

# State of New Mexico **General Services Department**

# Statewide Price Agreement

Awarded Vendor 0000081944 Ricoh USA, Inc. 70 Valley Stream Parkway Malvern, PA 91355

Telephone No. (425)-255-0730

Ship To:

All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.

Invoice:

As Requested

Price Agreement Number: 50-000-15-00066

Payment Terms: Net 30

F.O.B.: Destination

Delivery: As Requested

Procurement Specialist: India Garcia

Telephone No.: (505) 827-0483

Title: Copiers, Printers, & Related Devices

Term: July 1, 2015 – June 30, 2019

This Price Agreement is made subject to the "terms and conditions" shown on the reverse side of this page, and as indicated in this Price Agreement.

Accepted for the State of New Mexico

New Mexico State Purchasing Agent

Date: 06/26/2015

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## Terms and Conditions

(Unless otherwise specified)

- 1. General: When the State Purchasing Agent or his/her designee issues a purchase document in response to the Vendor's bid, a binding contract is created.
- 2. Variation in Quantity: No variation in the quantity of any item called for by this order will be accepted unless such variation has been caused by conditions of loading, shipping, packing or allowances in manufacturing process and then only to the extent, if any, specified in this order.

# 3. Assignment:

- a. Neither the order, nor any interest therein, nor any claim thereunder, shall be assigned or transferred by the Vendor, except as set forth in Subparagraph 3b or as expressly authorized in writing by the State Purchasing Agent or his/her designee. No such assignment or transfer shall relieve the Vendor from the obligations and liabilities under this order.
- b. Vendor agrees that any and all claims for overcharge resulting from antitrust violations which are borne by the State as to goods, services, and materials purchased in connection with this bid are hereby assigned to the State.
- 4. State Furnished Property: State furnished property shall be returned to the State upon request in the same condition as received except for ordinary wear, tear and modifications ordered hereunder.
- 5. Discounts: Prompt payment discounts will not be considered in computing the low bid. Discounts for payment within twenty (20) days will be considered after the award of the contract. Discounted time will be computed from the date of receipt of the merchandise invoice, whichever is later.
- 6. **Inspection:** Final inspection and acceptance will be made at the destination. Supplies rejected at the destination for nonconformance with specifications shall be removed at the Vendor's risk and expense, promptly after notice of rejection.
- 7. Inspection of Plant: The State Purchasing Agent or his/her designee may inspect, at any reasonable time, the part of the Contractor's, or any subcontractor's plant or place of business, which is related to the performance of this contract.
- 8. Commercial Warranty: The Vendor agrees that the supplies or services furnished under this order shall be covered by the most favorable commercial warranties the Vendor gives for such to any customer for such supplies or services. The rights and remedies provided herein shall extend to the State and are in addition to and do not limit any rights afforded to the State by any other clause of this order. Vendor agrees not to disclaim warranties of fitness for a particular purpose of merchantability.
- 9. Taxes: The unit price shall exclude all state taxes.

#### 10. Packing, Shipping and Invoicing:

- a. The State's purchasing document number and the Vendor's name, user's name and location shall be shown on each packing and delivery ticket, package, bill of lading and other correspondence in connection with the shipments. The user's count will be accepted by the Vendor as final and conclusive on all shipments not accompanied by a packing ticket.
- b. The Vendor's invoice shall be submitted duly certified and shall contain the following information: order number, description of supplies or services, quantities, unit price and extended totals. Separate invoices shall be rendered for each and every complete shipment.
- c. Invoices must be submitted to the using agency and NOT the State Purchasing Agent.
- 11. **Default:** The State reserves the right to cancel all or any part of this order without cost to the State, if the Vendor fails to meet the provisions of this order and, except as otherwise provided herein, to hold the Vendor liable for any excess cost occasioned by the State due to the Vendor's default. The Vendor shall not be liable for any excess costs if failure to perform the order arises out of causes beyond the control and without the fault or negligence of the Vendor, such causes include but are not restricted to, acts of God or the public enemy, acts of the State or Federal Government,

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fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather and defaults of subcontractors due to any of the above, unless the State shall determine that the supplies or services to be furnished by the subcontractor were obtainable from other sources in sufficient time to permit the Vendor to meet the required delivery scheduled. The rights of the State provided in this paragraph shall not be exclusive and are in addition to any other rights now being provided by law or under this order.

- 12. **Non-Collusion:** In signing this bid the Vendor certifics he/she has not, either directly or indirectly, entered into action in restraint of free competitive bidding in connection with this offer submitted to the State Purchasing Agent or his/her designee.
- 13. Nondiscrimination: Vendor doing business with the State of New Mexico must be in compliance with the Federal Civil Rights Act of 1964 and Title VII of the Act (Rev. 1979) and the Americans with Disabilities Act of 1990 (Public Law 101-336).
- 14. The Procurement Code: Sections 13-1-28 through 13-1-199 NMSA 1978, imposes civil and criminal penalties for its violation. In addition the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.
- 15. Items: All bid items are to be NEW and of most current production, unless otherwise specified.
- 16. Payment for Purchases: Except as otherwise agreed to: late payment charges may be assessed against the user state agency in the amount and under the conditions set forth in Section 13-1-158 NMSA 1978.
- 17. Workers' Compensation: The Contractor agrees to comply with state laws and rules pertaining to Workers' Compensation benefits for its employees. If the Contractor fails to comply with Workers' Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the contracting agency.
- 18. Submission of Bid: Bids must be submitted in a sealed envelope with the bid number and opening date clearly indicated on the bottom left hand side of the front of the envelope. Failure to label bid envelope will necessitate the premature opening of the bid in order to identify the bid number.
- 19. Contractor Personnel: Personnel proposed in the Contractor's written bid to the Procuring Agency are considered material to any work performed under this Price Agreement. Once a Purchase Order or contract has been executed, no changes of personnel will be made by the Contractor without prior written consent of the Procuring Agency. Replacement of any Contractor personnel, if approved, shall be with personnel of equal ability, experience, and qualifications. The Contractor will be responsible for any expenses incurred in familiarizing the replacement personnel to insure their being productive to the project immediately upon receiving assignments. Approval of replacement personnel shall not be unreasonably withheld. The Procuring Agency shall retain the right to request the removal of any of the Contractor's personnel at any time.
- 20. Subcontracting: The Contractor shall not subcontract any portion of the Price Agreement without the prior written approval of the Procuring Agency. No such subcontracting shall relieve the Contractor from its obligations and liabilities under this Price Agreement, nor shall any subcontracting obligate payment from the Agency.
- 21. Records and Audit: The Contractor shall maintain detailed time and expenditure records that indicate the date, time, nature, and cost of services rendered during this Price Agreement's term and effect, and retain them for a period of three (3) years from the date of final payment under this Price Agreement. The records shall be subject to inspection by the Agency, State Purchasing Division, Department of Finance and Administration, and for Information Technology contracts, State Chief Information Officer. The Agency shall have the right to audit billings, both before and after payment. Payment for services under this Price Agreement shall not foreclose the right of the Agency to recover excessive or illegal payments.
- 22. **Subcontracts:** The foregoing requirements for Contractor Personnel, Subcontracting, and Audit shall be inserted into all subcontracts from the prime contractor to the subcontractor.

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# New Mexico Employees Health Coverage

- A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Contractor certifies, by signing this agreement, to have in place, and agrees to maintain for the term of the contract, health insurance for its New Mexico Employees and offer that health insurance to its New Mexico Employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceeds \$250,000 dollars.
- B. Contractor agrees to maintain a record of the number of its New Mexico Employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the state.
- C. Contractor agrees to advise all of its New Mexico Employees of the availability of State publicly financed health care coverage programs by providing each of its New Mexico Employees with, as a minimum, the following web site link to additional information: <a href="http://www.insurenewmexico.state.nm.us/">http://www.insurenewmexico.state.nm.us/</a>.
  - D. For purposes of this Paragraph, the following terms have the following meanings:
    - (1) "New Mexico Employee" means any resident of the State of New Mexico employed by Contractor who performs the majority of the employee's work for Contractor within the State of New Mexico, regardless of the location of Contractor's office or offices; and
    - (2) "offer" means to make available, without unreasonable restriction, enrollment in one or more health coverage plans and to actively seek and encourage participation in order to achieve the goals of Executive Order 2007-049. This could include State publicly financed public health coverage programs such as *Insure New Mexico!*

### **New Mexico Pay Equity Initiative**

Contractor agrees, if it has ten (10) or more New Mexico employees OR eight (8) or more employees in the same job classification, at any time during the term of this contract, to complete and submit the PE10-249 form on the annual anniversary of the initial report submittal for contracts up to one (1) year in duration. If contractor has (250) or more employees, contractor must complete and submit the PE250 form on the annual anniversary of the initial report submittal for contracts that are up to one (1) year in duration. For contracts that extend beyond one (1) calendar year, or are extended beyond one (1) calendar year, contractor also agrees to complete and submit the PE10-249 or PE250 form, whichever is applicable, within thirty (30) days of the annual contract anniversary date of the initial submittal date or, if more than 180 days has elapsed since submittal of the last report, at the completion of the contract, whichever comes first. Should contractor not meet the size requirement for reporting at contract award but subsequently grows such that they meet or exceed the size requirement for reporting, contractor agrees to provide the required report within ninety (90) days of meeting or exceeding the size requirement. That submittal date shall serve as the basis for submittals required thereafter.

Contractor also agrees to levy this requirement on any subcontractor(s) performing more than 10% of the dollar value of this contract if said subcontractor(s) meets, or grows to meet, the stated employee size thresholds during the term of the contract. Contractor further agrees that, should one or more subcontractor not meet the size requirement for reporting at contract award but subsequently grows such that they meet or exceed the size requirement for reporting, contractor will submit the required report, for each such subcontractor, within ninety (90) days of that subcontractor meeting or exceeding the size requirement. Subsequent report submittals, on behalf of each such subcontractor, shall be due on the annual anniversary of the initial report submittal. Contractor shall submit the required form(s) to the State Purchasing Division of the General Services Department, and other departments as may be determined, on behalf of the applicable subcontractor(s) in accordance with the schedule contained in this paragraph. Contractor acknowledges that this subcontractor requirement applies even though contractor itself may not meet the size requirement for reporting and be required to report it self.

Two copies of the Pay Equity Worksheet shall be submitted prior to Award by the prospective Awarded Vendor.

The PE10-249 and PE250 worksheet is available at the following website: <a href="http://www.generalservices.state.nm.us/statepurchasing/Pay">http://www.generalservices.state.nm.us/statepurchasing/Pay</a> Equity.aspx

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## Statewide Price Agreement

#### Article I – Statement of Work

Under the terms and conditions of this Price Agreement all State of New Mexico agencies, commissions, institutions, political subdivisions and local bodies allowed by law may issue orders for items and/or services described herein. The terms and conditions of this Price Agreement shall form a part of each order issued hereunder.

The items and/or services to be ordered shall be as listed under Article IX - Price Schedule. All orders issued hereunder will bear both an order number and this Price Agreement number. It is understood that no guarantee or warranty is made or implied by the New Mexico State Purchasing Agent, his/her designee or the user that any order for any definite quantity will be issued under this Price Agreement. The Contractor is required to accept the order and furnish the items and/or services in accordance with the articles contained hereunder for the quantity of each order.

#### Article II – Term

The term of this Price Agreement, for issuance of orders, shall be as indicated in the specifications.

## Article III – Specifications

Items and/or services furnished hereunder shall conform to the requirements of specifications and/or drawings applicable to items listed under Article IX-Price Schedule. Orders issued against this schedule will show the applicable Price Agreement item(s), number(s), and price(s); however they may not describe the item(s) fully.

# Article IV – Shipping and Billing Instructions

Contractor shall ship in accordance with the following instructions: Shipment shall be made only against specific orders which the user may place with the Contractor during the term; The Contractor shall enclose a packing list with each shipment listing the order number, price agreement number and the commercial parts number (if any) for each item; Delivery shall be made as indicated on page 1. If vendor is unable to meet stated delivery the State Purchasing Agent or his/her designee must be notified.

#### Article V – Termination

The Agency may terminate this Agreement for convenience or cause. The Contractor may only terminate this Agreement based upon the Agency's uncured, material breach of this Agreement. Contractor shall give Agency written notice of termination at least thirty (30) days prior to the intended date of termination, which notice shall (i) identify all the Agency's material breaches of this Agreement upon which the termination is based and (ii) state what the Agency must do to cure such material breaches. Contractor's notice of termination shall only be effective (i) if the Agency does not cure all material breaches within the thirty (30) day notice period or (ii) in the case of material breaches that cannot be cured within thirty (30) days, the Agency does not, within the thirty (30) day notice period, notify the Contractor of its intent to cure and begin with due diligence to cure the material breach. Termination of this Contract, however, shall not affect any outstanding orders. This provision is not exclusive and shall not waive other rights and remedies afforded either party in the event of breach of contract or default. In such instances the contract may be cancelled effective immediately.

#### Article VI -- Amendment

This Price Agreement may be amended by mutual agreement of the New Mexico State Purchasing Agent or his/her designee and the Contractor upon written notice by either party to the other. An amendment to this Price Agreement shall not affect any outstanding orders issued prior to the effective date of the amendment as mutually agreed upon, and as published by the New Mexico State Purchasing Agent or his/her designec. Amendments affecting price adjustments and/or the extension of a price agreement expiration date are not allowed unless specifically provided in the bid and price agreement specifications.

#### Article VII – Indemnity Clause

Contractor shall indemnify and hold harmless the State, its officers and employees, against liability, claims, damages, losses or expenses arising out of bodily injury to persons or damage to properties caused by, or resulting from Contractor's, and/or its employees, own negligent act or omission while Contractor, and/or its employees, perform or fails to perform its obligations and duties under the Terms and Conditions of this agreement. This save harmless and indemnification clause is subject to the immunities, provisions, and limitations of the Tort Claims Act (Section 41-4-1, et seq., N.M.S.A. 1978 comp. and Section 57-7-1 N.M.S.A. 1878 comp. and any amendments thereto.

It is specifically agreed between the parties executing this agreement that it is not intended by any of the provisions of any part of the agreement to create in the public or any member thereof a third party beneficiary or to authorize anyone not a party to the agreement to maintain a suit(s) for wrongful death(s), bodily and/ or personal injury(s) to person(s), damage(s) to property(ies) and/or any other claim(s) whatsoever pursuant to the provisions of this agreement.

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Vendor shall provide all insurance necessary to employees on the work site, including but not limited to Worker's Compensation.

### Article VIII - Issuance or Orders

Only written signed orders are valid under this Price Agreement.

# Article IX - Packing (if applicable)

Packing shall be in conformance with standard commercial practices.

### Article X - Price Schedule

Prices as listed in the price schedule hereto attached are firm.

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Establish a Statewide Price Agreement for Copiers, Printers, & Related Devices

Note: When using this price agreement, the attached Master Lease Agreement must be used.

Manufacturer leasing only.

Refinancing is only allowed to extend term of original lease with a result in a lower payment to end user.

Item Approx. Unit Article and Description Unit Qty.	Unit Price	eription Unit Price	Article and Description	Unit	i white	: :::
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Copiers

See attached NASPO-ValuePoint Master Price Agreement, Categories A, B, C, D & E only.

See attached Price List

\*\*\*\* 1 Item \*\*\*\*

MASTER AGREEMENT Ricoh USA, Inc Nevada RFP 3091 (hereinafter "Contractor")

And

New Mexico 50-000-15-00066 (hereinafter "Participating State")

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I. <u>Scope</u>: This addendum covers the Copiers, Printers & Related Devices 14-19 lead by the State of Nevada for use by state agencies and other entities located in the Participating State/Entity authorized by that state's statutes to utilize state/entity contracts with the prior approval of the state's chief procurement official.

Contractor has been awarded devices and services in the following categories:

Group A - Convenience Copiers

Group B - Production Copiers

Group C - Wide Format Copiers

Group D - Printers

Group E - Digital Duplicators

Ricoh Remanufactured products are also available. In the event of a conflict between the terms and conditions of this PA and any Exhibit subject to this PA, the terms and conditions of the Exhibit prevail.

- 2. <u>Participation:</u> Use of specific WSCA-NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use state/entity contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.
- 3. Participating State Modifications or Additions to Master Agreement:

The parties agree that Section 14.b of the Master Agreement is modified with the following:

- a.) At the beginning of the paragraph insert "For Ricoh manufactured Products" before "The Contractor shall defend, indemnify..."
- b.) The parties agree that Section 14.b.2 of the Master Agreement is changed with the following:
  - Sentence three (3), is replaced with the following: "Otherwise, the Contractor shall have control over the
    defense and settlement of it."
  - 2. In sentence four (4) after "However," the following is inserted: "regarding the settlement of such claim".
  - 3. Sentences six (6) and seven (7) are replaced with the following: "If such a claim is made or appears likely to be made, the Indemnified Party agrees to permit Contractor to enable Indemnified Party to continue to use the Product, or to modify it, or replace it with one that is at least functionally equivalent. If Contractor determines that none of these alternatives is reasonably available, Indemnified Party agrees to return the Product to Contractor on its written request. Contractor will then give

MASTER AGREEMENT Ricoh USA, Inc Nevada RFP 3091 (hereinafter "Contractor")

And

New Mexico 50-000-15-00066 (hereinafter "Participating State")

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Indemnified Party a credit equal to Indemnified Party's net book value provided Indemnified Party has followed generally-accepted accounting principles;

This is Contractor's entire obligation to Indemnified Party regarding any claim of infringement."

The successful vendor will remit to the State of New Mexico Contract Manager an Administrative Fee in the amount of one percent (1%) of all total sales for New Mexico State and Local Public Bodies for this contract. Checks should be made payable to the State of New Mexico.

The Administrative Fee is based upon:

- The sales of all equipment and software (including leases);
- Services and supplies billings;
- Equipment short Term Rental revenue stream and;
- Cancelable rental revenue stream

In accordance with the following schedule:

<u>Quarter</u>	<u>Period</u> <u>Report Due</u>
First Second Third	July 1 - September 30 October 31 October 1 - December 31 January 31 January 1 - March 31 April 30
Fourth	April 1 - June 30 July 31

#### Section 1.5 Excluded from Contract

- Managed Print Services
- Cameras
- Interactive White Boards
- Micrographic Equipment
- Overhead Projectors
- 4. <u>Leases:</u> See attached Master Lease Agreement, Offerors Acknowledgement and Exhibit A to be used in addition to the Master Price Agreement. This Master Lease Agreement and Exhibit A will become a mandatory requirement of award 50-000-15-00064.
- 4. Primary Contacts: The primary contact individuals for this participating addendum are

MASTER AGREEMENT Ricoh USA, Inc Nevada RFP 3091 (hereinafter "Contractor")

And

New Mexico 50-000-15-00066 (hereinafter "Participating State")

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as follows (or their named successors):

#### Contractor

Name	Ricoh USA, Bart Lemmon, WSCA-NASPO National Contract Manager
Address	70 Valley Stream Parkway, Malvern, PA 91355
Telephone	425-255-0730
Fax	425-228-2115
E-mail	bart.lemmon@ricoh-usa.com

Local Contact for Billing and Customer support

1	Name		Bill Finke	
[	Address	Hay San	**************************************	
	Telephone		505-681-1728	
	Fax			
[	E-mail		William.finke@Ricoh-usa.com	

Participating Entity

Name	India Garcia
Address	1100 St. Francis, Sante Fe, NM
Telephone	505-827-0483
Fax	
E-mail	

#### 5. Subcontractors:

All [contactor] dealers and resellers authorized in the State of New Mexico, as shown on the dedicated Ricoh (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO/ValuePoint Master Price Agreement. The Ricoh dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement. An Authorized Service Provider shall be deemed "Contractor" under this PA for any PO issued directly to and accepted by such Authorized Service Provider and all references in the Lease Agreement to Ricoh shall be deemed to refer to such Authorized Service Provider. Please see attached list.

