFD Monochrome Volume	29,000,000
60-Month Convenience Copier/MFD Monochrome Service & Supply Cost	\$ -
<b>Net Effective All-Inclusive Convenience Copier/MFD Monochrome Cost-Per-Impression (shown for comparative purposes only)</b>	<b>\$ -</b>
Projected 60-Month Convenience Copier/MFD Color Volume	1,150,000
60-Month Convenience Copier/MFD Color Service & Supply Costs	\$ -
<b>60-Month Grand Total of All Convenience Copier/MFD Hardware Leases, Software, Licensing, Miscellaneous Elements, Professional Services, Labor, Service and Supply Costs (Excluding Paper)</b>	<b>\$ -</b>
Production Device Lease Costs, Software, Licensing, Miscellaneous Elements and Professional Services Cost	\$ -
Estimated 60-Month Production Device Monochrome Volume	
60-Month Production Device Monochrome Service & Supply Cost	\$ -
<b>Net Effective All-Inclusive Production Device Monochrome Cost Per-Impression (shown for comparative purposes only)</b>	<b>\$ -</b>
Projected 60-Month Production Device Color Volume	2,560,000
60-Month Production Device Color Service & Supply Costs	
<b>60-Month Grand Total of All Production Device Hardware Leases, Software, Licensing, Miscellaneous Elements, Professional Services, Labor, Service and Supply Costs (Excluding Paper)</b>	<b>\$ -</b>
Projected 60-Month Network Printer Monochrome Volume	12,500,000
60-Month Monochrome Network Printer Service & Supply Costs	
Projected 60-Month Network Printer Color Volume	750,000
60-Month Color Network Printer Service & Supply Costs	\$ -
<b>60-Month Sub-Total of Network Printer Service and Supply Costs (Excluding Paper)</b>	
<b>60-Month Grand Total of All Convenience Copier/MFD Hardware Leases, Production Device Hardware Leases, Software, Licensing, Miscellaneous Elements, Professional Services, Labor, Service and Supply Costs for Convenience Copier/MFDs and Production Devices (Excluding Paper) and</b>	<b>\$ -</b>

**PRICING SCHEDULE B  
 COPIER/MULTIFUNCTIONAL DEVICE (MFD) MODEL LISTING AND PRICING OVERVIEW FORM**

**Vendor Company Name:**

**Please Mark One Of The Items Below With an X:**

- This is a Primary Proposal
- This is an Alternate Proposal
- Our Firm is Not Bidding on this Equipment Category

Please list below the Quantity, Brand, and Model numbers of the proposed Segment 3 through 5 Convenience Copier/MFDs (please also list all accessories [e.g., finisher, RADF, paper feeding cabinet] necessary for each model to comply with the equipment specification requirements of Sections II.B through II.D of the RFP):

	<b>Quantity</b>	<b>Brand</b>	<b>Model</b>	<b>Accessories</b>
Segment 3 Monochrome Convenience Copier/MFDs:	46			
Segment 3 Color Convenience Copier/MFDs:	15			
Segment 4 Monochrome Convenience Copier/MFDs:	17			

Segment 4 Color  
Convenience  
Copier/MFDs:

4

Segment 5  
Monochrome  
Convenience  
Copier/MFDs:

4

Mobile Printing Solution:

Brand / Version / License Type:

Data Collection and Chargeback Software Solution:

Brand / Version / License Type:

**Note: The above model listing may be modified periodically by the parties during this Contract to reflect mutually agreeable substituted models.**

PRICING FACTORS TO INCLUDE IN PRICING SCHEDULE A THROUGH D PRICING:

The following pricing factors must be included in Pricing Schedule A through D pricing: All necessary Segment 3 through 5 Convenience Copier/MFD hardware specified in RFP Sections II.B through II.D installed at contract inception according to Pricing Schedule C, firmware, software, copy/print billing software, mobile device printing compatibility, document feeders, finishers, paper drawers, large capacity paper trays, print controllers, scanning servers (if applicable), saddle stitch finishing (Segment 5 devices), post-process sheet insertion (Segment 5 devices), hole punching (Segment 4 and 5 devices), all required licensing, all required software, all professional services, LDAP and native Active Directory authentication, finisher/feeder kits, scan/print licenses, PCL and Postscript page description languages, ramp-up training, print drivers, network administration utilities, copy/print data collection and chargeback software, boards, cards, peripherals, insurance, lease administration fees, return freight charges, grounding, power surge protection devices (line conditioners), 24-hour data overwrite protection, sufficient numbers of factory-trained technicians to ensure the required uptime/response time provisions, emergency service, preventive maintenance service, networking printing and scanning support, parts, consumable parts, supplies, black toner, staples, fuser oil (if applicable), photoconductors, black developer, labor, firmware upgrades, software upgrades, drive time, trip charges, hourly rates, freight, delivery, set-up, installation, order entry fees, de-installation at Contract completion, hard-drive removal at de-installation, property taxes, and ongoing training. All pricing must remain firm throughout the term of any Contract resulting from this RFP process.

**All Pricing Schedule A through D pricing must be based on compliance with all Section II Scope of Work requirements, and an estimated combined five-year Contract volume of 29,000,000 (twenty-nine million) monochrome impressions and 1,150,000,000 (one million one hundred and fifty thousand) color impressions to be produced on a combined estimated minimum total of eighty-six (86) Segment 3 through 5 Convenience Copier/MFDs as specified in Sections II.B through II.D to be installed at the inception of the Contract as per the schedule set forth in Pricing Schedule C beginning August 1, 2019 and expiring on July 31, 2024.**

Does your firm's Pricing Schedule A through D proposed costs include all pricing factors described above?

Yes

No

***If no, please list pricing factors not included above. Also, please list any equipment deviations and any contract deviations in Section III.A.1 and III.B.1, respectively, of your company's proposal.***

**HARDWARE, SERVICE AND SUPPLIES COSTS**

PLEASE COMPLETE ITEMS (b) AND (c) BELOW USING WHOLE DOLLAR NUMBERS:

(a)

Total 60-month Contract cost for providing Segment 3 through 5 equipment configured as required in Sections II.B through II.D, financing, accessories, software, licensing, data collection software, professional services, other miscellaneous items and applicable discounts. Note: This item is automatically calculated by adding all Pricing Schedule C elements together.

(b)

Total 60-month Contract cost for providing service, parts and supplies (except paper) for an estimated 29,000,000 total monochrome impressions produced during the Contract term.

(c)

GRAND TOTAL Contract cost for providing all Segment 3 through 5 Convenience Copier/MFDs as specified in Sections II.B through II.D, financing, accessories, software, licensing, professional services, monochrome service, supplies (except paper), miscellaneous items and discounts for an estimated 29,000,000 total monochrome impressions produced during the Contract term. Note: This item is automatically calculated to equal the sum total of the three previous line items.

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PLEASE VERIFY THE FOLLOWING PER-IMPRESSION COST ELEMENTS (THESE ELEMENTS ARE AUTOMATICALLY CALCULATED TO THE FOURTH DECIMAL POINT BASED UPON THE CORRESPONDING COSTS REFLECTED IN ITEMS [a], [b], [c] AND [d] ABOVE):

(d)

Per-impression Contract cost for providing Segment 3 through 5 equipment configured as required in Sections II.B through II.D, financing, accessories, software, licensing, data collection software, professional services, other miscellaneous items and applicable discounts (based on an estimated 29,000,000 total monochrome impressions produced during the Contract term). Note: This item is automatically calculated by dividing item (a) above by 29,000,000 total monochrome impressions produced during the Contract term.

(e)

Per-impression monochrome cost for providing service, parts and supplies (except paper) for an estimated 29,000,000 total monochrome impressions produced during the Contract term. Note: This item is automatically calculated by dividing item (b) above by 29,000,000 total monochrome impressions produced during the Contract term.

(f)

GRAND TOTAL per-impression cost for providing all Segment 3 through 5 Convenience Copier/MFDs as specified in Sections II.B through II.D, financing, accessories, software, licensing, data collection software, professional services, monochrome service, supplies (except paper), other miscellaneous items and discounts for an estimated 29,000,000 total monochrome impressions produced during the Contract term. Note: This item is automatically calculated to equal the sum of the three previous line items.

**COLOR SERVICE & SUPPLY COST-PER-IMPRESSION**

THE PER-IMPRESSION COLOR COPY/PRINT SERVICE & SUPPLY CHARGE APPLICABLE TO ALL COLOR-ENABLED COPIER/MFDS IS AS FOLLOWS:

(g) 

\$0.0000	(long-hand here)
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Per color impression including service, color toners, drums, and developers as applicable for an estimated 1,150,000 total color impressions to be produced during the Contract term.

**Notes: (1) This item covers service, color toners, drums and developers only as applicable. The cost of the equipment should be included in your company's response to item (a) of Pricing Schedule B above. (2) The above-listed service & supply pricing for color copies/prints shall be applicable to future color-enabled products in any Convenience Copier/MFD Segment made available to EPS under this Contract. Monochrome copies/prints produced on color-enabled Convenience Copier/MFDs shall be charged at the same rate as monochrome-only Convenience Copier/MFDs as set forth in item (e) of Pricing Schedule B above.**

**RENEWAL CHARGES (UPON EXPIRATION OF THE 60-MONTH INITIAL TERM)**

***ALL-INCLUSIVE*** (INCLUDING ESTIMATED LEASE BUYOUT COSTS AT END-OF-LEASE, LABOR, SERVICE AND SUPPLIES) BLENDED RENEWAL COST-PER-IMPRESSION CHARGE APPLICABLE TO SEGMENT 3 THROUGH 5 CONVENIENCE COPIER/MFDS:

(h) 

	(long-hand here)
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Per monochrome impression during any renewal period.

(i) 

	(long-hand here)
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Per color impression during any renewal period.

**TYPE OF LEASE/RENTAL PROGRAM BEING PROPOSED**

THE TYPE OF LEASE/RENTAL PROGRAM PROPOSED IS AS FOLLOWS:

(j) 

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(complete by filling in "In-House [Internal Funding],' 'FMV,' '10% Buyout', '\$1 Buyout', 'Rental' or 'Other'")

- (k) [Redacted] Please list the third party leasing partner(if applicable)

**HOLE-PUNCH UPGRADE PRICING**

THE ONE-TIME PER-UNIT FLAT-RATE CHARGES APPLICABLE TO ADDING HOLE-PUNCH FINISHING TO SEGMENT 3 CONVENIENCE COPIER/MFDs WITHIN 90 DAYS OF DEVICE INSTALLATION ARE AS FOLLOWS:

- (l) [Redacted] PER UNIT - SEGMENT 3 Monochrome Units
- (m) [Redacted] PER UNIT - SEGMENT 3 Color Units

**SADDLE-STITCH UPGRADE PRICING**

THE ONE-TIME PER-UNIT FLAT-RATE CHARGES APPLICABLE TO ADDING SADDLE-STITCH FINISHING TO SEGMENT 3 AND 4 CONVENIENCE COPIER/MFDs WITHIN 90 DAYS OF DEVICE INSTALLATION ARE AS FOLLOWS:

- (n) [Redacted] PER UNIT - SEGMENT 3 Monochrome Units
- (o) [Redacted] PER UNIT - SEGMENT 3 Color Units
- (p) [Redacted] PER UNIT - SEGMENT 4 Monochrome Units
- (q) [Redacted] PER UNIT - SEGMENT 4 Color Units

**ANALOG FAX BOARD UPGRADE PRICING**

THE ONE-TIME PER-UNIT FLAT-RATE CHARGES APPLICABLE TO ADDING ANALOG FAX BOARDS TO SEGMENT 3 THROUGH 5 CONVENIENCE COPIER/MFDs WITHIN 90 DAYS OF DEVICE INSTALLATION ARE AS FOLLOWS:

- (r) [Redacted] PER UNIT - SEGMENT 3 Monochrome Units
- (s) [Redacted] PER UNIT - SEGMENT 3 Color Units
- (t) [Redacted] PER UNIT - SEGMENT 4 Monochrome Units
- (u) [Redacted] PER UNIT - SEGMENT 4 Color Units