### 6. Purchase Order Instructions:

Orders can be made out to (a) Ricoh USA, Inc or (b) Authorized Service Providers as approved by Ricoh and the State of New Mexico.

All orders should contain the following (1) Mandatory Language "PO is subject to NASPO/Value Point Contract resulting from RFP # 3091 and State of NM Contract #50-000-15-00066" (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount (4) If Leased, type of Lease (FMV, Operational, or Capital lease) and monthly payment (5) Itemized list of accessories (6) Service Program selected and CPC rates. Please channel your PO through one of our

MASTER AGREEMENT Ricoh USA, Inc Nevada RFP 3091 (hereinafter "Contractor")

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authorized resellers so they can arrange for proper ordering and installation of your unit.

Unless otherwise agreed upon by both parties in writing, signing the delivery and acceptance certificate constitutes Acceptance of the Product(s) and allows Contractor to invoice for the Product(s). Contractor will provide timely billing and Customer will notify Contractor, in writing, of any billing concern. Contractor will be allowed a thirty (30) day cure period upon receipt of such notification to address any such billing issue. Invoices that require update due to information being received incorrectly or late from the Buyer, are not considered inaccurate.

For Ricoh USA, Inc. Orders:

Address Purchase Ord	ers to:	Purchases Remit Payment to:	Leases Remit Payment to:
Ricoh USA, Inc.		Ricoh USA, Inc.	Address listed on invoice
70 Valley Stream Pa	rkway	Box 100345	
Malvern, PA 19355		Pasedena, CA 91189-0345	

For Authorized Service Provider Orders, address to and remit payments as shown on the dedicated Ricoh (cooperative contract) website or, in the case of lease payments, to the address listed on the invoice.

#### 7. Meter Collection Methods:

As part of its Services, Contractor may, at its discretion and dependent upon device capabilities, provide electronic remote meter reading and equipment monitoring services using technology such as its @Remote solution. This may allow for automated meter reading and submission, automatic placement of low toner alerts, automatic placement of service calls in the event of a critical Product failure and may enable firmware upgrades.

#### 8. MAINTENANCE SERVICES FOR KODAK NEXPRESS PRODUCTS:

Buyers must execute a Kodak Maintenance Agreement directly with Kodak for service on Nexpress products and Kodak is solely responsible for such service.

#### 9. <u>Insurance</u>:

Contractor will maintain the following insurance limits while performing any services under this Participating Addendum: (a) Workers' Compensation Insurance for Contractor employees, including coverage required under the State's and Federal Laws; (b) Employer's Liability Insurance with limits of a minimum of: (i) \$1,000,000 for each accident for bodily injury by accident, (ii) \$1,000,000 for bodily injury by disease, and (iii) \$1,000,000 for each employee for bodily injury by disease; (c) General Liability Insurance that includes the State as an additional insured with limits of: (i) \$1,000,000 per occurrence for bodily injury and property damage and (ii) \$2,000,000 annual aggregate. Buyer will bear All-Risk Property Insurance to insure physical loss or damage, at replacement value, of all Products no matter where stored or located by Buyer or other property of Contractor's in Buyer's care, custody and control or while in transit (If applicable).

MASTER AGREEMENT Ricoh USA, Inc Nevada RFP 3091 (hereinafter "Contractor")

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#### 10. Audit Rights:

Upon the prior written request of the State and no more frequently than once a year during the term of this Agreement, Contractor will provide copies of the documentation that is reasonably necessary for the State to confirm its payment obligations under any invoice. Contractor will assist the State in connection with its efforts to verify the completeness and accuracy of the invoices. In no event, however, will Contractor be obligated to disclose any confidential information not directly pertaining to the invoice in question.

#### 11. Price Agreement Number:

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: 50-000-15-00066 and the Lead State price agreement number: 3091.

#### 12. Additional Service Level Agreement Commitments:

The Service Level Agreement (SLA) set forth as Exhibit B provides additional service level goals.

### 13. Ricoh / WSCA Master Maintenance & Sale Agreement:

Notwithstanding anything to the contrary in the Master Agreement, Buyers are subject to "Ricoh WSCA Maintenance and Sale Agreement" attached and incorporated herein as Exhibit C. Unless otherwise agreed, software is provided subject to the terms and conditions of the license applicable to such software.

### 14. Individual Customer:

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement number 3091 (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected unless accepted by signature of both Buyer and Contractor as stated in Section 6 of this PA. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

MASTER AGREEMENT Ricoh USA, Inc Nevada RFP 3091 (hereinafter "Contractor")

And

New Mexico 50-000-15-00066 (hereinafter "Participating State")

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IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating State:	Contractor:
	Ricoh USA, Inc
By:	By: Ilm li.il
Name: Lawrence O. Waxwell	Name: Tom Brown
Title: SP	Title: VP Government & Higher Education
Date: 64015	Date: 6/26/15

[Additional signatures as required by Participating State]

If you have questions about this Participating Addendum or the participation process, please contact:

## WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION

Name	Paul Stembler, Cooperative Development Coordinator
Telephone	651-206-3858
E-mail	paul.stembler@wsca-naspo.org

[Fully executed PDF copy of this document should be emailed to <u>PA@wsca·naspo.org</u> to support documentation of participation and posting in appropriate data bases]

# **Lease Agreement Information**

If an agency is utilizing one of SPD Price Agreements as a vehicle to lease equipment, the State Purchasing Agent and the applicable vendor must sign the <u>Master Agreement</u>. A notation will then be made on the Internet posting of the applicable price agreement that an approved and signed Master Lease Agreement with the company has been filed.

The SPA and the vendor also sign the <u>Acknowledgment</u> document if as assignment of the lease to a third party is to occur. The agency and the vendor sign the "<u>Lease Schedule</u>" with reference given to the previously signed and filed Master Agreement.

Example: If SPD went out to bid for a one-time lease of equipment on behalf of an agency, award of the contract by SPD would be contingent upon signing of the Master Agreement and Lease Schedule by the parties to the contract, the user agency and the vendor. A copy of both signed documents would be added to the applicable procurement file.

# MASTER LEASE AGREEMENT APPROVED FOR USE BY NEW MEXICO STATE AGENCIES AND LOCAL PUBLIC BODIES

THE PURPOSE OF THIS MASTER AGREEMENT IS TO SET FORTH UNIFORM GENERAL TERMS AND CONDITIONS UPON WHICH LESSOR SHALL LEASE TO LESSEE, AND LESSEE SHALL LEASE FROM LESSOR, Ricoh USA, Inc., WHEN LEASE REFERS TO SOFTWARE LICENSED TO LESSEE IT SHALL BE UNDERSTOOD THAT SAID SOFTWARE SHALL CONTINUE TO BE OWNED BY LICENSOR AS MAY BE SET FORTH IN ANY APPLICABLE AND ATTACHED SOFTWARE LICENSE AGREEMENT, LESSEE AND LESSOR ARE SOMETIMES REFERRED TO IN THIS AGREEMENT INDIVIDUALLY AS A "PARTY" AND COLLECTIVELY AS THE "PARTIES".

This lease agreement is entered into by and between:

The LESSOR	Ricoh USA, Inc.
with its principal address at	70 Valley Stream Parkway
	Malvern, PA 91355
	Telephone: 425-255-0730
<u>and</u>	
The LESSEE State of New M	lexico with its principal address at This lease agreement is made and entered into
within THE STATE OF NE	W MEXICO where said leased Equipment shall be located and it shall become effective
on, 200	
LESSOR AND LESSEE AC	GREE THAT ANY LEASE ENTERED INTO UNDER THE PROVISIONS OF THIS
MASTER LEASE AGREEN	MENT IS A "TRUE LEASE" WITH AN OPTION TO PURCHASE EQUIPMENT AT

1. COMMENCEMENT PROCEDURES: Subject to other terms and conditions contained in this Master Agreement and the applicable Schedule(s) as may be attached hereto and made a part of this Master Agreement, Lessee shall enter into individual Leases (hereafter defined) with Lessor as follows:

FAIR MARKET VALUE, AND IS NOT AN INSTALLMENT OR FINANCING AGREEMENT.

(a) Execution of Schedule. Lessor and Lessee mutually agree to enter into a Lease by executing a Schedule in the Form of Exhibit A (the "Schedule") with such changes as Lessor and Lessee shall have agreed to as conclusively evidenced by their execution thereof. Each such Schedule shall specifically identify (by serial number or other identifying characteristics) the items of Equipment to be leased under such Schedule (other than items of system Software, which shall be deemed to be items of Software leased under the Schedule pursuant to which the related items of Equipment are leased). Each Schedule, when executed by both Lessor and Lessee, together with this Master Agreement, shall constitute a separate and distinct lease ("Lease") which incorporates in full the terms and conditions of this Master Agreement and which is, enforceable according to its terms. In the event of any conflict between the terms of this Master Agreement and such Schedule, the provisions of the Master Lease Agreement shall govern.

- (b) Acceptance; Initial Term of Lease(s). Lessee shall accept the Equipment subject to a Lease in accordance with Section 2. The Initial Term of each Lease shall begin on the Acceptance Date of the Equipment and shall continue for the period described in the applicable Schedule unless a Non-appropriation or other Cancellation provision shall have occurred. PURSUANT TO SECTION 13-1-150, NMSA 1978, THE PARTIES HERETO AGREE THAT THE TERM OF ANY LEASE SHALL NOT EXCEED A PERIOD OF FOUR YEARS IF THE LEASE PAYMENT AMOUNT IS UNDER \$25,000 PER YEAR OR EIGHT YEARS IF THE LEASE PAYMENT AMOUNT IS OVER \$25,000 PER YEAR, INCLUDING ALL RENEWALS AND EXTENSIONS.
- 2. SELECTION; ACCEPTANCE OF EQUIPMENT. Lessee acknowledges that the Equipment is of a size, design, capacity and manufacturer selected by Lessee in its sole judgment and not in reliance on the advice or representations of Lessor and that the Manufacturer/Supplier is not an agent of Lessor. Lessee further acknowledges either (a) that Lessee has reviewed and approved any written purchase order, supply contract or purchase agreement ("Purchase Document"), covering the Equipment purchased from the Manufacturer/Supplier for lease to Lessee; or (b) that Lessor has informed or advised Lessee, in writing, either previously or by this Lease of the following: (i) the identity of the Manufacturer/Supplier; (ii) that the Lessee may have rights under the Purchase Document; and (iii) that the Lessee may contact the Manufacturer/Supplier for a description of such rights that Lessee may have under the Purchase Document. Lessee agrees to inspect all Equipment no later than thirty (30) days after the delivery thereof to Lessee or, if acceptance requirements for such Equipment are specified in the applicable Purchase Document, as soon as reasonably practicable after being advised by the Manufacturer/Supplier (seller) that such requirements have been met. Lessee further agrees to complete, execute and deliver to Lessor either (i) an Acceptance Certificate after its satisfactory completion of such inspection or (ii) written notification of any defects in the Equipment.
- 3. DEFINITION OF TERMS. All capitalized terms used in this Master Agreement have the meanings set forth below or in the Sections of this Master Agreement referred to below:

"Acceptance Date" means the date set forth in the Certificate of Acceptance as the date Lessee accepted the Equipment in accordance with Section 2 of this Master Agreement and in accordance with Laws of New Mexico, Section 13-1-158 NMSA 1978.

"Assignee" means any assignee of all or any portion of Lessor's interest in this executed Master Agreement to Lease, any Schedule or any Equipment as may be mutually agreed to by the parties to this executed agreement.

"Casualty Loss" means, with respect to any Equipment, the condemnation, taking, loss, destruction, theft or damage beyond repair of such Equipment.

"Casualty Value" or "Full Insurable Value" means, as to any Equipment, the full replacement value of the Equipment (reasonable wear, tear and depreciation resulting from normal and proper use excepted).

"Daily Rent" means, as to any Lease, an amount equal to the per diem Rent payable under the applicable Schedule (calculated on the basis of a 360-day year and 30 day months).

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"End-of-Term Notice" means, as to any Lease, a written notice delivered by Lessee to Lessor at least 90 days prior to the end of the Initial Term, any Renewal Term or any optional extension of the Initial Term or any Renewal Term setting forth Lessee's elections pursuant to Section 4 of this Master Agreement with respect to the Equipment subject to such Lease. Each End-of-Term Notice shall specify with particularity the Units of Equipment to be purchased by Lessee (if any), as to which the Lease is to be renewed (if any) and that are to be returned to Lessor (if any).

"Equipment" means, as to any Lease, items of Hardware, Software or both as may be specified in the appropriate Schedule.

"Equipment Location" means, as to the Equipment, the address at which such Equipment is located from time to time, as originally specified in the applicable Schedule or in any subsequent notice delivered to Lessor if applicable.

"Fair Market Value" means the total price that would be paid for any specified Equipment in an arm's length transaction between an informed and willing huyer under no compulsion to buy and an informed and willing seller under no compulsion to sell. Such total price shall not be reduced by the costs of removing such Equipment from its current location or moving it to a new location.

"Fair Rental Value", if and when applicable, means the amount of periodic rent that would be payable for any specified Equipment in an arm's length transaction between an informed and willing lessee and an informed and willing lessor, neither under compulsion to lease/rent. Such amount shall not be reduced by the costs of removing such Equipment from its current location or moving it to a new location.

"First Payment Date" means, as to any Lease, the date the first Rent payment with respect to the Initial Tern of such Lease is due, as determined pursuant to the terms of the applicable Schedule.

"Fiscal Period" shall mean that period of time as defined in a Schedule.

"Fiscal Year" means, as to any Lease involving state agencies, July 1 to June 30 of any given year.

"Fundamental Agreements" means, collectively, this Master Agreement, each Schedule and Acceptance Certificate and all other related instruments and documents.

"Hardware" means items of tangible personal property (equipment).

"Initial Term" means, as to any Lease, the initial term thereof as specified in the related Schedule.

"Lease" with regards to this Master Agreement has the meaning "true lease".

"Lessee" means one that holds property under a lease.

"Lessor" means one that conveys property by lease.

"License Agreement" means any license agreement or other document granting the purchaser the right to use Software or any technical information, confidential business information or other documentation relating to Hardware or Software, as amended, modified or supplemented by any other agreement between the licensor and Lessor.

"Manufacturer/Supplier" means as to any Equipment, the Seller and the Manufacturer or licensor of such Equipment collectively, or where the context requires, any of them.

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"Master Agreement" has the meaning specified in the preamble hereto.

"Material Agreements" means, collectively, all Fundamental Agreements, all other material agreements by and between Lessor and Lessee, Manufacturer/Supplier and Lessee, and Manufacturer/Supplier and Lessor, and any, financial statement, or financial data required to be provided by Lessee in connection with any Lease.

"Non-Appropriation" has the meaning specified in Section 7.

"Purchase Document" has the meaning specified in Section 2.

"Rent" means the payment by Lessee to Lessor of money for the lease of Equipment covered by the Schedule.

"Software" means all software or computer programs that accompany or constitute all or a portion of any Equipment or are provided by or on behalf of any vendor or licensor to Lessee with respect to any Equipment, and all modifications, additions, supplements, translations, derivative works, and full or partial copies of any thereof, regardless who prepared the same, and code with respect thereto, whether embodied in or contained on magnetic tape, disk, semiconductor device, or any other device or machine.

"Taxes" means New Mexico gross receipts taxes, but does not mean any interest or penalty assessed against the Lessor for failure to pay N.M. gross receipts taxes. (Amended 03/14/07).

"Term" means the term thereof as specified in the related Schedule.

"UCC" means the Uniform Commercial Code as enacted and in effect in any applicable jurisdiction.

"Unit of Equipment" means, as to the Equipment leased pursuant to any Schedule a) each individual item of PC Equipment leased pursuant to such Schedule, and b) all Equipment leased pursuant to such Schedule other than PC Equipment taken as a whole.

- 4. LESSEE'S END-OF-LEASE-TERM OPTIONS. Lessee shall have the following options in respect of each Lease at the end of the Initial Term:
  - A. Purchase Option. Lessee may elect, by delivering to Lessor an End-of-Term Notice at least 90 days prior to expiration of the Initial Term, to purchase any or all Units of Equipment then subject to such Lease for an amount equal to the Fair Market Value of such Units of Equipment as of the end of the then applicable Term. Lessee's right to purchase said Equipment is contingent upon all of the following:
    - (1) No Lessee Default shall have occurred and be continuing;
    - (2) Lessor shall have received Lessee's notice of intent to purchase at least 90 days prior to the expiration of the Initial Term; and
    - (3) Lessee shall remit such Fair Market Value amount for Equipment to Lessor in immediately available funds on or before the last day of the then applicable Term. The Lease with respect to such Units of Equipment shall terminate and Lessor shall transfer all of its interest in such Equipment to Lessee "As is, Where is," without any warranty, express or implied, from Lessor.
  - B. Return. Lessee may elect, by delivering to Lessor an End-of-Term Notice at least 90 days prior to expiration of the Initial Term, to return any or all of the Units of Equipment then subject to such Lesse. Lessee shall pack the Equipment to be returned to Lessor in accordance with manufacturer's guidelines and deliver such equipment to Lessor at any destination within the continental United States designated by Lessor. All dismantling, packaging, transportation, in-transit insurance and shipping charges shall be

borne by Lessee. In the case of any Software or License Agreement subject to a Schedule, Lessee shall immediately de-install and deliver to Lessor all Software, together with the original Certificate of Anthenticity issued by the licensor of such Software, if any, unless such Certificate of Authenticity was previously delivered to Lessor. All Equipment shall be returned to Lessor on the last day of the Initial Term in good repair and in the same condition and working order as when delivered to Lessee, reasonable wear and tear excepted.