(v) [REDACTED] PER UNIT - SEGMENT 5 Monochrome Units

### MISCELLANEOUS FUNCTIONALITY UPGRADES

THE PERCENTAGE DISCOUNT FOR ADDING HOLE PUNCHING, SADDLE STITCH FINISHING OR ANALOG FAX BOARDS AFTER 90 DAYS FOLLOWING EQUIPMENT INSTALLATION AND/OR FOR ADDING OTHER MISCELLANEOUS EQUIPMENT OPTIONS (SUCH AS PAPER TRAYS, CONSOLE CABINETS AND FINISHERS) AT ANY TIME DURING THE CONTRACT TERM IS AS FOLLOWS:

(w) [REDACTED] discount from the then-in-effect manufacturer's suggested retail price (MSRP) at the time of upgrade.

### ALLOTMENT OF STAPLES TO BE INCLUDED

THE TOTAL NUMBER OF STAPLES INCLUDED IN YOUR FIRM'S PRICING SCHEDULE B'S SERVICE/SUPPLY PRICING IS AS FOLLOWS:

(x) [REDACTED] Staples over the term of the contract are included in Pricing Schedule B's service and supply pricing based on the estimated volumes for Convenience Copier/MFDs as set forth in Sections II.B through II.D.

### MOVING CONVENIENCE COPIER/MFDs

PROVIDE THE COSTS, IF ANY, TO MOVE A SEGMENT 3 THROUGH 5 CONVENIENCE COPIER/MFD AS APPLICABLE BELOW. THESE CHARGES SHALL NOT APPLY DURING THE INITIAL INSTALLATION OF DEVICES OR THE LOAD-BALANCING OF CONVENIENCE COPIER/MFDs HALFWAY THROUGH THE TERM OF ANY RESULTING CONTRACT. MOVING CONVENIENCE COPIER/MFDs WILL NOT RESET THE CONTRACT TERMINATION DATE AND ALL CONVENIENCE COPIER/MFDs WILL STILL HAVE A COMMON TERMINATION DATE.

(y) [REDACTED] Cost, if any, for a Convenience Copier/MFD move in the same building.

(z) [REDACTED] Cost, if any, for a Convenience Copier/MFD move from one building to another.



**PRICING SCHEDULE C  
CONVENIENCE COPIER/MFD AND SOFTWARE LEASE COSTS**

Year	Quarter Convenience Copier/MFD Will Be Installed	Convenience Copier/MFD Segment	Quarterly Lease Cost Per Unit (from Pricing Schedule D)	Total Count of Convenience Copier/MFDs to be Installed	Total Extended Cost	Number of Quarters Remaining in Contract Term Upon Installation
2019	3/1ception	3 Monochrome	\$0.00	48	\$0.00	20
2019	3/1ception	3 Color	\$0.00	16	\$0.00	20
2019	3/1ception	4 Monochrome	\$0.00	17	\$0.00	20
2019	3/1ception	4 Color	\$0.00	4	\$0.00	20
2019	3/1ception	5 Monochrome	\$0.00	4	\$0.00	20
<b>Cumulative Unit Count &amp; Total Hardware Costs for Convenience Copier/MFDs:</b>				86	\$0.00	
<b>Total Hardware Costs, Server/Software Solution Costs, Professional Services Fees, Miscellaneous Pricing Elements and any Applicable Discount:</b>					\$0.00	

**DATA COLLECTION AND CHARGEBACK SOFTWARE SOLUTION QUARTERLY COST**

THE PROPOSED FLEET DATA COLLECTION AND CHARGEBACK SOFTWARE SOLUTION QUARTERLY COST IS AS FOLLOWS:

Data collection and chargeback software solution quarterly cost (please use whole dollar amount)

**PROFESSIONAL SERVICES AND OTHER MISCELLANEOUS ELEMENTS**

THE PROPOSED QUARTERLY COST OF ANY PROFESSIONAL SERVICES AND OTHER MISCELLANEOUS PRICING ELEMENTS:

Base quarterly cost of professional services and other miscellaneous pricing elements (please use whole dollar amount)

Please provide a brief description of any professional services and other miscellaneous elements proposed:

**ADDITIONAL QUARTERLY PRICING DISCOUNTS**

ADDITIONAL QUARTERLY PRICING DISCOUNTS (IF APPLICABLE) ARE AS FOLLOWS:

Quarterly discounts (please use whole dollar amounts)

**PRICING SCHEDULE D**  
**QUARTERLY LEASE PRICING SCHEDULE FOR ADDING CONVENIENCE COPIER/MFDs AND PRODUCTION DEVICES AT INCEPTION AND DURING CONTRACT TERM**

		Segment 3 Monochrome Convenience Copier/MFDs:	Segment 3 Color Convenience Copier/MFDs:	Segment 4 Monochrome Convenience Copier/MFDs:	Segment 4 Color Convenience Copier/MFDs:	Segment 5 Monochrome Convenience Copier/MFDs:	Segment 5 Color Light Production Devices:
<b>Year: 1-2 New or Newly Manufactured Equipment</b>		<b>Model Number</b>	<b>Model Number</b>	<b>Model Number</b>	<b>Model Number</b>	<b>Model Number</b>	<b>Model Number</b>
<b>Lease Cost Basis Amount (Purchase Price):</b>							\$ -
<b>Quarter/Year</b>	<b>Quarterly Lease Rate Factor</b>						
Aug-Oct/19 (Inception)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nov/19-Jan/20		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Feb-Apr/20		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
May-July/20		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Aug-Oct/20		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nov/20-Jan/21		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Feb-Apr/21		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
May-July/21		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		<b>Segment 3 Monochrome Convenience Copier/MFDs:</b>	<b>Segment 3 Color Convenience Copier/MFDs:</b>	<b>Segment 4 Monochrome Convenience Copier/MFDs:</b>	<b>Segment 4 Color Convenience Copier/MFDs:</b>	<b>Segment 5 Monochrome Convenience Copier/MFDs:</b>	<b>Segment 5 Color Light Production Devices:</b>
<b>Year: 3-5 New, Newly Manufactured, Used, Reconditioned or Remanufactured Equipment (Please indicate build status type being proposed next to model number)</b>		<b>Model Number and Build Status</b>	<b>Model Number and Build Status</b>	<b>Model Number and Build Status</b>	<b>Model Number and Build Status</b>	<b>Model Number and Build Status</b>	<b>Model Number and Build Status</b>
<b>Lease Cost Basis Amount (Purchase Price):</b>		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Quarter/Year</b>	<b>Quarterly Lease Rate Factor</b>						
Aug-Oct/21		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nov/21-Jan/22		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Feb-Apr/22		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
May-July/22		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Aug-Oct/22		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nov/22-Jan/23		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Feb-Apr/23		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
May-July/23		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Aug-Oct/23		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nov/23-Jan/24		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Feb-Apr/24		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
May-July/24		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes: 1. This schedule shall be used to determine the applicable per-unit quarterly lease pricing for units installed at contract inception and when adding unplanned equipment during the Contract term.

2. The above quarterly proposed lease costs applicable to the designated quarterly period apply to each unit added for the remainder of the Contract period.

3. No costs, other than service and supply charges, shall be applicable to units added during the initial 60-month Contract term, except those listed here.

4. Per Section ILO of the RFP, Convenience or Production equipment added in year 3 through 5 may be installed as used, remanufactured or reconditioned units provided the same or updated equivalent model is installed.

5. The quarterly lease costs proposed by the vendor shall include all equipment and accessories required to meet or exceed the product specifications contained in Sections ILS through ILE.