- 5. RENT; LATE CHARGES. As Rent for the Equipment, Lessee shall pay Lessor the amounts on the due dates set forth in the Schedule. Lessor and Lessee agree that any interest on Late Payments shall be paid by Lessee in accordance with the payment provisions of the New Mexico Procurement Code, Section 13-1-158, NMSA 1978.
- 6. CANCELLATION. Consistent with applicable New Mexico Laws, Lessee reserves the right to cancel this Lease at the end of any Fiscal Year, without penalty. Unless some unforeseen circumstance arises which Lessee shall document, Lessee will give Lessor 60 days prior written notice of such termination. (Amended 10/10/01). (Amended 5/13/02).
- 7. TERMINATION FOR NON-APPROPRIATION. Not withstanding anything in this Master Agreement to the contrary, in the event no funds or insufficient funds are appropriated and budgeted by Lessee's governing body or are otherwise unavailable in any Fiscal Year for the payment of Rent and other amounts due under any Lease, the Lease shall terminate on the last day of the Fiscal Period for which appropriations were received or other amounts are available to pay amounts due under the Lease without penalty or expense to Lessee. It is up to the state agency or local public body (the Lessee) to determine sufficiency of funds, which determination shall be accepted by the Lessor and is final. Lessee shall give Lessor or its assignee written notice at least forty-five (45) days in advance of such occurrence. (Amended 5/13/02).
- 8. In the event of such termination as reflected in Sections 6 and 7 above, Lessee shall immediately cease all use of the Equipment, and shall immediately make arrangements with Lessor or its designee to de-install, disassemble, pack, crate, insure and return the Equipment to Lessor at any destination within the continental United States designated by Lessor. Any expenses and/or risks associated with returning equipment to Lessor shall be borne solely by Lessee. Such equipment shall be in good repair and in the same condition as when received by Lessee, reasonable wear, tear and depreciation resulting from normal and proper use excepted. (Amended 10/10/01).
- 9. EQUIPMENT OWNERSHIP; LIENS; LOCATION. As between Lessor and Lessec, Lessor is the sole owner of the Equipment and has sole title thereto; Lessee shall not make any representation to any third party inconsistent with Lessor's sole ownership of the Equipment. Lessee covenants with respect to each Lease that: A) it will not pledge or encumber the Equipment or Lessor's interest in the Equipment in any manner whatsoever nor create or permit to exist any levy, lien or encumbrance thereof or thereon except those created by or through Lessor; B) the Equipment shall remain personal property whether or not affixed to realty and shall not become a fixture or be made to become a part of any real property on which it is placed without Lessor's prior written consent, and C) Lessee shall maintain the Equipment so that it may be removed from any building in which it is placed without damage to the building or the Equipment. Lessee may relocate any Equipment from the Equipment Location specified in the applicable Schedule to another of its location upon prior written notice to Lessor specifying the new Equipment Location, provided Lessee remains in possession and control of the Equipment. Only Lessor or

- its designee shall provide for the moving of any leased equipment covered by this Master Lease Agreement. (Amended 10/10/01).
- 10. ASSIGNMENT OF MANUFACTURER/SUPPLIER WARRANTIES. To the extent permitted and so long as no Event of Default has occurred and is continuing, Lessor hereby assigns to Lessee, for the total term of any Lease, all Equipment warranties provided by any Manufacturer/Supplier in the applicable Purchase Documents. Lessee shall have the right to take any action appropriate to enforce such warranties provided such enforcement is pursued in Lessee's name and at its expense. In the event Lessee is precluded from enforcing any such warranty in its name, Lessor, as owner of the Equipment, shall, upon Lessee's request, take reasonable steps to enforce such warranties at costs to be borne by Lessor.
- 11. EQUIPMENT USE AND MAINTENANCE. (THIS PROVISION SHALL NOT APPLY TO SOFTWARE MAINTENANCE WHICH SHALL BE ADDRESSED SEPARATELY IN A LICENSE AGREEMENT). Lessee is solely responsible for the selection, installation, operation and maintenance of the Equipment and all costs related thereto, including shipping, if applicable. Lessee shall at all times operate and maintain the Equipment in good working order, repair and condition and appearance, and in accordance with the manufacturer's specifications and recommendations. On reasonable prior notice to Lessee, Lessor and Lessor's agents shall have the right, during Lessee's normal working hours, to enter the premises where the Equipment is located for the purpose of inspecting the Equipment and observing its use. If Lessor shall have provided to Lessee any tags or identifying labels, Lessee shall, at its expense, affix and maintain in a prominent position on each item of Equipment such tags or labels to indicate Lessor's ownership of the Equipment. Lessee shall, at its expense, enter into and maintain and enforce at all times during the Term of each Lease a maintenance agreement to service and maintain the related Equipment, upon terms and with a provider approved by Lessor, (Amended 10/10/01).
- 12. ALTERATIONS AND ADDITIONS TO EQUIPMENT. Lessee shall make no alterations or additions to Equipment, except those that a) will not void any warranty made by the Manufacturer/Supplier, result in the creation of any security interest, lien or encumbrance on the Equipment or impair the value of use of the Equipment either at the time made or at the end of the Term of the applicable Lease, and are readily removable without damage to the Equipment; or b) are required by any applicable law, regulation or order. All additions to the Equipment or repairs made to the Equipment, except Optional Equipment, become a part of the Equipment and Lessor's property at the time made; Optional Equipment which have not been removed prior to return of the Equipment shall become Lessor's property.
- 13. INSURANCE. Commencing upon acceptance and continuing throughout the Initial Term, Lessee agrees to keep the Equipment insured at Lessee's expense against all risks or loss from any cause, including without limitation, theft and damage. Upon Lessor's prior written consent, which shall not be unreasonably withheld, Lessee may self insure against such risk provided that Lessor's interests are protected to the same extent as if the insurance had been obtained by third party insurance carriers. Lessee will provide to Lessor proof of such coverage. (Amended 10/10/01).
- 14. RISK OF LOSS. Commencing upon acceptance and continuing throughout the Initial Term, Lessee shall bear the entire risk of loss with respect to any Equipment damage, destruction, loss, or theft whether partial or complete. No event of loss shall relieve Lessee of its obligation to pay Rent under any Schedule. If any item of

Equipment is damaged, Lessee shall promptly notify Lessor and, at Lessee's expense, within sixty (60) days of such damage, cause to be made such repairs as are necessary to return such item to its previous condition. In the event any Casualty Loss shall occur, on the next Rent payment date Lessee shall pay Lessor the Stipulated Loss Value of the Equipment suffering the Casualty Loss. If Lessee pays the Stipulated Loss Value of the Equipment suffering a Casualty Loss, upon Lessor's receipt in full of such payment the applicable Lease shall terminate as to the Equipment suffering the Casualty Loss. After receipt of such Stipulated Loss Value by Lessor or its assigns, the Equipment for which Stipulated Loss Value was received shall be conveyed to Lessee AS IS, WHERE IS and free and clear of all liens and encumbrances created by or arising through Lessor, but otherwise, WITHOUT FURTHER WARRANTY (EXPRESS OR IMPLIED) WHATSOEVER, INCLUDING WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PURPOSE OR USE.

- 15. TAXES. Lessor shall report and pay all Taxes now or hereafter imposed or assessed by any governmental body, agency or taxing authority upon the purchase, ownersbip, delivery, installation, leasing, rental, use or sale of the Equipment, the Rent or other charges payable hereunder, or otherwise upon or in connection with any Lease, whether assessed on Lessor or Lessee, other than any such Taxes required by law to be paid by Lessee. Lessee shall promptly reimburse Lessor for all such Taxes paid by Lessor and invoiced to Lessee, together with any penalties or interests in connection therewith attributable to Lessee's acts or failure to act.
- 16. INDEMNIFICATION. Lessor shall hold the State of New Mexico, participating entities and its agencies and employees harmless and shall indemnify the State of New Mexico, participating entities and its agencies and employees against any and all claims, snits, actions, liabilities and costs of any kind, including attorney costs for personal injury or damage of property arising from the acts or omissions of the Lessor, its agents, officers, employees or subcontractors. Lessor shall not be liable for damages that are the result of negligence by the State of New Mexico, the participating governmental entities, or its employees. To the extent permitted by law, procuring agencies, Lessees, are responsible for their own acts errors or omissions pertaining to this Indemnification provision.
- 17. DISCLAIMERS. Lessee leases the equipment from Lessor "As is, Where is". It is specifically understood and agreed that Lessor makes no representations or warrantics, express or implied, including without limitation, any representation or warranties with respect to the design, compliance with specifications, quality, operation or condition of any Equipment or any part thereof. The merchantability or fitness of equipment for a particular purpose, or issues regarding patent infringement, title or like which are rightly the responsibility of the Manufacturer/Supplier.
- 18. DEFAULT. Lessee The occurrence of any of the following shall constitute default under a Schedule: a) nonpayment by Lessee of Rent or any other sum payable by its due date; b) failure by Lessee to perform or observe any other term, covenant or condition of this Master Lease Agreement, any Schedule, or any applicable software license agreement, which is not cured within ten (10) days after notice thereof from Lessor; c) insolvency by Lessee; d) any representation or warranty made by Lessee in this Master Lease Agreement, any Schedule or in any document furnished by Lessee to Lessor in connection therewith or with the acquisition or use of the Equipment shall be untrue; or e) a termination of any applicable software license agreement.

Lessor – Any of the following shall constitute default by Lessor nuder this Master Lease Agreement: a) Lessor breaches its covenant of quite enjoyment and fails or is unable to cure such breach within ten (10) days after written notice thereof from Lessee; b) Lessor fails to pay Manufacturer/Supplier within thirty (30) days after Lessor's receipt of a properly executed Acceptance Certificate and all other documentation necessary to establish Lessee's acceptance of such Equipment under a Lease; c) Lessor makes an assignment for the benefit of creditors.

- 19. REMEDIES. If a Default occurs, Lessor may do one or more of the following; (a) cancel or terminate this Lease; (b) require Lessee to immediately pay Lessor all Rent payments due np until the time of Default; (c) require Lessee to deliver, at its expense, the Equipment to Lessor in accordance with Section 4 (B) of this Master Agreement; (d) Lessor or its agent may peacefully repossess the Equipment without court order; or (e) Lessor may exercise any other right or remedy available at law or in equity. If Lessor Defaults, Lessee has the right to cancel or terminate this Lease effective immediately at no cost to the Lessee. In the event of Lessor's Default, Lessor shall be responsible for all costs associated with reclaiming and return of Equipment.
- 20. ASSIGNMENT. Lessor shall not sell, assign, pledge, transfer, mortgage or otherwise convey part of its interest in this Master Agreement, any Schedule or any Equipment, in whole or in part, without prior notice and consent of Lessee which shall not be unreasonably delayed. Each such Assignee will be entitled to all of Lessor's rights, however, unless otherwise agreed to by Lessor and Assignee, Assignee shall not be obligated to perform such obligations of Lessor under this Master Agreement. Lessee and Lessor further acknowledge that any assignment or transfer by Lessor shall not materially change Lessor's or Lessee's obligations under the assigned Lease. Without the prior written consent of Lessor, Lessee will not a) assign, transfer, pledge, hypothecate, or otherwise dispose of its rights or obligations under this Master Lease Agreement or the Equipment, b) sublet the Equipment, or c) permit the Equipment to be used for any purpose not permitted by this Master Lease Agreement. (Amended 4/4/02).
- 21. GOVERNING LAW. This Master Agreement and each Lease shall be governed by the Laws of the State of New Mexico.

IN WITNESS WHEREOF, LESSOR AND LESSEE HAVE EXECUTED THIS MASTER AGREEMENT ON THE DATES SPECIFIED BELOW.

LESSOR:

BY (Name and Title): VP, Government & Higher Education

DATE: 6/30/2015

LESSEE

BY (Name and Title):

1964 DATE: 6/30/15

**OFFEROROR'S** 

**ACKNOWLEDGEMENT** 

WHEREAS, the Office of the State Purchasing Agent conducted a competitive procurement

in accordance with the New Mexico Procurement Code to select qualified offerors or offcrors to

provide Copiers, Printers & Related Devices 14-19, Categories A, B, C, D & E, NASPO-ValuePoint

contract #3091 for the State of New Mexico and the governmental entities therein.

WHEREAS, Ricoh USA, Inc. hereafter referred to as Manufacturer/Supplier (seller), was

one of the qualified offerors ( or the qualified offeror) selected to receive award of State of New

Mexico, State Purchasing Division (SPD) Price Agreement Number 50-000-15-00067.

WHEREAS, one of the provisions of the Price Agreement is the Lease of state agencies and

other eligible governmental entities when requested.

WHEREAS, Ricoh USA, Inc. has requested approval of the State Purchasing Agent to

assign the Lease provisions of the Price Agreement to Ricoh USA, Inc. who will act in the capacity of

Lessor for payment purposes only in any subsequent leasing arrangement relating to its Equipment

offered under the price agreement and said Lessor has agreed to the Terms and Conditions set forth

in the State of New Mexico's Master Lease Agreement, signed copy which is attached.

NOW THEREFORE, Ricoh USA, Inc. does hereby acknowledge AND agree that approval

of the assignment will in no way affect the previously agreed to terms and conditions as set forth in

Price Agreement No. 3091 and such agreed to terms and conditions will also apply where applicable

to any Lease Agreement relating to the price agreement.

Lawrence O. Maxwell

State Purchasing Agent

Du (/2011

By: VP, Government & Higher Education

(Name & Title)

Date: 6/30/2015

Revision 03/14/07

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#### Approved for use by New Mexico State Agencies and Local Public Bodies

**Exhibit A to Master Lease Agreement** 

Master Lease Agreement Number: \_\_\_\_\_ Schedule Number: \_\_\_\_\_ State and Local Government Master Lease Purchase Agreement **SCHEDULE** ("Lessor") and \_\_\_\_\_(Lessee") are parties to the State and Local Public Bodies Agreement identified by the Master Lease Agreement Number specified above (the Master Lease Agreement). This Schedule (which shall be identified by the Schedule Number specified above) and the Master Lease Agreement comprise a separate Lease between the parties. The terms and conditions of the Master Agreement are hereby incorporated by reference into this Schedule. All capitalized terms used in this schedule without definition have the meaning ascribed to them in the Master Agreement. As with the Master Lease Agreement, Lessor and Lessee agree that any Lease entered into under the provisions of the Schedule is a "True Lease" with an option to purchase equipment at fair market value, and is not an installment or financing lease agreement. 1. Lease. A. Description of Items of Lease Equipment **Total Cost** B. Term: \_\_\_\_\_Months (plus the number of days from and including the Acceptance Date through and including the last day of the calendar month or quarter in which the Acceptance Date occurs). 2. Rent \_\_\_\_\_. Pricing Expiration Date: \_\_\_\_\_Lessor's obligation to purchase and lease the Equipment is subject to the Acceptance Date being on or before pricing Expiration Date. 4. Equipment Location: \_\_\_\_\_ Seller:\_\_\_ Additional Provisions:\_\_\_\_\_ 7. Fiscal Period: (Anuual)

Lessor agrees to Lesse and Lessee agrees from Lessor the Equipment described in Section 1.A above. Such Lesse will be covered by the Master Agreement and this Schedule including important additional terms and conditions set

forth above, if any. In the event of any conflict between the terms and conditions of this Schedule and the Master Lease Agreement, the terms of the Master Lease Agreement shall govern.

Lessee:	Lessor:		
	Ilm 4		
Ву:	Tom Brown		
	VP, Government & Higher Education		
(Name and Title)	(Name and Title)		
Date:	Date: 6/26/15		
Daw.	Date, 0/20/10		

#### Exhibit B

# RICOH MODEL SERVICE LEVEL AGREEMENT (SLA)

The purpose of this model Service Level Agreement (SLA) is to provide the Participating State (the "State") and Contractor with an example of either objectives or service level commitments with penalties for failure to perform. This model SLA utilizes a scorecard method for the Buyer level SLA and flat rate penalties for the State.

#### 1. Buyer Level SLA

## 1.1 Purpose

The purpose of this addendum is to define service levels; penalties for the performance of the service levels; as well as provide the Buyer with a defined replacement process for equipment performing below expectations. This SLA does not implicate or involve lease related invoicing rather it involves equipment performance and maintenance issues.

# 1.2 Buyer Service Level Agreement

Contractor agrees to maintain the following service levels defined below as targets:

Performance Criteria	Target Level
Average Uptime	96% or Better
Average On-Site Response Time	4 Hours or Less
First Time Fix	80% of all service calls or better

These service levels will be measured on a quarterly basis between Contractor and the State.

### 1.3 Calculation of Service Level Points

Once per quarter, upon written request by the Buyer, Contractor will produce reporting to be measured against the Service Level Agreement and points will be assigned according to the following chart. These points will be added to produce a total Service Level score. This score will be used to determine the subsequent penalty according to the following schedule where the penalty can be up to 4% of the previous quarter's service and supplies billing (expressed as a negative %).

1.4 P		Below	Below	Below	Below
e	Target Level	Target 1	Target 2	Target 3	Target 4
n		97.9% -	95.9% -	94.9% -	93.9% or
Average Uptime	98% or Higher	96%	94%	94%	lower
Possible Points	4	3	2	2	0
y		Below	Below	Below	Below
-	Target Level	Target 1	Target 2	Target 3	Target 4
Average On-Site					
Response Time (in					7.1 or
Hours	4 or Less	4.1 – 5	5.1 - 6	6.1 - 7	more
Possible Points	4	3	2	2	0
		Below	Below	Below	Below
	Target Level	Target 1	Target 2	Target 3	Target 4
		79.9% -	69.9% -	59.9% -	Less than
First Time Fix	80% or Higher	70%	60%	50%	50%
Possible Points	4	3	2	2	0
		Below	Below	Below	Below
	Target Level	Target 1	Target 2	Target 3	Target 4
Total Score	12 – 10	9-7	6 - 4	3-1	0
Penalty/Award as a					
percentage of quarterly	0%	-2.5%	-3.0%	-3.5%	-4.0%
service and supplies	070	~4.370	-2.070	-3.370	54.070
billings					

The penalty shall be awarded to the Buyer as a credit or by check on the following period's service and supplies invoice.

# 1.5 Equipment Performance

Contractor guarantees that the Buyer's fleet specified within any maintenance agreement, for units within the Urban service area, will average the monthly uptime as measured on a quarterly basis by product segment listed below.

Group	Devices	Segments	Quarterly Uptime
Α	Copiers Black & White	Ali	95%
В	Copiers Color	All	95%
C	Wide Format Devices	All	95%
D	Printers (Color and Black & White)	Ail	95%
Е	Digital Duplicators	All	95%

If any uuit fails to maintain this level of performance for the monthly uptime, excluding service calls caused by operator error, provided Contractor has been given a ninety (90) day cure period, that unit will be subject to replacement at the

Buyer's discretion on a like-for-like basis with then current technology. Prior to installing a substitute product, Contractor will be allowed ninety (90) days to remedy any quality or reliability issues. The 95% uptime requirement shall not apply to devices whose uptime depends, in large part, on the operator's efficiency in replacing operator replaceable components.

Should Contractor determine that it cannot maintain a unit of Equipment or an Accessory in good working order, Contractor shall, at its own expense, replace such Equipment with another unit of the same product designation as that Equipment (a "replacement unit") and Ricoh shall bear all installation, transportation, removal and rigging charges in connection with the installation of such replacement unit; provided, however that (a) the replacement unit may be a reconditioned or otherwise used unit rather than a new unit; and (b) if a replacement unit of the same product designation as the unit of Equipment it replaces is not available, the replacement unit may be a product of substantially similar or greater capabilities.

The replacement unit will be in "as new" condition, both in operation and appearance. In addition, all warranties and maintenance coverage that applied to the removed unit will also apply to the permanent replacement equipment.

A designated factory authorized technician must certify each unit's ability to produce acceptable impressions with acceptable copies between calls or uptime. The guarantee will remain in effect for the term of the contract or up to five (5) years from the date of purchase/lease, provided the equipment has not been subjected to abuse or neglect and has been continuously covered by The Ricoh WSCA Master Maintenance & Sale Agreement. This replacement policy will remain in effect for the term of the contract and is subject to the Customer remaining current with supplier's payment requirements.

### 1.6 Additional Vendor Obligations

1.6.1 **Training** – On-going training as requested by the Buyer to be performed within two (2) weeks of requested date for on-site training and two (2) hours for phone/technical support.

To aid Buyer after the training session, Contractor will provide a manual for every device for reference purposes. In addition, Contractor will offer Quick Reference Guides and 24-hour toll-free end-user technical support for everyday minor troubleshooting.

- 1.6.2 Loaner Unit/Backup Production If any unit is inoperable due to equipment malfunction for a period in excess of 72 hours, as determined solely by Contractor, Contractor shall provide the Buyer with either:
  - i) A loaner unit of similar speed and capabilities until such time as the unit(s) covered by this agreement are operable, or

- ii) Provide the Buyer with off-site manned production capabilities to accomplish the work of the unit that is inoperable at the sole cost of the Contractor. Such costs shall be limited to cost of production (service and supplies), equipment, labor, power, transportation of jobs to and from the off-site production facility and facilities.
- 1.6.3 Invoicing Contractor shall maintain timely, accurate invoicing, less service run impressions, as defined below. The assigned copy machine operators, back-up personnel, and office personnel shall respond in a timely manner to the Contractor's e-mails, facsimiles, and phone calls in providing the readings. Receiving meters from Buyer is a necessary step in the process of generating a complete and accurate invoice. Invoices that are generated without receiving the proper meter read information, due to the Buyer's failure to provide such meter by the last day of the month, are not considered inaccurate. Failure on the Contractor's part to maintain the Service levels as defined in the table below shall result in a \$50.00 per instance credit on the following invoice, provided Buyer has provided written notice of any such alleged invoicing problem and Contractor has been allowed a 30 day cure period after such notice to address any such issue.

Measurable	Service Level
Timely Invoicing	Maintenance invoices will be submitted no later than the 25 <sup>th</sup> of the month immediately following the close of a
	billing period.
Accurate Invoicing	Maintenance invoices do not require any credits for miss- billing
Service Impressions	Vendor will credit all service run impressions within the same billing cycle

# 2. Reporting and Billing

- 2.1 **Timely Reporting** Contractor—shall produce reporting for the Participating State within 30 days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the 30 day period.
- 2.2 Timely Payment of Administrative Fees Contractor shall produce payment for any State Specific Administrative Fee within -60days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the 60 day period.
- 2.3 Accuracy of Reporting The State may request, at any point, proof of the reporting accuracy through the data set supporting the reporting. If the State has reason to believe that multiple and systemic reporting errors exist, that cannot be corrected to the State's reasonable satisfaction; the State may require an audit by a third party whereby the Contractor will provide supporting documentation to allow such third party to confirm the accuracy of the reporting.. If errors are

found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any administrative fee errors provided, however, the Contractor shall not be required to reimburse the Buyer for any cost of the auditor to the extent such cost exceeds the amount of the administrative fee error.

- 2.4 Accuracy of Billing The State may request, at any point, proof of the billing accuracy through the data set supporting the billing. If the State has reason to believe that multiple and systemic billing errors exist, that cannot be corrected to the State's reasonable satisfaction; the State may require an audit by a third party whereby the Contractor will provide supporting documentation to allow such third party to confirm the accuracy of the reporting. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any billing errors provided, however, the Contractor shall not be required to reimburse the Buyer for any cost of the auditor to the extent such cost exceeds the amount of the billing fee error.
- 2.5 Penalties All penalties under this, section two (2) of the Service Level Agreement, shall be payable to the State.
- 2.6 All other Service terms and conditions are set forth in the WSCA Master Maintenance & Sale Agreement, as included in Contractor's bid submission, and are incorporated by reference into this SLA. The remedies provided in this SLA are the Buyer's and State's sole and exclusive remedies for Contractor's failure to fulfill its obligations stated in this SLA



#### EXHIBIT C

#### WSCA MASTER MAINTENANCE & SALE AGREEMENT

CODIONIDIC IN CHARLION					
Legal Name					
Bill To Address					
City			State	Zip Code	

This Master Maintenance & Sale Agreement ("Agreement") sets forth the specific terms and conditions under which Ricoh USA, Inc. ("Ricoh") agrees to sell the specific equipment, software, and/or hardware ("Products") identified on an Order (defined below) entered into pursuant to WSCA Contract #3091 hereunder and/or provide the services identified on an Order ("Services") entered into hereunder to Customer (defined above) from time to time. Either party may terminate the "master" arrangement contemplated by this Agreement at any time upon prior written notice to the other. Termination of this Agreement shall not, however, alter or otherwise modify the rights or obligations of the parties with respect to any Order Form (each an "Order") placed and accepted prior to such termination. Each Order is separately enforceable as a complete and independent binding agreement, independent of all other Orders, if any.

#### The following terms shall apply to all Service transactions:

- 1. <u>Services.</u> (a) In order to obtain Services from Ricoh hereunder, Customer will either (i) execute an Order (in a form to be provided and executed by Ricoh) referencing WSCA Contract #3091, Applicable State Participating Amendment, and this Agreement, or (ii) issue a valid and signed purchase order to Ricoh (each referred to in this Agreement as an "Order"). Each Order must identify the specific equipment to be serviced, the term of the Service engagement, the location at which Services shall be performed and the applicable Service charges for such Order. Ricoh will not be responsible to provide Services for equipment, in the event the term or locations are not identified on the Order accepted by Ricoh.
- (b) Ricoh will repair or replace in accordance with the terms and conditions of this Agreement and the manufacturer's specifications any part of the Serviced Products that becomes unserviceable due to normal usage (other than consumable supplies). Failure to permit Ricoh to repair or replace the Serviced Products shall result in a material breach of this Agreement and excuse Ricoh from any and all future performance hereunder. Replacement parts will be furnished on an exchange basis and will be new, reconditioned or used. Except for hard drives on Customer-owned equipment, all parts removed due to replacement will become the property of Ricoh.
- (c) The Services provided by Ricoh under an Order will not include the following: (i) repairs resulting from misuse (including without limitation improper voltage or the use of supplies that do not conform to the manufacturer's specifications) or the failure to provide, or the failure of, adequate electrical power, air conditioning or humidity control; (ii) repairs made necessary by service performed by persons other than Ricoh representatives; (iii) service calls or work which Customer requests to be performed outside of Normal Business Hours (defined below) (unless covered under an extended hour service contract) and Service calls or work which Customer requests to be performed on Ricoh Holidays (defined below); (iv) removable cassette, copy cabinet, exit trays, or any item not related to the mechanical or electrical operation of the Serviced Products; (v) consumable supplies such as paper or staples, unless expressly provided for in this Order; (vi) repairs and/or service calls resulting from attachments not purchased from Ricoh; (vii) any software, system support or related connectivity unless specified in writing by Ricoh; (viii) parts no longer available from the applicable manufacturer; (ix) electrical work external to the Serviced Products, including problems resulting from overloaded or improper circuits; (x) installation or de-installation and/or movement of the Serviced Products from one location to another unless specified in writing by Ricoh; and (xi) repairs of damage or increase in service time caused by force majeure events. Damage to Serviced Products or parts arising from causes beyond the control of Ricoh are not covered by this Agreement. Ricoh may terminate its Service obligations under any Order for Serviced Products that have been modified, damaged, altered or serviced by personnel other than those employed by Ricoh.
- 2. Service Calls. Service calls will be made during 9:00am 5:00pm local service time, Monday through Friday ("Normal Business Hours") at the installation address shown on the applicable Order. Service does not include coverage on Ricoh holidays, which include New Year's Day, Mcmorial Day, 4th of July, Labor Day, Thanksgiving, the day after Thanksgiving and Christmas Day (collectively, "Ricoh Holidays"). Travel and labor-time for the service calls after Normal Business Hours, on weekends and on Ricoh Holidays, if and when available and only in the event and to the extent that Ricoh agrees to provide such non-standard coverage, will be charged at overtime rates in effect at the time the service call is made. Customer is responsible for disconnecting, repairing and re-connecting unauthorized attachments or components.
- 3. Reconditioning. Reconditioning and similar major overhauls of Serviced Products may be covered by applicable manufacturer warranties, but are not covered by this Agreement or any Order. If Ricoh determines that such actions may be necessary as a result of normal wear and tear of materials and age factors caused by normal usage in order to keep the Serviced Products in working condition, Ricoh will submit to Customer an estimate of the needed repairs and the cost for such repairs (which costs will be in addition to the Service Charges payable under the Order).
- 4. <u>Engineering Changes</u>. Engineering changes, determined applicable by Ricoh, will be controlled and installed by Ricoh. Engineering changes which provide additional capabilities to the Ricoh Equipment (defined below) covered herein will be made at Customer's request at Ricoh's applicable time and material rates then in effect.
- 5. Term. Each Order shall become effective on the effective date of the Order and shall continue for the term identified in the Order. At the expiration of the initial term or any extended term of the Order, it will automatically, subject to applicable law and without further action required by either party, renew for an additional twelve (12) month period, provided that Customer is not then in default. The contracted rate will be adjusted to Ricoh's then-prevailing rates, to be reflected in an automatic increase as of the renewal date, and Customer expressly consents to such adjustment without additional notice.

# RICOH

# **EXHIBIT C**

- 6. <u>Early Termination</u>. Customer may terminate any Order under this Agreement prior to its maturity so long as Customer is not then in default and provides Ricoh at least thirty (30) days prior written notice. As set forth in the WSCA Contract 3091, Section 5.4.2.3, termination charges of the Service contract will not exceed 4 times the monthly base or 25% of the remaining term whichever is less. For the purposes herein, the "Monthly Service Charge" shall equal (i) the base monthly Service Charge set forth in this Order; or (ii) in the event this Order does not contain a base monthly Service Charge, the average monthly Order charges for the six (6) month period prior to the date of Customer's termination. If such termination date occurs less than six (6) months after the effective date of the Order, the Monthly Service Charge will be equal to the average monthly Order charges for the number of months the Order was in effect.
- Service Charges. (a) Service charges ("Service Charges") will be set forth on an Order and will be payable by the Customer in advance. Service Charges will not include any charges for repairs or Service that are otherwise covered by the applicable manufacturer's limited warranty during the period covered by any such warranty, to the extent Ricoh has agreed with such manufacturer not to charge a customer for any such charges. Customer acknowledges and agrees that: (i) alterations, attachments, specification changes, or use by Customer of sub-standard supplies that cause excessive service calls may require an increase in Service Charges; (ii) the transfer of the Serviced Products from the location indicated on the applicable Order may result in an increase of Service Charges or the termination of the Order; and (iii) the Toner Inclusive Program (if applicable) is based on manufacturer supply consumption rates. Delivery of supplies will not exceed agreed upon usage. Consumption of covered supply products varying significantly from expected usage may result in additional charges for supplies. Customer agrees to pay when due, all taxes, where applicable, related to an Order, excluding taxes on the income of Ricoh. Customer shall be responsible for any costs related to freight (including fuel surcharges, which may be imposed from time to time), postage/mailing expense (meter rentals) and/or administrative and processing fees and, to the extent Ricoh pays such costs, Customer shall immediately reimburse Ricoh.
- 8. <u>Use Of Recommended Supplies; Meter Readings.</u> (a) It is not a condition of this Agreement that Customer use only Ricoh-provided supplies. If Customer uses other than manufacturer-recommended supplies, including paper, developer, toner, and fuser oil, and if such supplies are defective or not acceptable for use on the Serviced Product or cause abnormally frequent service calls or service problems, then Ricoh may, at its option, assess a surcharge or terminate the applicable Order with respect to such Serviced Product. If so terminated, Customer will be offered Service on a "Per Call" basis at Ricoh's then-prevailing time and material rates.
- (b) If Ricoh determines that Customer has used more supplies than the manufacturer's recommended specifications as provided by Ricoh, Customer will pay reasonable charges for those excess supplies and/or Ricoh may refuse Customer additional supply shipments. Customer agrees to provide Ricoh true and accurate meter readings monthly and in any reasonable manner requested by Ricoh, whether via telephone, email or otherwise. If accurate meter readings are not provided on a timely basis, Ricoh reserves the right to estimate the meter readings from previous meter readings and Customer agrees to pay Service Charges based on such estimated meter reads. Appropriate adjustments will be made to subsequent billing cycles following receipt of actual and accurate meter readings.
- (c) As part of its Services, Ricoh may, at its discretion and dependent upon device capabilities, provide remote meter reading and equipment monitoring services using its @Remote solution. This may allow for automated meter reading and submission, automatic placement of low toner alerts, automatic placement of service calls in the event of a critical Product failure and may enable firmware upgrades. The meter count and other information collected by @Remote ("Data") is sent via the internet to remote servers some of which may be located outside the U.S. @Remote cannot and does not collect Customer document content or user information. Ricoh uses reasonably available technology to maintain the security of the Data; however, Customer acknowledges that no one can guaranty security of information maintained on computers and on the internet. Ricoh retains full rights to the Data (but not Customer documents or information), which it or its authorized third parties may use to service the Serviced Products. Ricoh may also use the Data for its normal business purposes including product development and marketing research, however, the Data will not be provided to market research consultants in a form that personally identifies the Customer. Ricoh may dispose of the Data at any time and without notice. The @Remote technology is the confidential and proprietary information of Ricoh and/or its licensors protected by copyright, trade secret and other laws and treaties. Ricoh retains full title, ownership and all intellectual property rights in and to @Remote. In the event Customer does not rely on automatic meter reading devices or equipment monitoring services; Ricoh reserves the right to assess a surcharge for manual meter reads in addition to the Service Charges.
- 9. <u>Basic Connectivity Services.</u> If any software, system support or related connectivity Services are specifically set forth on an Order and accepted by Ricoh, Ricoh shall provide any such Services at the Customer's location set forth in the Order, as applicable, or on a remote basis. Customer shall provide Ricoh with such access to its facilities, networks and systems as may be reasonably necessary for Ricoh to perform such Services. Customer acknowledges that Ricoh's performance of any such Services is dependent upon Customer's timely and effective performance of its responsibilities as set forth in the Order, as applicable. Unless connectivity Services are specifically identified in the Order as part of the Services to be performed by Ricoh, Ricoh shall have no obligation to perform and no responsibility for the connection of any hardware or software to any Customer network or system.
- 10. IT Services and Professional Services. Customer may acquire connectivity, IT and professional services from Ricoh by executing and delivering to Ricoh an Order for acceptance and by executing a Statement of Work ("SOW") setting forth the specific services to be provided. The applicable Order applies to Ricoh IT Services or other professional services (the "ITS/PS Services"). Ricoh shall provide any such ITS/PS Services at the Customer's location(s) or on a remote basis as set forth in the SOW. Customer shall provide Ricoh with such access to its facilities, networks and systems as may be reasonably necessary for Ricoh to perform such ITS/PS Services. Customer acknowledges that Ricoh's performance of any such ITS/PS Services are dependent upon Customer's timely and effective performance of its responsibilities as set forth in the SOW. Estimated delivery and/or service schedules contained in any Order or SOW are non-binding estimates. Intellectual property rights, if any, arising from the ITS/PS Services provided under any SOW shall remain the property of Ricoh.
- 11. <u>Customer Obligations</u>. Customer agrees to provide a proper place for the use of the Serviced Products, including but not limited to, electric service, as specified by the manufacturer. Customer will provide adequate facilities (at no charge) for use by Ricoh representatives in



# **EXHIBIT C**

connection with the Service of the Serviced Products hereunder within a reasonable distance of the Serviced Products. Customer agrees to provide such access to its facilities, networks and systems as may be reasonably necessary for Ricoh to perform its Services, including but not limited to "360 degree" service access to the Serviced Products. Customer will provide a key operator for the Serviced Products and will make operators available for instruction in use and care of the Serviced Products. Unless otherwise agreed upon by Ricoh in writing or designated in the applicable Order, all supplies for use with the Serviced Products will be provided by Customer and will be available "on site" for servicing. Customer agrees that any systems utilizing similar supplies must be covered under similar inclusive service programs.

- Insurance. At all times during the term of this Agreement, each party agrees to obtain and maintain in effect the following polices of insurance written as primary coverage and not contributing with or in excess of any coverage which each party may carry. These policies will be issued by an insurance carrier with a Best's rating of at least A, VII, which affords the following coverages through self insurance or otherwise: (a) Workers' Compensation Insurance for all such party's employees, including coverage under the applicable state and federal laws where the work will be performed. Each party shall also require that all of its subcontractors maintain similar Workers' Compensation coverage. (b) Employer's Liability Insurance, typically coverage B of the Workers' Compensation policy, with limits of a minimum of: (i) \$1,000,000 for each accident for bodily injury by accident, (ii) \$1,000,000 for bodily injury by disease, and (iii) \$1,000,000 for each employee for bodily injury by disease. Each party shall also require that all of its subcontractors maintain similar Employer's Liability coverage. (c) Commercial General Liability Insurance that includes the other party as an additional insured. Limits shall be a minimum of: \$1,000,000 per occurrence for bodily injury and property damage and (ii) \$2,000,000 annual aggregate. Coverage shall include those perils generally associated with a commercial general liability policy and specifically include contractual liability coverage. Coverage shall contain no exclusions for cross liability between insureds. Each party shall also require that all of its subcontractors maintain similar general liability insurance. Customer shall provide satisfactory evidence of above coverage and failure to provide or request satisfactory evidence of said coverage does not represent a waiver of the requirements for insurance coverage noted above.
- Indemnification. Each party ("Indemnifying Party") shall indemnify, defend and hold harmless the other ("Indemnified Party") from all third-party claims incurred by the Indemnified Party arising out of the death or bodily injury of any agent, employee, or business invitee of the Indemnified Party, or the damage, loss, or destruction of any tangible property of the Indemnified Party, up to a maximum of \$1,000,000, to the extent caused by the negligent acts or omissions or willful misconduct of the Indemnifying Party, its employees, or agents. Without intending to create any limitation relating to the survival of any other provisions of this Agreement, Ricoh and Customer agree that the terms of this paragraph shall survive the expiration or earlier termination of this Agreement. Each party shall promptly notify the other in the event of the threat or initiation of any claim, demand, action or proceeding to which the indemnification obligations set forth in this Section may apply.

#### The following terms shall apply to all Product sale transactions:

- Order, Delivery and Acceptance. In order to purchase Products from Ricoh hereunder, Customer will either (i) execute an Order (in a form to be provided and executed by Ricoh) referencing this Agreement, or (ii) issue a valid and signed purchase order to Ricoh (each referred to in this Agreement as an "Order"). Each Order must identify the Products, the Product delivery location and the applicable Product charges. Ricoh will not be obligated to sell or deliver Products or Services for which such information is not provided in an Order accepted by Ricoh. Unless otherwise agreed upon by both parties in writing, (a) delivery of Products to common carrier or, in the case of an arranged delivery by a local Ricoh installation vehicle, actual delivery by such vehicle to Customer shipping point, shall constitute delivery to Customer, and (b) Customer shall be responsible for all installation, transportation and rigging expenses. Customer agrees to confirm delivery of all Products covered by each Order when the same is delivered by signing a delivery and acceptance certificate or written delivery acknowledgement. Unless otherwise agreed upon by both parties in writing, signing the delivery and acceptance certificate constitutes. Acceptance of the Product(s) and allows Ricoh to invoice for the Product(s). Orders shall not be cancelable by Customer following acceptance by Ricoh. Ricoh reserves the right to make Product deliveries in installments. All such installments shall be separately invoiced and paid for when due, without regard to subsequent deliveries. Delay in delivery of any installment shall not relieve Customer of its obligation to accept remaining installments and remit payments as invoiced by Ricoh. Ricoh reserves the right at any time to revoke any credit extended to Customer because of Customer's failure to pay for any Products when due or for any other credit reason.
- 15. Returns; Damaged Products. No Products may be returned without Ricoh's prior written consent. Only consumable goods invoiced within sixty (60) days will be considered for return. On authorized returns, Customer agrees to pay a restocking charge equivalent to thirty percent (30%) of the purchase price. Products returned without written authorization from Ricoh may not be accepted by Ricoh and is the sole responsibility of Customer. All nonsaleable merchandise (that has been opened or partially used) will be deducted from any credit due to Customer. All claims for damaged Products or delay in delivery shall be deemed waived unless made in writing and delivered to Ricoh within five (5) days after receipt of Products.