**PRICING SCHEDULE E  
PRODUCTION DEVICE MODEL LISTING AND PRICING OVERVIEW FORM**

**Vendor Company Name:**

**Please Mark One Of The Items Below With an X:**

This is a Primary Proposal

This is an Alternate Proposal

Our Firm is Not Bidding on this Equipment Category

Please list below the Quantity, Brand, and Model numbers of the proposed Segment 5 Color Light Production Devices (please also list all accessories [e.g., finisher, scanner, paper feeding module] necessary for each model to comply with the equipment specification requirements of Section II.E of the RFP):

	<b>Quantity</b>	<b>Brand</b>	<b>Model</b>	<b>Accessories</b>
Segment 5 Color Light Production Devices:	2			

**Note: The above model listing may be modified periodically by the parties during this Contract to reflect mutually agreeable substituted models.**

PRICING FACTORS TO INCLUDE IN PRICING SCHEDULE E AND F PRICING:

The following pricing factors must be included in Pricing Schedule E and F pricing: All necessary Segment 5 Color Light Production Device hardware specified in RFP Section II.E installed at contract inception according to Pricing Schedule F, firmware, software, scanners, finishers, paper drawers, large capacity paper trays, print controllers, scanning servers (if applicable), EFI Command Workstation with Graphics Art Package, front-end color/monochrome Production Device control software, saddle stitch finishing, post-process sheet insertion, hole punching, all required licensing, all required software, all professional services, finisher/feeder kits, scan/print licenses, PCL and Postscript page description languages, unlimited initial training, print drivers, network administration utilities, boards, cards, peripherals, insurance, lease administration fees, return freight charges, grounding, power surge protection devices (line conditioners), 24-hour data overwrite protection, sufficient numbers of factory-trained technicians to ensure the required uptime/response time provisions, emergency service, preventive maintenance service, networking printing and scanning support, parts, consumable parts, supplies, black toner, staples, fuser oil (if applicable), photoconductors, black developer, labor, firmware upgrades, software upgrades, drive time, trip charges, hourly rates, freight, delivery, set-up, installation, order entry fees, de-installation at Contract completion, hard-drive cleaning/removal at de-installation, property taxes, and unlimited ongoing training. All pricing must remain firm throughout the term of any Contract resulting from this RFP process.

**All Pricing Schedule E and F pricing must be based on compliance with all Section II Scope of Work requirements, and an estimated combined five-year Contract volume of 4,575,000 (four million five hundred and seventy-five thousand) monochrome impressions and an estimated 2,560,000 (two million five hundred and sixty thousand) color impressions to be produced on two (2) Segment 5 Color Light Production Devices as specified in Section II.E of the RFP and estimated to be installed at the inception of the Contract as per the schedule set forth in Pricing Schedule F beginning August 1, 2019 and expiring on July 31, 2024.**

Does your firm's Pricing Schedule D through F proposed costs include all pricing factors described above?

Yes

No

***If no, please list pricing factors not included above. Also, please list any equipment deviations and any contract deviations in Section III.A.1 and III.B.1, respectively, of your company's proposal.***

**HARDWARE, SERVICE AND SUPPLIES COSTS**

PLEASE COMPLETE ITEM (b) BELOW USING WHOLE DOLLAR NUMBERS:

(a)

Total 60-month Contract cost for providing Segment 5 Color Light Production Devices configured as required in Section II.E, financing, accessories, software, licensing, data collection software, professional services, other miscellaneous items and applicable discounts. Note: This item is automatically calculated by adding all Pricing Schedule F elements together.

(b)

Total 60-month Contract cost for providing service, parts and supplies (except paper) for an estimated 4,575,000 total monochrome impressions produced during the Contract term on Production Devices.

(c)

GRAND TOTAL Contract cost for providing all Segment 5 Color Light Production Devices as specified in Section II.E, financing, accessories, software, licensing, professional services, monochrome service, supplies (except paper), technical labor, miscellaneous items and discounts for an estimated 4,575,000 total monochrome impressions produced during the Contract term on Production Devices. Note: This item is automatically calculated to equal the sum total of the two previous line items.

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PLEASE VERIFY THE FOLLOWING PER-IMPRESSION COST ELEMENTS (THESE ELEMENTS ARE AUTOMATICALLY CALCULATED TO THE FOURTH DECIMAL POINT BASED UPON THE CORRESPONDING COSTS REFLECTED IN ITEMS [a], [b] and [c] ABOVE):

(d)

Per-impression Contract equipment cost for providing Segment 5 Color Light Production Devices configured as required in Section II.E, financing, accessories, software, licensing, professional services, other miscellaneous items and applicable discounts (based on an estimated 4,575,000 total monochrome impressions produced during the Contract term) on the Light Production Devices. Note: This item is automatically calculated by dividing item (a) above by 4,575,000 total monochrome impressions produced during the Contract term.

(e)

Per-impression monochrome cost for providing service, parts and supplies (except paper) for an estimated 4,575,000 total monochrome impressions produced during the Contract term on Production Devices. Note: This item is automatically calculated by dividing item (b) above by 4,575,000 total monochrome impressions produced during the Contract term.

(f)

GRAND TOTAL per-impression cost for providing all Segment 5 Color Light Production Devices as specified in Section II.E, financing, accessories, software, licensing, professional services, monochrome service, supplies (except paper), technical labor, other miscellaneous items and discounts for an estimated 4,575,000 total monochrome impressions produced during the Contract term on Production Devices. Note: This item is automatically calculated to equal the sum of the two previous line items.

**COLOR SERVICE & SUPPLY COST-PER-IMPRESSION**

THE PER-IMPRESSION COLOR COPY/PRINT SERVICE & SUPPLY CHARGE APPLICABLE TO THE COLOR-ENABLED PRODUCTION DEVICE IS AS FOLLOWS:

(g)

\$0.0000

(long-hand here)

Per color impression including service, color toners, drums, and developers as applicable for an estimated 2,560,000 total color impressions to be produced during the five-year Contract term on the color-enabled Production Device.

**Notes: (1) This item covers service, color toners, drums and developers only as applicable. The cost of the equipment should be included in your company's response to item (a) of Pricing Schedule E above. (2) The above-listed service & supply pricing for color copies/prints shall be applicable to future color-enabled Production Devices made available to SSU under this Contract. Monochrome copies/prints produced on color-enabled Production Devices shall be charged at the same rate as monochrome-only Production devices as set forth in item (e) of Pricing Schedule E above.**

**RENEWAL CHARGES (UPON EXPIRATION OF THE 60-MONTH INITIAL TERM)**

***ALL-INCLUSIVE*** (TO INCLUDE END-OF-LEASE BUYOUT COSTS, LABOR, SERVICE AND SUPPLIES) BLENDED RENEWAL COST-PER-IMPRESSION CHARGE APPLICABLE TO SEGMENT 5 COLOR LIGHT PRODUCTION DEVICES:

(h)

(long-hand here)

Per monochrome impression during any renewal period.

(i)

(long-hand here)

Per color impression during any renewal period.

**TYPE OF LEASE/RENTAL PROGRAM BEING PROPOSED**

THE TYPE OF LEASE/RENTAL PROGRAM PROPOSED IS AS FOLLOWS:

(j)

(complete by filling in "In-House [Internal Funding], 'FMV,' '10% Buyout', '\$1 Buyout', 'Rental' or 'Other'")

(k)

Please list the third party leasing partner(if applicable)

### MISCELLANEOUS FUNCTIONALITY UPGRADES

THE PERCENTAGE DISCOUNT FOR ADDING PRODUCTION DEVICE ACCESSORIES AFTER 90 DAYS FOLLOWING EQUIPMENT INSTALLATION AND/OR FOR ADDING OTHER MISCELLANEOUS EQUIPMENT OPTIONS (SUCH AS PAPER DRAWERS AND FINISHERS) AT ANY TIME DURING THE CONTRACT TERM IS AS FOLLOWS:

(l)

discount from the then-in-effect manufacturer's suggested retail price (MSRP) at the time of upgrade.

### ALLOTMENT OF STAPLES TO BE INCLUDED

THE TOTAL NUMBER OF STAPLES INCLUDED IN YOUR FIRM'S PRICING SCHEDULE E SERVICE/SUPPLY PRICING IS AS FOLLOWS:

(m)

Staples over the term of the contract are included in Pricing Schedule E's service and supply pricing based on the estimated volumes for Light Production Devices as set forth in Section II.E of the RFP.