#### The following terms shall apply to all transactions:

16. Warranty. Ricoh agrees to perform its Services in a professional manner, consistent with applicable industry standards. For any Products manufactured by Ricoh ("Ricoh Equipment"), Ricoh further warrants that, at the time of delivery and for a period of ninety (90) days thereafter the Ricoh Equipment will be in good working order and will be free from any defects in material and workmanship. Ricoh's obligations under this warranty are limited solely to the repair or replacement (at Ricoh's option) of parts proven to be defective upon inspection. The foregoing warranty shall not apply (a) if the Ricoh Equipment is installed, wired, modified, altered, moved or serviced by anyone other than Ricoh, or, (b) if the Ricoh Equipment is installed, stored and utilized and/or maintained in a manner not consistent with Ricoh specifications or (c) if a defective or improper non-Ricoh accessory or supply or part is attached to or used in the Ricoh Equipment, or (d) if the Ricoh Equipment is relocated to any place where Ricoh services are not available. CUSTOMER ACKNOWLEDGES THAT THE LIMITED WARRANTY CONTAINED HEREIN DOES NOT ASSURE UNINTERRUPTED OPERATION AND USE OF THE RICOH EQUIPMENT. In connection with any other Product sale, Ricoh shall

# RICOH

#### EXHIBIT C

transfer to Customer any Product warranties made by the applicable Product manufacturer, to the extent transferable and without recourse. Physical or electronic copies of any applicable Product warranty will be delivered by Ricoh to Customer only upon Customer's specific written request. EXCEPT AS EXPRESSLY SET FORTH IN THIS AGREEMENT, RICOH DISCLAIMS ALL WARRANTIES AND REPRESENTATIONS, EXPRESS OR IMPLIED, OF ANY NATURE WHATSOEVER, INCLUDING BUT NOT LIMITED TO, ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR USE, OR FITNESS FOR A PARTICULAR PURPOSE. RICOH SHALL NOT BE RESPONSIBLE AND SHALL HAVE NO LIABILITY FOR LOST PROFITS, LOSS OF REVENUE, OR ANY SPECIAL, EXEMPLARY, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO DAMAGES ARISING OUT OF OR IN ANY MANNER CONNECTED WITH THIS AGREEMENT, OR THE SUBJECT MATTER HEREOF, OR THE USE OR PERFORMANCE OF THE RICOH EQUIPMENT OR THE LOSS OF USE OF THE RICOH EQUIPMENT, REGARDLESS OF THE FORM OF ACTION AND WHETHER OR NOT SUCH PARTY HAS BEEN INFORMED OF, OR OTHERWISE MIGHT HAVE ANTICIPATED THE POSSIBILITY OF SUCH DAMAGES. RICOH'S TOTAL AGGREGATE LIABILITY TO CUSTOMER, IF ANY, UNDER THIS AGREEMENT, SHALL IN NO EVENT EXCEED THE TOTAL FEES PAID TO RICOH THEREUNDER DURING THE ONE-YEAR PERIOD PRECEDING THE DATE ON WHICH THE CLAIM AROSE. IN NO EVENT SHALL RICOH BE LIABLE TO CUSTOMER FOR ANY DAMAGES RESULTING FROM OR RELATED TO ANY FAILURE OF ANY SOFTWARE PROVIDED HEREUNDER, INCLUDING, BUT NOT LIMITED TO, LOSS OF DATA, OR DELAY OF DELIVERY OF SERVICES UNDER THIS AGREEMENT. RICOH ASSUMES NO OBLIGATION TO PROVIDE OR INSTALL ANY ANTI-VIRUS OR SIMILAR SOFTWARE AND THE SCOPE OF SERVICES CONTEMPLATED HEREBY DOES NOT INCLUDE ANY SUCH SERVICES. Customer must comply with any applicable license agreement or license terms relating to intangible property or associated services included in any Products, such as periodic software licenses and/or prepaid data base subscription rights ("Software License"), whether pursuant to written, click-through, shrink-wrap or other agreements for such purpose, with the third party supplier of the software ("Software Supplier"). Ricoh has no right, title or interest in any third-party software. Customer is solely responsible for entering into Software Licenses with the applicable Software Supplier.

- Data Management. The parties acknowledge and agree that Ricoh shall have no obligation to remove, delete, preserve, maintain or otherwise safeguard any information, images or content retained by or resident in any Serviced Products, whether through a digital storage device, hard drive or other electronic medium ("Data Management Services"). If desired, Customer may engage Ricoh to perform Data Management Services at then-prevailing rates. Customer acknowledges that Customer is responsible for ensuring its own compliance with legal requirements in connection with data retention and protection and that Ricoh does not provide legal advice or represent that the Serviced Products will guarantee compliance with such requirements. The selection, use and design of any Data Management Services, and any decisions arising with respect to the deletion or storage of data, as well as the loss of any data resulting therefrom, shall be the sole and exclusive responsibility of Customer.
- 18. Payment; Risk of Loss; Taxes. Payment terms are net thirty (30) days. If invoices are unpaid and overdue past 45 days, Customer agrees to pay Ricoh a late charge of one (1.%) per month on any unpaid amounts or the maximum allowed by law, whichever is less, and in addition shall pay Ricoh all costs and expenses of collection, or in the enforcement of Ricoh's rights hereunder, including, but not limited to, reasonable internal and external legal costs, whether or not suit if brought. All remedies hereunder or at law are cumulative; provided, however, that the sole remedy of Customer for any Services not performed in accordance with the Service terms set forth in this Agreement shall be the prompt and proper reperformance of such Services at no additional charge. Unless otherwise agreed upon by both parties in writing, Customer assumes all risk of theft, loss or damage, no matter how occasioned, to all Products covered by this Agreement following delivery by Ricoh to common carrier or, in the case of an arranged delivery by a local Ricoh installation vehicle, delivery by such vehicle to Customer shipping point. Except to the extent of any applicable and validated exemption, Customer agrees to pay any applicable taxes that are levied on or payable as a result of the use, sale, possession or ownership of the Products and/or Services covered hereunder, other than income taxes of Ricoh.
- 19. Default. In addition to any other rights or remedies which either party may have under this Agreement or at law or equity, either party shall have the right to cancel the Services provided under this Agreement immediately: (i) if the other party fails to pay any fees or charges or any other payments required under this Agreement when due and payable, and such failure continues for a period of ten (10) days after being notified in writing of such failure; or (ii) if the other party fails to perform or observe any other material covenant or condition of this Agreement, and such failure or breach shall continue un-remedied for a period of thirty (30) days after such party is notified in writing of such failure or breach; or (iii) if the other party becomes insolvent, dissolves, or assigns its assets for the benefit of its creditors, or files or has filed against it any bankruptcy or reorganization proceeding. Except as expressly permitted by this Agreement, no refund or credit will be given for any early termination of this Agreement or any renewal thereof. If Customer defaults in its obligations hereunder, Ricoh may, in addition to any other remedies available at law or equity, require Customer to immediately pay to Ricoh all past due payments under all Orders, and the early termination fee described in the Early Termination Section above.
- 20. <u>Confidentiality; Non-Solicitation; Independent Contractors.</u> Except for the purposes set forth in the applicable Order, Ricoh shall not use or disclose any proprietary or confidential Customer data derived from its Services hereunder; provided, however, that Ricoh may use general statistics relating to the Service engagement so long as it does not disclose the identity of Customer or make any reference to any information from which the identity of Customer may be reasonably ascertained. Customer agrees that during the term of the Services and for a period of one (1) year after termination thereof, it shall not directly or indirectly solicit, hire, or otherwise retain as an employee or independent contractor any employee of Ricoh that is or was involved with or part of the Services. The relationship of the parties is that of independent contractors.
- 21. <u>Assignment; Force Majeure</u>. Customer shall neither assign any right or interest arising under this Agreement nor delegate any obligations hereunder without the prior written consent of Ricoh. Any such attempted assignment or delegation shall be void. Ricoh shall not be liable for failure to deliver or delays in delivery or Products or Services occasioned by causes beyond Ricoh's control, including without limitation strikes, lockout, fires, embargoes, war or other outbreak of hostilities, inability to obtain materials or shipping space, receipt of orders in excess of Ricoh's or its



### **EXHIBIT C**

supplier's then-scheduled production capacity, machinery breakdowns, delays of carrier or suppliers, governmental acts and regulations, unavailability of Services, personnel or materials or other causes beyond Ricoh's control.

Governing Law; Entire Agreement. This Agreement shall be governed by and construed and interpreted in accordance with the laws of the Commonwealth of Pennsylvania without regard to its conflict of laws principles. The parties hereto also agree to submit to the non-exclusive jurisdiction of the courts of the Commonwealth of Pennsylvania to resolve any action under this Agreement. The Uniform Computer Information Transactions Act shall not apply to this Agreement. This Agreement constitutes the entire agreement between the parties with respect to the subject matter contained in this Agreement; supersedes all proposals, oral and written, and all other communications between the parties relating to the Products; and may not be amended except in writing signed by an officer or authorized representative of Ricoh. Customer agrees and acknowledges that it has not relied on any representation, warranty or provision not explicitly contained in this Agreement, whether in writing, electronically communicated or in oral form. Any and all representations, promises, warranties, or statements, including but not limited to, statements or representations made in sales presentations or sales proposals, by any Ricoh agent, employee or representative that differ in any way from the terms of this Agreement shall be given no force or effect. This Agreement shall be governed solely by these terms and conditions, notwithstanding the inclusion of any additional or different terms and conditions in any order document of any kind issued by Customer at any time. Purchase Orders issued by Customer for Products and/or Services from Ricoh, even if they do not expressly reference or incorporate this Agreement, shall be subject to this Agreement and service only to identify the Products and/or Service ordered and shall not be deemed to alter or otherwise modify the terms and conditions of this Agreement. The delay or failure of either party to enforce at any time any of the provisions of this Agreement shall in no way be construed to be a waiver of such provision or affect the right of such party thereafter to enforce each and every provision of this Agreement. If any provision of this Agreement is held to be invalid or unenforceable, this Agreement shall be construed as though it did not contain the particular provision held to be invalid or unenforceable. Ricoh may accept or reject any order in the exercise of its discretion and may rely upon each order submitted by Customer as a binding commitment. No local, general or trade custom or usage or course of prior dealings between the parties shall be relevant to supplement or explain any term used herein. This Agreement may be executed in one or more counterparts which, taken together, shall constitute one and the same original document. Any notices required under this Agreement should be sent to: 3920 Arkwright Road Macon, GA 31210 Attn: Quality Assurance.

CUSTOMER	RICOH USA, INC.	
Ву:	Ву:	
Name:	Name:	***************************************
Title:	Title:	
Date:	Date:	

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Make	Ricoh/Savin	Ricoh/Savin	Ricoh/Savin	Ricoh/Savin	Ricoh/Savin Ricoh/Savin		Ricoh/Savin	Ricoh/Savin
	/ Lanier	/ Lanier	/ Lanier	/ Lanier	/ Lanier	/ Lanier	/ Lanier	/ Lanier
Model	MP2501SP	MPC3003	MP3353SP	MPC3503	MPS002SP	PRO C651EX MP7502SP	MP7502SP	Pro C5110S
Marking Engine - Discount	52%	50%	63%	865	68%	55%	66%	59%
Accessories (Paper Handling, Paper Feeding,			, and the second					
Finishing, Facsimile) Discount	30%	30%	30%	30%	30%	17%	30%	17%
Connecivity / Security Discount	0%	0%	0%	0%	0%	0%	0%	0%
Accessibility Options Discount	30%	30%	30%	30%	30%	30%	30%	30%
Software Discount	0%	0%	0%	0%	0%	0%	0%	. 0%

NOTE: Discount must be shown in percent format.

Notes: All supply includes to get include stopics Option 3 is a parts and labor only ap., Supplies are sold separately Supply Printing on Consumption Supply including to b. Option 5 is a part of the supply including to b.	Zone 3 Per mile fee	Zone 2 - Flat Fee	Modrig Charges by Zone	Percentage Increase for Remote Zone	Percentage Increase for Rural Zone	Percentage increase in Service and Supplies Rate by Service Zone		ours		2								Additional Service and Supplies Options	Option #3 Overage Rate	Option #3 Monthly Base Charge	Option #3 included Base Number impressions	Option #2 Overage Rate	Option #2 Monthly Rase Charge	Option #2 Included Base Number Impressions		Option #1 Overage Rate	Option #1 Monthly Base Charge	Option #1 Included Base Number Impressions	i   Optional Included Impression Pricing	Zero Base Service and Supplies Pricing	Model	Make			Prising hear		Vendor Name: Ricoh USA
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	5 0.75	\$ 300.00	1447-145	30%	15%		\$ 150.00	\$ 150.00 \$	n/c	14.1444.04	resment extra	reement extra	reement extr	reement extra	reement extra	reement extra	in/e	11.4 (11.7 (11.1)	0.031	S		0.059	\$	,		0.062	٠			0.062	MPC2003	Ricoh/Savin/	100 × 11-1 (100)				
	٢	\$ 300.00	THE REPORT	30%	15%	11.11.11.11.11.11	\$ 150.00		n/c	14.114.14.14	a service is bill	s service is bitt	service is bill	a service is bill	a service is bill	a service is bill	n/a	1111111111	0.0063	\$ .			\$ 29.00				\$ 9.84	1,200	E HE HER HALL	2800.0	MPCX003	Ricoh/Savin,	THE OWNER OF THE PERSON NAMED IN	e E			
	\$ 0.75	\$ 300.00	dalah da	30%	4 15%	4 14 14 14 14 14 14	s	\$ 150.00 \$	n/c	- Balled Bares	ed at \$275 pe	ed at \$250 pe	ed at \$225 pe	ed at \$200 pe	ed at \$200 pe	ed at \$150 pe	n/a	11144143	0.031	\$	z	0,059	\$			0.061	s	٠	in in the second	0.061	MPQ503	/ Ricoh/Savin	1000	7			
	\$ 0.75	\$ 300,00	121		4 15%	=	*	\$ 150,00 \$	n/e		r hour with a t	r hour with a t	r hour with a 1	r hour with a t	r hour with a t	r hour with a 1	n/a		0.0063	٠			\$ 29,00				5 9.84	1,200		0.0082	MP CX03	/ Ricoh/Savin/ Lanier	No. of Parties				
	5	\$ 300.00			15%		\$ 150,00 \$		n/c	H 441 L 18 LEE	In addition to the montly maintenance agreement extra service is billed at \$275 per hour with a two hour minimum	in addition to the montly maintenance agreement extra service is billed at \$250 per hour with a two hour minimum	in addition to the montly maintenance agreement extra service is billed at \$225 per hour with a 1.5 hour minimum	In addition to the montly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum	wo hour minim	In addition to the montly maintenance agreement extra service is billed at \$150 per hour with a 1.5 hour minimum	⊓/a		0.028	s	·	0.051	'n			0.053	۰,			550.0	MPC3003	Ricch/Savin/ Ricch					
	٣	\$ 300.00		30%	15%		150.00	150.00	n/c	States of the states	WW.	á	, m	m	E.B.	'n	-	45 14 14 14	0.0053	\$		0.0078	\$ 29.00		_	0.0082	\$ 29.52	3,600		0,0082	МРСЭООЭ	Ricoh/Savin/ Lanier	10 TO				
	\$ 0.75	\$ 350.00	July Liber Lebel	30%	15%	11.00	\$ 150,00	\$ 150.00	n/c	1.1.1.1.1.1							n/a	14.000000	0.0062	\$			\$ 29.00	<u>.</u>		0.008	\$ 52.80	6,600	id i blubis	0.008	мрээзээр	Ricoh/Savin/ Lanier					
	'n	\$ 350,00		30%			'n	\$ 150.00	n/c								n/a	114 114 114 114	0.0056	•	٠		\$ 29,00				S	9.00		0.007	MP40025P	Ricoh/Savin/ Laniar		Ě			
		\$ 350,00	1		15%	=	'n		٦/د								7/a	1717 1 1117 111	0.028	\$		7 0.051	'n			0.054	5			0.054	MPC3503	/ Ricoh/Savin/ Lanier	olle	Ç.			
	5	\$ 350.00	101101111	30%	15%		٧,	\$ 150.00	in/c	411114			-				n/a		0.0053		,		29.00	,	Ì		5 36.08	4.400		28000	MPC3503	(Ricoh/Savin/ Lanier	110000				

CPC raises for shaet term rental (a) B&W units a \$.03/copy (b) B&W/Color units a BW at \$.06/copy & Color at \$.15/copy

Page 5 of 16

Vendor Name: Ricoh USA														
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Make	Ricoh/Savin/ Lanier	Ricoh/Savin/ Ricoh/	ticoh/Savin/    Lanier	Ricoh/Savin/ Lenier	Ricoh/Savin/ Lanier	Ricoh/Savin/ Lanier	Ricoh/Savin/ Lanier	Ricoh/Savin/ Lanier	Ricoh/Savin/	Ricoh/Savin/ Lanier	Ricoh/Savin/ Lanier	Ricoh/Savin/ Lanier	Ricoh/Savin/ Ricoh/ Ricoh/Savin/ Ricoh/ Ric	Ricoh/Savin Lanier
Model	MP50075P	MP600ZSP	MPC4508	MPC4503	MPCS503	POSSORIM	MPC6003	мескоси	MPC650ZSP MPC650ZSP		4	22	PRO C651EX PRO C651EX	PRO CESTE
Zero Base Service and Supplies Pricing	0.0068	0.0055	20.0	0,0082	0.83	0.0082	0.05	0.0082	0.045	0,0062	0,048	0.0068	0,048	0.000
Optional included Impression Pricing	PERMIT			111111111111111111111111111111111111111	PREMIE	44 144 141	100000000000000000000000000000000000000			7				
Option #1 included Base Number Impressions	14,900	23,100	,	6,600	,	7,900		10,700		11,500		9,200		13,300
Option #1 Monthly Base Charge	\$ 101.32	\$ 127.05	S	\$ 54.12	\$	\$ 64.78	\$	\$ 87.74	\$	\$ 71,30	. \$	\$ 62.56	\$	5 90,44
Option #1 Overage Rate	0.0068	0.0055	0,05	0,0082	0.05	0.0082	0.05	0,0082	0.045	0.0062	0.048	0.0068	0,048	0.00%
Option #2 included Base Number impressions		•								•	•	-		
Option #2 Monthly Base Charge	\$ 29.00	\$ 29.00	\$ .	\$ 29.00	٠	\$ 29.00	ç	\$ 29,00	\$	\$ 29,00	S	\$ 35.00	\$	\$ 35,00
Option #2 Overage Rate	0.0065	0.0052	0.048	0,0078	0,048	8,200.0	0.05	0.0078	0,044	Н	0.047	0.0065	0,045	0.006
Option #3 Included Base Number Impressions				٠	-		,	,						
Option #3 Monthly Base Charge	\$ .	\$ .	\$	\$	s -	. \$	\$ .	\$	*	\$ .	'n	٥ ,	\$ -	ا`
Option #3 Overage Rate	0.0054	0.0041	0.027	0.0054	0.027	95000	0.027	0.0056	0.0195	6500.0	610'0	0.0035	0,021	0.004
Additional Service and Supplies Options:	T PARTITION.		BATTER LEG	MARIE MARK	STALPARALE	36333334	- Language Falls	PERMITTER.	11 11 12 12 11 11	100000000000000000000000000000000000000	Jakatel EF	11777118		4-1-1-1-1
increase in rate for inclusion of staples	n/a	n/a	1/0	1/8	1/4	n/a	n/a	n/a	n/s	n/a	n/a	n/a	n/a	n/a
base monthly charge for 3 x 5 coverage	in addition to	In addition to the montly maintenance agreement extra service is billed at \$150 per hour with a 1.5 hour minimum In addition to the montly maintenance agreement extra service is billed at \$100 per hour with a two hour minimum	internance agr	eement extra	service is bille	d at \$150 per	hour with a 1	5 hour minim	um .				-	
Base monthly charge for 5 x 5 coverage	in addition to	In addition to the montly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum	internance ago	coment extra	service is bille	d at \$200 per	hour with a t	vo hour minin	i mu					
Base monthly charge for 1 x 7 coverage	in addition to	In addition to the montly maintenance agreement extra service is billed at \$225 per hour with a 1.5 hour minimum	intenance agri	ement extra	service is bille	d at \$225 per	hour with a 1	S hour minim	un.					
Base monthly charge for 2 x 7 coverage	in addition to	in addition to the montly maintenance agreement extra service is billed at \$250 per hour with a two hour minimum	intenance agn	eemant extra	service is bille	d at \$250 per	hour with a to	vo hour minin	mus					
Base monthly charge for 3 x 7 coverage	in addition to	in addition to the montly maintenance agreement extra service is billed at \$275 per hour with a two hour minimum	intenance agre	eement extra	service is bille	d at \$275 per	hour with a t	vo hour minin	Em					1
Additional End Final Cost by bours	800000		11 11 11 11 11						-			THE RESERVE	111111111111111111111111111111111111111	
Additional Advanced / IT Training Cost by hours	\$ 150,00	150,00	150.08	150.00	\$ 150.00	\$ 150.00	\$ 150.00		S 150.00	\$ 150.00	\$ 150.00 \$	150 00	5 1500	1500
Additional IT Support by hours	\$ 150.00	150.00	ا۔ا			\$ 150,00	П	~	\$ 150.00	\$ 150,00	1	\$ 150.00	150.00	-
Percentage increase in Service and Supplies Rate by	Ψ	444115611	1.0000000000000000000000000000000000000	TOTAL PROPERTY.		10.000	4.14.1444		11.00000000		E 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			- 1
Percentage Increase for Rural Zone		15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
Percentage Increase for Remote Zone	200	30%	30%	30%	30%	30%	30%	303	30%	30%	30%	30%	30%	309
Moving Charges by Zone	STATE STATE	-			Chine Contra					Principal design	THE RESIDENCE	PERSONAL PROPERTY.	11/11/11/11/11	100
COTION A PRINT PRO	\$ 30,00	\$ 300.00	\$ 350,00		350,00	\$ 350.00	\$ 350.00	\$ 350.00	5	\$ 350,00		\$ 350.00	\$ 350.00	\$ 350,00
Notes: All sumply inclusive and's include strates											ĺ			
Option 3 is a parts and labor only ape. Supplies are s Supply Pricing on Consumable Supply Pricing tab	; - 1													
CPC rates for short term rental (a) BBW units a S.O.J.	3													