**PRICING SCHEDULE F  
PRODUCTION DEVICE AND SOFTWARE LEASE COSTS**

Year	Month Production Device Will Be Installed	Light Production Device Segment	Quarterly Lease Cost Per Unit (from Pricing Schedule D)	Total Count of Production Devices to be Installed	Total Extended Cost	Number of Quarters Remaining in Contract Term Upon Installation
2019	8/Inception	5 Color	\$0.00	2	\$0.00	20
<b>Cumulative Unit Count &amp; Total Hardware Costs for Production Units:</b>				2	\$0.00	
<b>Cumulative Unit Count &amp; Total Hardware Costs, Server/Software Solutions Costs, Professional Services Fees, Miscellaneous Pricing Elements and any Applicable Discounts:</b>					\$0.00	

**PROFESSIONAL SERVICES AND OTHER MISCELLANEOUS ELEMENTS**

THE PROPOSED QUARTERLY COST OF ANY PROFESSIONAL SERVICES AND OTHER MISCELLANEOUS PRICING ELEMENTS INCLUDING ANY PRODUCTION FRONT-END SOFTWARE BEING PROPOSED:

Base quarterly cost of professional services and other miscellaneous pricing elements  
(please use whole dollar amount)

Please provide a brief description of any professional services and other miscellaneous elements proposed including any front-end software:

**ADDITIONAL MONTHLY PRICING DISCOUNTS**

ADDITIONAL MONTHLY PRICING DISCOUNTS (IF APPLICABLE) ARE AS FOLLOWS:

Monthly discounts (please use whole dollar amounts)



**PRICING SCHEDULE G  
NETWORK PRINTER SERVICE & SUPPORT COSTS**

**MONOCHROME SERVICE AND SUPPLY COST-PER-IMPRESSION CHARGE FOR  
NETWORK PRINTERS**

NETWORK PRINTER MONOCHROME COST-PER-IMPRESSION SERVICE & SUPPLY PRICING - APPLICABLE TO SSU'S EXISTING FLEET OF NETWORK PRINTERS:

The blended monochrome cost-per-impression (CPI) service cost to support the existing SSD Networked Printer fleet shall include, but not be limited to, the following items: All emergency service, preventive maintenance kits, proactive replacement of non-functional Monochrome and Color Networked Printers on an overnight basis, networking printing support, parts, black toner cartridges/bottles, PM kits, drum kits (if applicable), labor, firmware upgrades, software upgrades, drive time, trip charges, hourly labor rates within SSU's standard weekday business hours, and ongoing training. The monochrome cost-per-impression Networked Printer service pricing must remain firm throughout the term of any Contract resulting from this RFP process.

**SSD's blended monochrome cost-per-impression service and supply price (example: \$0.008 or eight-tenths of a cent) for supporting SSU's existing networked printer fleet (excluding hardware):**

\$ -	(long-hand here)
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Per monochrome impression including all pricing elements listed above for an estimated 12,500,000 monochrome impressions to be produced on an estimated 149 Network Printers during the Contract term.

**Note: Monochrome copies/prints produced on color-enabled network printers shall be charged at the monochrome service and supply cost-per-impression rate.**

**COLOR SERVICE AND SUPPLY COST PER IMPRESSION CHARGE FOR  
NETWORK PRINTERS**

NETWORK PRINTER COLOR SERVICE AND SUPPLY COST PER-IMPRESSION RATE APPLICABLE TO THE FLEET OF COLOR NETWORK PRINTER MODELS:

\$ -	(long-hand here)
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Per color impression including service, color toner cartridges, color drum kits, and color PM kits as applicable for an estimated 750,000 color impressions to be produced on all of SSU's color-enabled Network Printers during the Contract term.

**Note: Monochrome copies/prints produced on color-enabled network printers shall be charged at the monochrome service and supply cost-per-impression rate.**

**RENEWAL CHARGES (UPON EXPIRATION OF THE 60-MONTH INITIAL TERM)**

BLENDED RENEWAL SERVICE/SUPPLY COST-PER-IMPRESSION CHARGE  
APPLICABLE TO NETWORK PRINTERS:

\$0.0000	(long-hand here)
Per monochrome impression during any renewal period including all service and supplies (except paper).	
\$0.0000	(long-hand here)
Per <u>color</u> impression during any renewal period including all service, color toner cartridges, drum kits and PM kits as applicable.	