Colors	Color   Colo	Color   Colo	Color   Colo	Color   Colo	Control   Cont
100 100 100 100 100 100 100 100 100 100	10.000 Pro Cotton Pro	Control   Cont	Communication   Communicatio	Community   Comm	Control   Cont
			Company   Comp	Colors   C	

#### Ricoh USA WSCA Nevada

		Yleki Per	Unit	Oracle	Reorder	SRP	CUSTOME
Models	Description (Prices Per Unit)	Carten	Packaging	Unit of Measure	Numbers		PRICE
	COPIER MULTIFUNCTIONAL		v-'		244702	222.52	407.0
Ricoh MP 2501	Toner MP 2501	54,000	6 - Boldes	CTN CTN	841768 334049	229,50 31,42	183.64 25,1
Ricolt MP2553SP/ MP3053SP/ MP3353SP	Stamp (Markers) Type 30; Box of 4 Type 2120D Toner, 6x360g Bottles	12,000 68,000	4 - Markers/Box 6 - 380 g. Bottles	CTN	841337	237.42	189.9
SR3150	Staple K Refit; 3 Cartridges of 5,000	15,000	3 - Crtg. Refils; 5,000 Staples per Cartridge	CTN	410602	79.83	63.8
SR3150 (Uses Type K Rest)	Staple Type Stor SR3000(Seddle Stitch)	5,000	1 - Crtg: 5,000 Staples per Cartridge	. сти	412874	51.50	E
SR3140 & Internal Finisher Type 3352	Staple Type T; 5000 per Ctg (1 Ctg per Ctn)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	415009	41.20	32.9
SR3140 & Internal Finisher Type 3352	Staple Refil Type T	10,000	2 - Ctgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.8
	Marker Type 30; 8ox of 4 Markers	12,000	4 - Markers/Box	CTN	334049	31.42	25.1
Ricoh MP 4002SP/5002SP	Toner MP 4500/8045e/L0345; 4 - Bottes/Ctn	120,000	4 - Boldes per Carlon	СТИ	841348	351.75	281.4
SR790/3020/3030 ·	Staple Type K; 1 Cartridge of 5,000	5,000	1 - Crig 5,000 Staples per Carlridge	CTN	410801	45,32	l .
SR790/3020/3030	Staple K Refil: 3 Cartridges of 5,000	15,000	3 - Crtg. Refils; 5,000 Staples per Cartridga	CTN:	410802	79.83	l .
SR3020 (Saddle Stitch)	Staple Type L; 1 Cartridge of 2,000	2,000	1 - Crtg; 2,000 Staples per Cartridge	CTN	411240	32.96	26.3
SR3020 (Saddle Stitch)	Staple L Refit, 4 Cartridges of 2,000	8,000	4 - Crtg. RefSs; 2,000 Staples per Cartridge	CTN	411241	54.59	43.6
	Marker Type 30; Box of 4 Markers	12,000	4 - Markers/Box	CTN	334049	31.42	25.1
Ricoh MP 6002/7502/9002 Series	Type 6110D Black Toner, 4x1,100g 8oldes	172,000	4 - 1,100 g. Bottles	CTN	841332	399.64	319.7
SR4050	Staple Type H; 1 Cartridge of 5,000	5,000	1 - Crtg, 5,000 Staples per Cartridge	CTN	410508 410509	93.73 210.64	1
SR4050	Staple H Refit, 5 Cartridges of 5,000	25,000	5 - Crtg. Reffis; 5,000 Staples per Cartridge  1 - Crtg. 5 000 Staples per Cartridge	CTN CTN	410509 410501	210.64 45.32	1
SR4030/4040 SR4030/4040	Staple Type K; 1 Cartridge of 5,000 Staple K Refit; 3 Cartridges of 5,000	5,000 15,000	1 - Crtg. 5,000 Staples per Cartridge 3 - Crtg. Ref8s, 5,000 Staples per Cartridge	CTN	410801	79.83	1
SR4040 Saddle Sitch	Staple Type L; 1 Cartridge of 2,000	2,000	1 - Crtg. 2,000 Staples per Cartridge	CTN	411240	32.98	1
SR4040 Saddle Stitch	Staple I. Refilt, 4 Cartridges of 2,000	8,000	4 - Crtg. Refits; 2,000 Staples per Cartridge	CTN	411241	54.59	1
BK5010/BK5010e	Staple Type SR90; 4 Cartridges of 5,000	20,000	4 - Ctgs; 5,000 Slaples per Cartridge	CTN	411476	105.06	
5.05.00.00.00	33,000						1
PRODUCTION	COLOR - COPIER / MULTIFUNCTIONAL						
Ricoh Pro C901/C901+ Series	Pro Print Cartridge Black C901	67,000	1 - 2,309g. Cartridge	EA	828249	293.54	234.8
	Pro Print Cartridge Yellow C901	67,000	1 - 2,309g. Cartridge	EA	828250	479.90	383.9
	Pro Print Cartridge Magenta C901.	67,000	1 - 2,309g, Cartridge	EA	828251	479.90	383.9
	Pro Print Cartridge Cyan C901	67,000	1 - 2,309g. Cartridge	EA	828252	479.90	383 9
GB5000	Glue Supply Type A: 1 Bag (EA)	1,300	1 - Bag	EA	404103	312,09	249.6
	Ring Supply Type A White 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404117	342.48	1
	Ring Supply Type A Black 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404118	342.48	1
	Ring Supply Type A White 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404119	202.22	)
	Ring Supply Type A Black 50; 5 Sets of 75	375	5 - Sets of 75	CIM	404120	282.22	225.7
SR5000/SR5020	Staple Type M; 1 Cartridge of 5000	5,000	1 - Crtg; 5,000 Steples per Cartridge	CTN	413013	98.88	1
SR5000/SR5020	Staple Type M Refill; 5 Cartridges of 5,000	25,000	5 - Cige; 5,000 Staples per Carridge	CTN	413026	216.30	173.0 69.2
SR5020	Staple Type U (Saddle SEch); 5,000 per Crtg. (1Crtg/Ctn)	5,000	1 - Ctg. 5,000 Staples per Cartridge	CIM	404235 415010	86.52 44.81	35.8
SR5020	Staple Refit Type T (Saddle Stitch); 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 - Ctys; 5,000 Staples per Cartridge 4 x 5,000/Ctn.	CIN	411476	105.08	84.0
	Staple Type SR90 for 8K5010e C901 series comes equipped with developer fully charged	20,000	4,000,000,000		411410	100.00	
COLOR	- COPIER / MULTIFUNCTIONAL				-		<del> </del>
MP G2003 / MP G2503	Print Cartridge Black MP C2503; 1 Each	15,000	1 - Each	EA	841918	49.18	40.7
,,,,	Print Cartridge Yellow MP C2503; 1 Each	5,500	1 ~ Each	EA	841922	120.00	98.0
	Print Cartridge Magenta MP C2503; 1 Each	5,500	1 - Each	EA	841923	120,00	96.0
	Print Cartridge Cyan MP C2503; 1 Each	5,600	1 - Each	EA	841924	120.00	96.0
	Waste Toner Bottle MP C6003; 1 Each	100,000	1 - Each	EA	416890	16.07	12.8
	Print Cartridga Yelkow MP C2503; 1 Each	9,500	1 - Each	EA	841919	179,99	143.9
	Print Cartridge Magenta MP C2503; 1 Each	9,500	1-Each	EA	841920	179.59	143.9
	Print Cartridge Cyan MP C2503; 1 Each	9,500	1 – Each	EA	841921	179.99	143.9
SR3130	Staple Type T; 5000 per Ctg (1 Ctg per Ctn)	5,000	1 x 5,000/Cin.	CTN	415009	41.20	. 32.9
SR3130	Staple Refit Type T; 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 x 5,000/Ctn.	CIM	415010	44.81	35.8
	Stamp (Markers) Type 30	12,000	4 - Markers/Box	CTN	334049	31.42	25.1
Ricoh MP G3003/3503 Series	Brint Cartridge Black ND C2502	29,500	1 - 495g Bode	Ea	841813	140.11	112.0
Ricoh MP C3003/3503 Series	Print Cartridge Black MP C3503	18,000	1 - 495g Bo⊠a 1 - 359g Bo⊠e	Ea.	841873 841814	207.97	1683
	Print Cartridge Yellow MP C3503 Print Cartridge Magenta MP C3503	18,000	1-374g. Bodze 1-374g. Bodze	Ea.	841815	207.97	166.3
	Print Cartridge Cyan MP C3503	18,000	1 - 331g Botte	Ea.	841816	207.97	166.3
•	Staple Type T; 5000 per Ctg (1 Ctg per Ctn)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	. 415009	41.20	
	Staple Refit Type T (Saddle Stitch); 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 - Ctgs; 5,000 Steples per Cartridge	CTN	415010	44.81	35.6
	Staple Type S (Saddle SRich)	5,000	1 - Crtg: 5,000 Staples per Cartridge	CIN	412874	51.50	E .
	Staple Type K Refil; 5,000 per Crtg. (1 Crtg/Carton)	15,000	3 - Crtg. Refes; 5,000 Staples per Cartridge	CIN	410802	79.63	
	Waste Toner Bottle MP C6003	100,000	1 - Each	CTN	416890	16.07	l .
	Stamp (Markers) Type 30	12,000	4 - Markers-Box	CTN	334049	31.42	1

#### Ricoh USA WSCA Nevada

	ł	Yield Per	Unit	Oracle	Reorder	SRP	CUSTOM
Vodels	Description (Prices Per Unit)	Carton	Packaging	Unit of Measure	Numbers		PRICE
ticoh MP C4503/5501/6003 Series	Print Cartridge Black MP C6003	33,000	1 - 544g. Botte	Ea.	841849	120.63	96.
	Print Cartridge Yellow MP C6003	22,500	1 - 437g Bottle	Ea.	641850	248.09	198.
	Print Cartridge Magenta MP C6003	22,500	1 - 455g. Botte	Ea	841851	248.09	198.
	Print Cartridge Cyan MP C6003	22,500	1 - 400g. Bottle	Ea	641852	248.09	198.
	Stagle Type T; 5000 per Ctg (1 Ctg per Ctn)	5,000	1 - Ctg: 5,000 Staples per Cartridge	CTN	415009	41.20	32
· ·	Staple Refit Type T (Saddle Stitch); 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 - Ctgs; 6,000 Staples per Cartridge	CTN	415010	44.81	35.
	Staple Type S (Saddle Stitch)	5,000	1 - Crtg. 5,000 Staples per Cartridge	CTN	412874	51.50	41.
,	Staple Type K Refit; 5,000 per Crtg. (1 Crtg/Carton)	15,000	3 - Crtg. Refts; 5,000 Staples per Cartridge	CTN	410602	79.83	63.
•	Staple Type W for SR4100 (Sadde Stitch)	2,000	1 x 2,000/ Ctn	CTN	416710	40.46	32
,	Waste Toner Bottle MP C6003	100,000	1 - Each	CTN	. 416890	16.07	12
	Stamp (Markers) Type 30	12,000	4 - Warkers/Box	CTN	334049	31.42	25.
Ricoh MP C5502 / 8002	Print Cartridge Black MP C8002	48,500	1 - Each	EA	842083	147.00	117.
	Print Cartridge Yesow MP C8002	29,000	1 - Each	EA	842084	330.18	264
•	Print Cartridge Magenta MP C8002	29,000	1 - Each	EA .	842085	330.18	264.
,	Print Carbidge Cyan MP C8002	29,000	1 - Each	EA	842086	330.18	264.
, , , , , , , , , , , , , , , , , , ,	Waste Toner Bod's MP C8002	125,000	1 - Each	CTN	416859	81.02	64.3
	Staple Type V for SR4090/SR4100	5,000	1 x 5,000/ Ctr.	CTN	416709	50,58	40.
	Staple Refil Type V for SR4090/SR4100	15,000	3 x 5,000/ Ctn	CTN	416711	101.92	81.
,	Staple Type W for SR4100 (Saddle Stitch)	2,000	1 x 2,000/ Ctn.	CTN	416710	40.45	32
	Staple Refil Type W for SR4100 (Saddle Stitch)	8,000	4 x 2.000/ Cin.	CTN:	416712	68.22	54.
,	Staple Type M, 1 Cartridge of 5000	5,000	1 - Crto: 5,000 Staples per Cartridge	CTN	413013	98.88	79.
,	Steple Type M Reflit, 5 Cartridges of 5,000	25,000	5 - Ctgs; 5,000 Staples per Cartridge	CTN	413026	216.30	173.
•	Staple Type SR90; 4 Cartridges of 5,000	20,000	4 - Ctgs; 5,000 Staples per Cartridge	CTN	411476	105.06	84.
Reah Pra C5100S / 5110S	Pro Print Cartridge Black C5100	30,000	1 - Each	ΕA	828221	154.92	123.
· · · · · · · · · · · · · · · · · · ·	Pro Print Cartridge Yellow C\$100	30,000	1 - Each	EA	828351	230.58	184.
<b>!</b>	Pro Print Cartridge Magenta C5108	30,000	1 + Each	EA	828352	230.58	184.
1	Pro Print Cartridge Cyan C5100	30,000	1 - Each	ÉA	828353	230.58	184
,	Waste Toner Bode MP C8002	45,000	1 - Each	EA	416889	81.02	64.
	Staple Type V for SR4090/SR4100	5,000	1 x 5,000/ Ctn.	CTN	416709	50.58	40.
	Staple Refil Type V for SR4090/SR4100	15,000	3 x 5,000/ Ctn.	CTN	416711	101.92	81.
	Staple Type W for SR4100 (Seddle Stitch)	2,000	1 x 2,000/ Ctr.	CTN	416710	40.46	32
•	Staple Rest Type W for SR4100 (Saddle Stitch)	8,000	4 x 2,000/ Ctn.	CTN	416712	68.22	54.
· · · · · · · · · · · · · · · · · · ·	Staple Type M: 1 Cartridge of 5000	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	413013	98.88	79.
,	Staple Type M Refil; 5 Cartridges of 5,000	25,000	S - Ctgs; 5,000 Stagles per Cartridge	CTN	413026	216.30	173.
	Staple Type SR90; 4 Cartridges of 5,000	20,000	4 - Clgs; 5,000 Staples per Cartridge	CTN	411476	105.06	84.
ticoh Pro C651EX/C751 Series	Pro Print Cartridge Black C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	ΕA	828185	234.00	187.
,	Pro Print Cartridge Yellow C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	EA .	828166	318.00	254.
	Pro Print Cartridge Magenta C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	EA	828187	318.00	254.
•	Pro Print Cartridge Cyan C751; 1 - 1,840g Cartridge	48,500	1 - 1.540g. Cartridga	EA	828189	318.00	254.
K5030 Finisher	Staple Cartridge Type BK 5030; 5000 per Cirg. (3 Cirg./Cin)	15,000	3 - Ctgs; 5,000 Staples per Cartridge	CTN:	404461	127.72	102
,	Ring Supply Type A White 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404117	342.48	273.
<b>!</b>	Ring Supply Type A Brack 100; 5 Sets of 75	375	5 - Sets of 75	CTN₹	404118	342.48	273.
,	Ring Supply Type A White 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404119	282 22	225
	Ring Supply Type A 8fack 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404120	282.22	225
	Staple Type U (Saddle Stitch); 5,000 per Crtg. (1Crtg/Cln)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	404235	86.52	69.
1R5030 / SR5040 1	graphic and the commence of th	1				ı	
	Staple Refil Type T (Sadde Stitch); 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 - Ctgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.
SR5030/SR5040 SR5030/SR5040 SR5030/5040	Staple Refil Type T (Sadde Stitch); 5,000 per Crtg. (2 Crtg/Carton) Staple Type M; 1 Cartridge of 5000	10,000 5,000	2 - Ctgs; 5,000 Staples per Cartridge 1 - Crtg, 5,000 Staples per Cartridge	CTN CTN	415010 413013	44.81 98.88	35. 79.

Vendor Name	e: Ricoh USA		un A - Coniei			
Standard Financing Terms (Months)	Fair Market Value	Operational Lease	Non-Cancelable Rental	Capital Lease	Short Term Rental	Cancelable Rental
18	0.05593	0.06203	0.05593	0.06203	0.139825	0.0671
24	0.04351	0.04746	0.04351	0.04746	n/a	0.0522
36	0.03041	0.03378	0.03041	0.03378	n/a	0.0364
48	0.02496	0.02701	0.02496	0.02701	n/a	0.0299!
60	0.02193	0.023	0.02193	0.023	n/a	0.02632

#### Notes:

Short Terms Rentals: Ricoh will only be offering new reman/certified gear for short term rentals.

Short Term Rental [STR] is based on availability

One time Delivery & Removal charge for STR's = \$300

For units that require networking a \$275 charge will apply to short term rentals

Group A - Copiers B

Vendor Nam	e: Ricoh USA		4 - Copiers b		
Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
		Complete Unit	\$13,286.00	62.86%	\$4,934,42
		(Includes base unit and custom features)			
А3		Itemized Custom Features:			40.011.00
1	MP 3553	Base Unit	\$10,576.00	63.68%	\$3,841.20
B&W		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$1,160.00	65.34%	\$402.06 \$691.04
		Finisher - Stopling	\$1,600.00 Standard	56.81% Standard	\$691.04 #VALUE!
	<del>, , , , , , , , , , , , , , , , , , , </del>	Print/Scan  Complete Unit			
		(includes base unit and custom features)	\$18,159.00	57,56%	\$7,706.13
		Itemized Custom Features:			
A3		Base Unit	\$15,596.00	59.91%	\$6,253.06
Color/B&W	MPC 3503	Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
COIOI/B&W		2/3 Hole Punch	\$983.00	59.10%	\$402.05
		Finisher - Stapling	\$1,580.00	33.48%	\$1,051.02
		Print/Scan	Standard	Standard	#VALUEI
Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
= 2081110114		Complete Unit			
		(includes base unit and custom features)	\$19,696.00	65.50%	\$6,796.10
		Itemized Custom Features:			
A4	=	Base Unit	\$14,946.00	69.69%	\$4,530.13
B&W	MP 5002SP	Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
DOLVV		2/3 Hole Punch	\$980.00	66.73%	\$326.05
		⇒ Finisher - Stapling	\$3,770.00	48.54%	\$1,940.04
		Print/Scan	Standard	Standard	#VALUE!
		Complete Unit	\$21,924.00	63.15%	\$8,078.99
		(Includes base unit and custom (eatures)	7/21/7/24800		3,6,07,6,0
	••	Itemized Custom Features:			
A4	MPC 4503	Base Unit	\$19,361.00	67.25%	\$6,340.73
Color/B&W	WII C 4505	Autamatic Document Feeder - duplexing	Standard	Standard	#VALUE!
_		2/3 Hole Punch	\$983.00	30.00%	\$688.10
		Finisher - Stapling	\$1,580.00	33.48%	\$1,051.02
		Print/Scan	Standard	Standard	#VALUE!
Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
-		Complete Unit	\$36,615.00	65,21%	\$12,738.36
		(Includes base unit and sustom features)			
A5		Itemized Custom Features:			
	MP 7502SP	Base Unit	\$31,850.00	65.85%	\$10,876.78
B&W		Automatic Document Feeder - duplexing	Standar <b>d</b>	Standard	#VALUE!
		2/3 Hale Punch	\$995.00	53.67%	\$460.98
		Finisher - Stopling	\$3,770.00 Standard	62.86%	\$1,400.18 #VALUEI
		High Capaity Paper Troy - Min 2000 pages  Complete Unit	Standard	Standard	
		(includes base unit and custom features)	\$54,318.00	66.27%	\$18,323.09
		Itemized Custom Features:	ars entire contract the first		
A5			¢∧o nce no	67 ///	\$15 07E E6
	MPC 8002SP				
COIDI/BAW					
		}			
A5 Color/B&W	MPC 8002SP	Base Unit Automatic Document Feeder - duplexing 2/3 Hole Punch Finisher - Stapling High Capaity Paper Tray - Min 2000 pages	\$49,065.00 Standard \$983.00 \$4,270.00 Standard	67.44% Standard 30.00% 61.12% Standard	\$15,975.5 #VALUE! \$688.10 \$1,660.18 #VALUE!

## Vendor Name: Ricoh USA

\$ 1,295,00 \$ 1,295,00 See Master Pricing Schedule	\$ 1,295,00 \$ See Master Pricing Schedule See Ma	1	_	\$ 1,295.00 See Master Pricing Schedule	\$ 1,295,00 See Master Pricing Schedule	Nuance Equitrac PCC - EOS/EES: Embedde Device on Additional Option (please describe here)
; ;	\$ 899.00 \$	\$ 899.00	\$ 899.00	\$ 899,00	\$ 899,00	NSI Output Manager Enterprise MFO Client License
2-1	See Master Pricing Schedule See Master Pricing Schedule		See Master Pricing Schedule	See Master Priding Schedule	See Master Pricing Schedule	Additional Option (please describe here)
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	See Master Pricing Schedule See Master Pricing Schedule Se	t	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
- 1	\$ 4,805,00 \$	\$ 4,805,00 \$	\$ 4,805.00	\$ 4,805.00	\$ 4,805.00	Kofax Capture Standard 1 concurrent station, image
15	See Master Pricing Schedule See Master Pricing Schedule		er Pricing Schedule	See Master Pricing Schedule	See Master Prizing Schedule	
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ıl	\$ 1,245,00 \$	\$ 1,245,00 \$	\$ 1,245.00	\$ 1,245.00	\$ 1,245,00	-
		\$ 1,350.00 \$			\$ 1,350.00	GlobalScan NX V2 Server 5 and License
1	Standard		Standard	Standard		Advanced Scanning Software
15	ā	See Master Pricing Schedule S	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
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4	\$ . 960.00 Standard		\$ 960.00	\$ 00.096		Hard Drive Security Kit
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						Additional Option (please describe here)
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	12.390.00 N/A	N/A S	\$ 12,390,00	\$ 12,390,00	\$ 12,390,00	Advanced Office Finisher
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-	1,050,00 N/A		1,050.00	\$ 1,050.00	1,050.00	
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		\$ 642,000.00   \$	\$ 56,603.00	\$ 45,603,00	\$ 41,115.00	Marking Engine
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and the same	Signal Colors Baw and Colors Signal Colors					

Notes: Bank netowik connect fees are included in marking engine pricing. Maintanence and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

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	(611-116)	(61.1-16)	(120-139)	(120-139)	(140-159)	(140-159)	(409)	(160+
Make	Ricoh	Kodak	Ricoh	Kodak	Kodak	٠	Kodak	
Model	Pro 8100EX	SX3300	Pro 8120S	SX3900	DM HD 150		DM HD 300	
Marking Engine - Discount	65.00%	22.00%	64.00%	22.00%	20.00%		20.00%	
Accessories (Paper Handling, Paper Feeding,								***
Finishing, Facsimile) Discount	30.00%	0.00%	30.00%	0.00%	0.00%		0.00%	
Connecivity / Security Discount	0.00%	0,00%	0.00%	0.00%	0.00%		0.00%	
Accessibility Options Discount	30.00%	0.00%	30.00%	0.00%	0.00%		0.00%	
Software Discount	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	

NOTE: Discount must be shown in percent format.

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Melans:
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Control Differences table devices prompts and service and supply included.
On orders for short form remail (c) liast white, soft) (any (f) loast/Color with s. (114 of \$ colors orders) & Color orders for short form remail (c) liast white, soft).

Ricoh USA WSCA Nevada

SUPPLIES (Prices Per Unit) Current Production Models	nit)						
		Yield Per	Unit	Oracle	Reorder	SRP	WSCA
Models	Description (Prices Per Unit)	Carton	Packaging	Unit of Measure	Numbers		PRICE
M/9	B/W COPIER MULTIFUNCTIONAL						
Ricoh Pro 8100EX / 8100s / 8200s / 8210s	Pro Taner 8100S	328,000	4 - Bottles/Ctn.	CTN	828277	517.12	413.70
	Refill Staple Type T for SR5020 (Saddle Stitch)	10,000	2 - Ctgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35,85
	Staple Type M for SR5000/SR5020 (Usual Staple)	5,000	1 - Спg; 5,000 Staples per Cartridge	CTN	413013	88.86	79.10
	Staple Refill Type M for SR5000/SR5020 Usual Staple)	25,000	5 - Ctgs; 5,000 Staptes per Cartridge	CTN	413026	216,30	173.04
BK5030 Finisher	Staple Cartridge Type BK 5030; 5000 per Ctrg. (3 Ctrg./Ctn)	15,000	3 - Ctgs; 5,000 Staples per Cartridge	CTN	404461	127.72	102,18
RB5000	Giue Supply Type A: 1 Beg (EA)	1,300	1 - Bag	\$	404103	312.09	249.67
RB5000	Ring Supply Type A White 100; 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404117	342.48	273.98
RB5000	Ring Supply Type A Black 100; 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404118	342,48	273.98
RB5000	Ring Supply Type A White; 50 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404119	282.22	225.78
RB5000	Ring Supply Type A White Black; 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404120	282.22	225.78

Vendor Name: Ricoh USA	: Ricoh USA		List Prici	List Pricing Worksheet		
Standard Financing Terms (Months)	Fair Market Value	Operational	Non-Cancelable	Capital Lease	Short Term	Cancelable
18	0.05593	0.06203	0.05593	0.06203	0.139825	0.06712
24	0.04351	0.04746	0.04351	0.04746 n/a	n/a	0.05221
*	0.03041	0.03378	0.03041	0.03378 n/a	n/a	0.03649
48	0.02496	0.02701	0.02496	0.02701 n/a	n/a	0.02995
130	0.02193	0.023	0.02193	0.023 n/a	n/a	0.02632

#### Notes:

Short Terms Rentals: Ricoh will only be offering new reman/certified gear far short term rentals.

Short Term Rental [STR] is based on availability

One time Delivery & Removal charge for STR's = \$300

For units that require networking a \$275 charge will apply to short term rentals

00.00				-	1
40.00	0.00%	\$0.00	Finisher - Stapling	roup B	1423173821 Ricoh Group B
\$0.00	0.00%	\$0.00	Automatic Document Feeder - duplexing 2/3 Hole Punch		Color/B&W
\$0.00	0.00%	\$0.00	Base Unit		01-5/0011
			temized Custom Features:		R O
\$0.00	0.00%	\$0,00	Complete Unit (includes base unit and outson features)		
#VALUE!	Standard	Standard	High Capacity Paper Tray - Min 2000 pages		
#VALUE!	Standard	Standard	Finisher - Stapling		
\$32,959.00	16.13%	\$39,300.00	2/3 Hole Punch		
#VALUE!	n/a	n/a	Automatic Document Feeder - duplexing	5141 15 000	B&W
\$152,000.00	20.00%	\$190,000,00	Base Unit	DM HD 300	89
			Itemized Custom Reatures:		3
\$184,959.00	19.34%	\$229,300.00	(includes base unit and custom (setting)		
Discounted Price	Discount (% off)	Suggested Retail Price	Configuration	Model	Segment
#VALUE!	n/a	n/a	Print/Scan		***
#VALUE!	n/a	n/a	Finisher - Stapling		
#VALUE!	n/a	n/a	2/3 Hole Punch		
#VALUE!	n/a	n/a	Automatic Document Feeder - duplexing		Color/B&W
\$531,960.00	22.00%	\$682,000.00	Base Unit	SX3900	0/
			Itemized Custom Features:		В7
\$531,960.00	22.00%	\$682,000.00	(includes base unit and custom flattice)		
#VALUE!	Standard	standard	Print/Scan		
\$3,267.00	52.39%	\$6,862.00	Finisher - Stapling		
\$601.00	42.76%	\$1,050.00	2/3 Hole Punch		
#VALUE!	Standard	Standard	Automatic Document Feeder - duplexing		B&W
\$24,146.00	64.28%	\$67,603.00	Base Unit	Pro 8120S	8/
			Itemized Custom Features:		}
\$28,014.00	62.90%	\$75,515,00	(Included base unit and cussom features)		
Discounted Price	Discount (% off)	Suggested Retail Price	Configuration	Model	Segment
#VALUE!	n/a	n/a	Print/Scan	nieskard merkerangerangerangerangerangerang	87
\$0.00	n/a	n/a	Finisher - Stapling		
#VALUE!	n/a	n/a	2/3 Hole Punch		1
#VALUE!	n/a	n/a	Automatic Document Feeder - duplexing	3X3300	Color/B&W
00 092 0055	72.00%	\$642,000,00	Research Committee Committ		B6
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\$500,760.00	22.00%	\$642,000.00	(includes been montained encountreement)		
\$2,247.00	49.93%	\$4,488.00	Print/Scan		
\$0.00	52.39%	\$6,862.00	Finisher - Stapling		
\$601.00	42.76%	\$1,050.00	2/3 Hole Punch		
#VALUE!	Standard	Standard	Automatic Document Feeder - duplexing	1 TO OTTOOLY	B&W
\$13,810.00	66.41%	\$41,115.00	Base Unit	Pro 8100EY	86
			itemized Custom Features:		3
\$19,925.00	62.77%	\$53,515,00	Complete Unit undudes base unit and custom features)		
CONTROL OF THE PROPERTY OF THE	E				

**List Pricing Worksheet Group B - Copiers Color** 

Vendor Name: Ricoh USA

89 Color/B&W (160+)	89 8&W (160+)	88 Color/B&W (140-159)	88 B&W (140-159)	B7 Color/B&W (120-139)	87 8&W (120-139)	87 B&W (120-139)	86 Color/B&W (91-119)	86 B&W (91-119)	86 8&W (91-119)	86 8&W (91-119)	Group B - Production Copiers E&W and Color/B&W Segments
	1,000,000 -+		550,000 - 1,000,000		275,000 - 550,000	40,000 - 275,000		30,000 - 160,000	20,000 - 110,000	20,000 - 110,000	Monthly Volume Range
	1,250,000		750,000		300,000	195,000		134,400	99,000	99,000	Monthly Target Volume
	\$ 0.0159		\$ 0.0180		\$ 0.0258	\$ 0.0126		\$ 0.0142	\$ 0.0156	\$ 0.0141	CPC for First 30% of B&W Volume
0	375,000	0	225,000	0	90,000	.58,500	0	40,320	29,700	29,700	First 30% of Volume
	\$ 0.0063		\$ 0.0063		\$ 0.0067	\$ 0.0035		\$ 0.0037	\$ 0.00390	\$ 0.00390	CPC for all B&W copies made after the first 30%
	·										CPC for each Color copy made
	DM HD 300		DM HD 150		DM HD 125	Pro 8120S		Pro 8110S	Pro 8100S	Pro 8100EX	Model

#### Notes:

Cost Per copy pricing above is based on 60 month term with volume minimum

For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule
14231.73821. Ricch Group B

Cost per copy pricing for other terms can be creoted using the same formula upon request.
Cost-Per-Copy with Minimums
Cost-Per-Copy with Minimums.

Page 1 of 1

Group B - Copiers Color **List Pricing Worksheet** 

## Vendor Name: Ricoh USA

89 Color/B&W (160+)	89 8&W (160+)	B8 Color/B&W (140-159)	B8 B&W (140-159)	87 Color/B&W (120-139)	87 8&W (120-139)	87 8&W (120-139)	86 Color/B&W (91-119)	86 8&W (91-119)	86 8&W (91-119)	86 8&W (91-119)	Group BProduction Copiers B&W and Color/B&W Segments
	1,000,000 -+		550,000 - 1,000,000		275,000 - 550,000	40,000 - 275,000		30,000 - 160,000	20,000 - 110,000	20,000 - 110,000	Monthly Volume Range
	1,250,000		750,000		300,000	195,000		134,400	99,000	99,000	Monthly Target Volume
	\$ 0.0176		\$ 0.0203		\$ 0.0296	\$ 0.0144		\$ 0.0163	\$ 0.0179	\$ 0.0161	CPC for First 30% of B&W Volume
0	375,000	0	<b>2</b> 25,000	0	000,08	58,500	0	40,320	29,700	29,700	First 30% of Volume
	\$ 0.0063		\$ 0.0063		\$ 0.0067	\$ 0.0035		\$ 0.00.7	0.005.00	\$ 0.005.0	CPC for all B&W copies made after the first 30%
											CPC for each Color copy made
	DM HD 300		DM HD 150		DM HD 125	Pro 8120S		Pro 8110S	Pro 8100S	Pro 8100EX	Model.

#### Notes:

Cost Per copy pricing above is based on 60 month term without volume minimum

For sost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule 14231-13821 RICON Group of the Cost per cape of the same formula upon request. Cost-Per-Copy without Minimums CPC pricing below is based on Standard Zone. Contractual uplifts apply for non standard zone placements

## List Pricing Worksheet Group C - Wide Format Devices (Black and White /Color)

Vendor Name: Ricoh USA

#### utput Tray ard Drive Socurity Kit etrvorik Security Kit ower Protection Unit ower Protection (please describe here) Accessibility Option (please describe here) can Station dditional Roll Width (optional) dditional Option (please descri ditional Option ( arking Engine ditional Option (please describe here) Connectivity / Security Additional Option (please describe here) rance Accounting Software inced Scanning Software JaiScan NX VZ Server 5 and License Scance Equitrac PCC - EOS/EES; Embedde Device at 5 The Control of The Control o Additional Option (please describe here) utput Manager Enterprise MFD Client Lizense \$ sce Equitrac PCC - EO5/EE5; Embedde Device ar \$ ork Connectivity Kit mline NX 1 Device Base License, Secure Print M \$ note Office Appliance \$ Capture Standard 1 concurrent station, Image additional Option (please describe here) toStare Express Device Lic and Workflow Day ditional Option (please describe here) ed Scanning Interface Software Software Options Paper Handling Paper Feeding please describe here) Model See Master Pricing Schedule See Master Pricing Schedule Ricoh MP W3601 w/PlotWorks / Savin 3406WD w/PlotWorks / Lanier LW426 w/PlotWorks See Master Pricing Schedule See Master Pricing Schedule Standard See Master Pricing Schedule See Master Pricing Schedule Standard Up to 36 inches See Master Pricing Schedule Standard Ricoh / Savin / Lanier 2,116.00 1,245.00 ,379,00 889.00 410.00 Standard Standard Standard See Master Pricing Schedule See Master Pricing Schedule \$ 4,805,00 See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule Standard Standard up to 36 inches MP CW2200SP 2,194.00 1,379.00 1,350.00 889.00 ,245.00 Standard Standard Standard Standard Standard See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule N/A Standard w/PlotWorks / Lanier LW5100en w/PlotWorks / Savin en5100WD Standard Standard Up to 36 Inches Ricah Afielo MP W5100cn Ricoh / Savin / Lanier Medium W&8 (10,001:50,000) Group 6 - Wilde Forman Devices lineliides Bi&Wand Color/B&W 2,194.00 889,00 .,379.00 ,245.00 350.00 Standard Standard Standard Standard \$ 4,805.00 See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule Standard See Master Pricing Schedule See Master Pricing Schedule Standard up to 54 inches Standard Ricoh / Savin / Lanier Pro (4130 1,350.00 1,245.00 2,194.00 1,379,00 00.688 Standard Standard See Master Pricing Schedule Standard Standard See Master Pricing Schedule See Master Pricing Schedule See Master Pricing Schedule Standard See Master Pricing Schedule See Master Pricing Schedule Standard up to 63 inches Ricoh / Savin / Lanier Pro L4160 2,194.00 1,350.00 889.00 ,379.00 Standard Standard See Master Pricing Schedule See Master Pricing Schedule Standard See Master Pricing Schedule Standard Standard See Master Pricing Schedule N/A See Master Pricing Schedule See Master Pricing Schedule Standard w/PlotWorks / Savin en7140WD w/PlotWorks / Lanier LW7140en See Master Pricing Schedule Up to 36 inches Ricoh Aficio MP W7140en Ricoh / Savin /Lanier w/PlotWorks (50)00014) MRBI HIBH 48 835.00 2,194.00 379.00 .,350.00 245.00 High color/B&W (50,0001+)

#### . canon

Basic netowrk connect fees are Included in morking engine pricing.

Mointonence and Support is required for oll softwore options. The M&S support pricing can be found on the Master Pricing Schedule.

Vendor Name: Ricoh USA	Group C -	Group C - Wide Format Devices (Black and W	ices (Black and Wr	hite /Color)		
			Group C= Wide	Formati Devices		
			indiudes B&W a	and color/B&W		
Priding Item			SEGIV	/IENTS		
	Low	Low	-	Medium	High	High
	B8AW	Color/BaiN (Soc-10 (100)	B&W	Color/B&W (410 001-80 000)	B&W	Color/B&W
Make	Ricoh / Savin / Lanier	Ricoh / Savin / Lanier	Ricoh / Savin / Lanier	Ricoh / Savin / Lanier	Ricoh / Savin /Lanier	
Model	Ricoh MP W3601 w/PlotWorks / Savin 3406WD w/PlotWorks / Lanier LW426	MP CW2200SP	Ricoh Aficio MP WS100en w/PlotWorks / Savin en5100WD w/PlotWorks / Lanier	Pro L4130	Ricoh Aficio MP W7140en w/PlotWorks / Savin en7140WD w/PlotWorks / Lanier	
Marking Engine - Discount	52.00%	50.00%	52.00%	34.00%	51.00%	
Accessories (Paper Handling, Paper Feeding,						
Finishing, Facsimile) Discount	23.00%	30.00%	23.00%	30.00%	23.00%	
Connecivity / Security Discount	0.00%	0.00%	0.00%	0.00%	0.00%	
Accessibility Options Discount	0.00%	0.00%	0.00%	0.00%	0.00%	
Software Discount	0.00%	0.00%	0.00%	0.00%	0.00%	

NOTE: Discount must be shown in percent format.

## List Pricing Worksheet Group C - Wide Format Devices (Black and White /Color)

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n/c	15%					30%	30%	Porcentage Increase for Remote Zone
n/c			15%	15%	15%		15%	Percentage increase for Rural Zone
s s n/c		000000000000000000000000000000000000000						Parcentage increase in Service and Supplies Bate by Service Zone
s n/c		ž.	S	\$	w			Additional IT Support by hours
प्रशासकाता । प्रशासकाता । प्रशासकाता ।	150.00	\$ 150.00	\$ 150,00	\$ 150.00	\$ 150.00	\$ 00.051 \$	150.00	ราบด
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					THE PROPERTY OF THE PARTY OF TH			13 (23)(31)
		our minimum	ar hour with a two ho	:e is billed at \$275 pa	reemant extra servic	ntiy maintenance a	In addition to the montly maintenance agreement extra service is billed at \$275 per hour with a two hour minimum	
		our minimum	er hour with a two hi	e is billed at \$250 pc	In addition to the montly maintenance agreement extra service is billed at \$250 per hour with a two hour minimum	ntly maintenance a	In addition to the mos	
		ur minimum	er hour with a 1.5 ho	te is billed at \$225 pe	In addition to the montly maintenance agreement extra service is billed at \$225 per hour with a 1.5 hour minimum	ntly maintenance a	in addition to the mor	
•		our minimum	or hour with a two ho	o is billed at \$200 pc	preement extra servic	otly maintenance a	In addition to the montly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum	
		our minimum	or hour with a two ho	e is billed at \$200 pc	treement extre servic	ntly maintenance a	In addition to the montly maintenance agreement extre service is billed at \$200 per hour with a two hour minimum	
7.		ur minimum	er hour with a 1.5 ho	a is billed at \$150 pc	greement extra servic	ntly maintenance a	In addition to the montly maintenance agreement extra service is billed at \$150 per hour with a 1.5 hour minimum	
N/A	N/A N/A		N/A	N/A	N/A	N/A	N/A	
ni ningginianging pagaraga	ersa predictionalme			STREET OF STREET OF STREET	NEWSTANDAMENTER	adamente nekari	eneuraga kolesa a paren	Additional Service and Supplies Options
								Option #3 Overage Rate
								Option #3 Monthly Base Charge
								Option #3 Included Base Number Impressions
								Control of Control of the Control
								Option 83 Charging Date
						***************************************		Octor in Manachine
								Option #2 Included Base Number Impressions
\$ 0,0304				\$	\$ 0.0400	\$ 0,0600	0,04 5	Option #1 Overage Rate
\$ 958.00				5 243.00	5		5 48.00	Option #1 Monthly base Charge
3,500					2,500		1,650	Option #1 Induded Base Number Impressions
7.7. 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	CASCAS - 2504 F.C. 25 C. 25CL B.C. 25CL	100000000000000000000000000000000000000	400 1000 201 100 201 201 201 201	122372427255	100 100 100 100 100 100 100 100 100 100	(D) (D) (D) (C) (C) (C) (D) (D) (D)	1960 Control (1960) 255 (1960)	Optional Includes ampression Pricing
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	4 1065.00		\$ 1065.00			200		Zaro Base Service and Supplies Pricing
tanier (W7140en) w/PlotWorks				Lanier LW5100en w/Plotworks			tanier (W426 W/PlotWorks	
				w/PlorWorks /		į	w/PlotWorks /	
Pro LATGO Savin an 71 ADWD	Pro (4160 —	Pro 14190	Pro (41.30	Savin an S100WD	MP CW2200SP	MP CW7200SP	Savin 3406WD	Mode
w/Index				w/Plortworks /		-	w/PlatWarks/	
Ricoh Aficlo MP				Ricoh Aficio MP			Ricoh MP W3601	
tanier /Canier	Lanier	Lanier	Larver	Lanier	Larrier	Lanler	Lanler	
Ricoh / Savin / Ricoh / Savin	Ricoh / Savin / Rico	Ricoh / Savin /	Ricota / Savin /	Ricoh / Savin /	Ricoh / Savin /	Ricoh / Savin /	Ricoh / Savin /	Vieke
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	or/ Box W	nellisessaw and color/saaw	Individual Section					
	Devices	Group C - Wide Format Devices	M o drou	· О.				
	A STATE OF THE STA							vendor Name: Ricon USA

Notes: All Supplies must be purchased separately. Pricing above is serible and parts only pricing Supply pricing can be found on the Consumable Supply Pricing tab

# List Pricing Worksheet Group C - Wide Format Devices (Black and White /Color)

## Ricoh USA WSCA Nevada

SUPPLIES (Prices Per Unit) Current Production Models				·			
		Yield Per	Unit	Oracle	Reorder	SRP	WSCA
ν.	Wide Format		9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9				
Ricon MP W36013 and John School Schoo	Black Toner 1160W; 6x800g Certridges	25,704	6 - 800 g. Centridges/Crt.	CTN	888029	1,100.56	880.45
Ricoh MP W5100/MP W7140 W/F Toner yield is 3,300 linear feet/cartridge	Rtcoh Toner Black MP W71404/23/2009; 6 - 800 g. Cartridges	0	6 - 800g, Cartridges	CTN	821021	1,075.32	860.26
Ricoh MP CW2200SP				\$			
	Print Cartridge Black MP CW2200	4,716 Sq. Ft. *	1 - 200ml, Cartridge	\$	841720	140.00	112.00
	Print Cartridge Cyan MP CW2200	2,070 Sq. Ft. *	1 - 100ml, Cartridge	5	841721	70.00	56.00
	Print Cardidge Magenta MP CW2200	2,205 Sq. Ft. *	1 - 100ml. Cartridge	Ē	841722	70.00	56.00
***************************************	Print Certridge Yellow MP CW2200	2,205 Sq. Ft. *	1 - 100ml. Cartridge	₽	841723	70.00	56,00
Pro L4130 / 4160							
	Pro Ink Pack Black L4160	See Yield Note	1 - 600ml. Bag		841976	170.00	136.00
	Pro Ink Pack Cyan L4160	See Yield Note	1 - 600ml, Bag		841977	170.00	136.00
	Pro Ink Pack Magenta L4160	See Yield Note	'1 - 600mi, Bag		841978	170.00	136.00
	Pro Ink Pack Yellow L4160	See Yield Note	1 - 600mt. Bag		841979	170.00	136.00
	Pro Ink Pack Orange L4160	See Yield Note	1 ~ 600ml. Bag		841980	170.00	136.00
	Pro Ink Pack Green L4160	See Yield Note	1 - 600ml, Bag		841981	170.00	136.00
	Pro Ink Cartridge White L4160	See Yield Note	1 - 220ml, Bag		841982	98.00	78.40
	Pro Maintenance Klt Type A	See Yield Note	1 - Each		841970	43.42	34.74
	Pro Flushing Cartridge Type A	See Yield Note	1 - Each		841971	43.42	34.74
	Pro Wiper Kit Type A	See Yield Note	1 - Each		841906	112.50	90.00
	Pro Waste ink Bottle Type A	See Yield Note	1 - Each		841907	37.50	30.00
•	Pro Cutter Blade Type A	See Yield Note	1 - Eech		841908	45.39	36.31
	Pro Cleaning Stick Type A	See Yield Note	1 - Each		841909	75.00	60.00
	Pro Absorbent Sponge Klt Type A	See Yield Note	1 - Each		841910	47.37	37.90
	Pro Eco Cartridge Type A	See Yield Note	1 - Each		841911	410.53	328.42
	Pro Filter Kit Type A	See Yield Note	1 - Each		841912	90.79	72.63
	read trains and trains						
	industrials vary depending on the freeda, resolution and print head passes and dienerore carried	sees and therefore ce	milot be calculated				

# Group C - Wide Format Devices (Black and White /Color)

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0.02632	n/a	0.023 n,	0.02193	0.023	0.02193	6.0
0.02995	n/a	0.02701 n/a	0.02496	0.02701	0.02496	48
0.03649	n/a	0.03378	0.03041	0.03378	0.03041	36
0.05221	n/a	0.04746	0.04351	0.04746	0.04351	24
0.06712	0.139825	0.06203		0.06203	0.05593	18
Cancelable Rental	Short Term Rental	Capital Lease	Non-Cancelable Rental	Operational Lease	Fair Market Value	Standard Financing Terms (Months)
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#### Notes:

Short Terms Rentals: Ricoh will only be offering reman/certified gear for short term rentals.

Short Term Rental [STR] is based on availability

One time Delivery & Removal charge for STR's = \$300

For units that require networking a \$275 charge will apply to short term rentals

Group C - Wide Format Devices (Black and White /Color)

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Segment	Model	Configuration	Suggested Retail Price	Discount (% off)
	Ricoh Aficio	Complete Unit (Includes base unit and custom features)	\$40,963.00	51.39%
Medium	MP	Itemīzed Custom Features:		
D 0 1 A /	14/510000	Base Unit	\$37,814.00	51.60%
BXW	Mannen	Cansole	A/N	N/A
	w/PlotWorks	Roll Paper Feeder	\$3,149.00	48.90%
		Print/Copy/Scan	Included	Included
		Complete Unit (includes base unit and custom features)	\$0.00	
Medium	,	Itemized Custom Features:		
Calar/0914/	-	Bose Unit	\$0.00	0.00%
C0101/ B& VV		Console	\$0.00	0.00%
		Roll Paper Feeder	\$0.00	0.00%
		Print/Copy/Scan	\$0.00	0.00%

1423173855\_Ricoh Group C Cost-Per-Copy

## List Pricing Worksheet

# Vendor Name: Ricoh USA Group C - Wide Format Devices (Black and White /Color)

High Color/B&W (50,0001+)	High B&W (50,0001+)	Medium Color/B&W (10,001-50,000)	Medium B&W (10,001-50,000)	Low Color/B&W (500-10,000)	Low B&W (500-10,000)	Group C- Wide Format Devices B&W and Color/B&W Segments
			·			Monthly Volume Range
					:	Monthly Target Volume
						CPC for First 30% of B&W/Volume
0	0	0	0	0	0	First 30% of Volume
						CPC for all B&W copies made after the first 30%
						CPC for each Color copy made

Additional Service & Supply Options Notes:	Yearly Service Only Base fee	Service & Supplies	Additional Extended Option Warranty	3 Year On-Site Limited Warranty	1 Year Advanced Exchange Warranty	Extended Option Warranty (please describe here)	Standard Warranty	A STATE OF THE PERSON OF THE P		Nuarce Equitrac PCC - EOS/EliS: Embedde Device	NSI Output Manager Enterprise MED Client License	Advance Accounting Software	Additional Option falonce describe here!	(PRamota Office Appliance	Streamline NX 1 Davice Base (Icense, Secure Print	Simple Account Software	Additional Option (please describe here)	Kofax Capture Standard 1 concurrent station, image	Advanced Scanning Interface Software	Additional Ontion (nions describe base)	NSI antostore Process Double III and Worldow Day	Number Courtes PCC - FOS/ITS: Tenhanda Davice	Global Scan NX V2 Server S and License	Advanced Scanning Software	Coffware Carlotte	Accessibility Option (please describe here)	Acceptability One of the last	Additional Option (please describe here)	Power Protection Unit	Network Security XII	Hard Orive Security Kit	Network Connectivity Xit	Approas / Approachog	Additional Fax Memory	Dual Line Option	Facsimile Kit	Regulations (1991) Annih Catlons	Additional Option (please describe here)	Output Tray		Additional Outlan interes reservite here!	larde Canaciro Trau	Bypass Paper Supply	Paper-Feed Units	Additional Paper Drawer	Base Cabinet	Paper Feeding	Additional Option (please describe here)	Color Scanner	Platen Cover	Scan Station	RADE	ADF	The second secon	Marking Engine	Model	Make			Pricing Item		Vendor Name: Ricoh USA
	N/A	0.0090	See Master Pricing Schedule	N/A	N/A	9/43	90 days	THE PERSON NAMED IN COLUMN	San Magter Bricker School	av 5	-	The state of the s	See Magter Pricing Schoolide		N S 1.379.00	The second secon	San Magter Pricing School de		The state of the s	- 1.	^	1 245.00	1 380 00			3000		Sen Master Pricing Schodule	See Master Pricing Schedule	\$ 247.00	\$ 530.00	Standard		N/A	N/A	N/A		See Master Pricing Schadule	Standard		Con Master Driefe Schoolile	N/A	Standard		\$ 484.00	\$ 264.00		See Master Pricing Schedule	Standard	N/A	751.00		N/A	The state of the s	1 848 00	MP171/917/0117	Ricoh/Savin/Lanier		DCM.			
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Notes:
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Additional Service & Supply Options See M				3 Year On-Site Limited Warranty	3 Year Advanced Exchange Warranty	Consider Opening Mineral Colonia Administrative Augustine	Well Brick	ď	5	NSI Output Manager Enterprise MFD Client License \$	1	· · · · ·	GiRemote Office Appliance		ase describe here)	Kofax Capture Standard 1 concurrent station, Image	Advanced Scanning Interface Software	ow Day	Nuance Equitrac PCC - EO5/EI5: Embedde Device er	GlobalScan NX V2 Server 5 and License	Advanced Scanning Software	Software Options are ready	1884000	se describe here)		Network Security Kit Standard	Hard Orive Security Kit	A / Jecont / As	Additional Fax Memory N/A			TESTER METHOD IN Facalentle Optional (1992) (SERVISE METHOD)	otion (please describe here)	Output Tray	be here)		Bypass Paper Supply N/A		Additional Disease Captures	Paper Feeding	ton (please describe here)			Scan Station N/A	RACK N/A	Paper Handlog	Marking Englise	Model	Make			Pricing Rem			- Charles Machine Con-
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Additional Service & Supply Options Notes:	Yearly Service Only Base fee	Service & Supplies	Additional Extende	T Year On-Site Limit	Extended Option	Standard Warranty		Additional Opt	Nuance Equitrac Pt	NSI Output Manage	Advance Accounting Software	Additional Opt	DRemote Office An	Simple Account So:	Additional Opt	Kofax Capture Stan	Advanced Scanning	Additional Opti	NICI Actorston force	GlobalScan NX V2 S	Advanced Scanning Software	8	Accessibility Option	Action Conde	Additional Oation to	Network Decurity Kit	Hard Drive Security Kit	Network Connectiv	Connect	Additional Fax Men	Dual Line Option	Facelmile Kir	Additional Option	Output Tray		Additional Option (r	t areas Canaday Trav	Paper-Feed Units	Additional Paper Drawer	Base Cabinet	(2) (1) (2) (1) (2) (1) (2) (1) (2) (1) (1) (2) (1) (1) (1) (1) (1) (1) (1) (1) (1) (1	Additional Option (p	Color Scanner	Platen Cover	RADE	ADF	4.0	Marking Engine				Priong Ken
Supply Options	Base fee		ional Extended Option Warranty	Year Amorniced Exchange Indirately	rtended Option Warranty (please describe he		Warshiy	Additional Option (please describe here)	uance Equitrac PCC - EOS/EES: Embedde Device au	er Enterorise MED Client Lizens	¢ Software	dditional Option (piegse describe here)	Remote Office Appliance	tware	dditional Option (please describe here)	fax Capture Standard 1 concurrent station, image	tranced Scanning Interface Software	Additional Option (places describe here)	L - EUS/EES: Embados Davice	iobalScan NX V2 Server 5 and License	Software	Software Options	(please describe here)	muhility Cotions	Six	P	'   <del>?</del>	ty Kit	Connectivity / Security	יסוץ		en miles Character 11/2/2011	land Option (please describe here)		Pintshing	ditional Option (please describe here)			awer		Paper Fooding	ditional Option (please describe here)			***************************************	***************************************	Paper Handling	eninteringentalish, manazin denin in	Model	make		Pricing Item
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See Master Pricing Schadule	N/A	0.03 b&w & 0.248 color	See Master Pricing Schedule	o sya	P. / A	90 days		See Master Pricing School	\$ 2.	\$ 899.00		-	20,000	+	See Master Pricing Schedule			See Master Pricing Schedule					N/A		See Marter Belefor Cohodida	See Marter Bricker Schoolide	N/A	Standard		N/A	N/A	N/A	See Master Pricing Schedule	N/A		See Master Pricing Schedule	N/A	N/A	-	N/A		See Master Pricing Schedule	A/N	N/A	NA	N/A	444	\$ 550.00	SP C252DN	Victoria Consect Consect	CC[D7] I V	
See Master Pricing Schedule	N/A	0.081 b8 w & 0.247 color	· I.	190		90 days		See Master Pricing Schi	\$ 1,295.00	\$ 200.000		See Master Pricing School	CO 0888	2	See Master Pricing Schedule			See Master Pricing Schedule					N/A	-	charling	1		Standard		N/A	N/A	N/A	See Waster Pricing Schedule	N/A		See Master Pricing Schedule	N/A	N/A	_	N/A		See Master Pricing Schedule	N/A	N/A	N/A	N/A	2011/2012/10/2012/2012/2012/2012/2012/2	\$ 00.662	SP CECOON	making sawing Lamini	Calif (MAV)	
See Master Pricing Schedule	N/A	0.009 b&w & 0.100 color		0 2	11/4	90 days		See Master Pricing Sche	5	\$ \$39,00		~+	CO 088		See Master Pricing Schedule			See Master Pricing Schedule					N/A		See Master Pricing Schooling	San Master Bright School de	Standard	Standard		N/A	N/A	N/A	See Master Pricing Schedule	N/A		See Master Pricing Schedule	N/A	N/A	٠.	\$	-27	See Master Pricing Schedule	N/A	N/A	N/A	N/A		\$ 1,499.00	SP C450DN/CLP37DN/LP137CN	American Change	CCLL (INDAY)	
See Master Pricing Schedule	N/A	0.0130	See Master Pricing Schedule	6 N/A	N/A	90 days		See Master Pricing Sche	5	\$ 299,00		See Master Pric	1	^	See Master Pricing Schedule	\$ 4,805.00 \$		See Mester Pricing Schedule	\$ 2194.00	1,20000			N/A	The state of the s	See Master Pricing Actions	San Master Pelelos Schodulo	Stendard	Standard			N/A	\$ 340.00	See Master Pricing Schedule			See Master Pricing Schedule	N/A	N/a	, 5	\$ 210.00	1,160,100	See Master Pricing Schedule	Standard	N/A	Standard	N/A		5 8,299.00 5	5P5200S	Control Control Control		
See Master Pricing Schedule	N/A		See Master Pricing Schedule	N/A	N/A	90 days		انه Master Pricing Scheo	44	\$ \$ 899.00		See Master Pricing Schedule	2,373,000 \$	20000	See Master Pricing Schedule	\$ 4,805.00		Sea Master Pricing Schedule	\$ 2194.00	2,000			N/A	4	See Master Pricing Schodule	Ortoine Coharlida	Standard	Standard	100	\$ 205.00	N/A	Standard	See Olesce Ricing Schedule	Standard		See Master Pricing Schedule	N/A		-	\$ 210.00		See Master Pricing Schedule	Standard	N/A	Standard	N/A		4,519.00	SP\$210SF	December Assessed Countries	[6446] (6446)	
Dee Waster Pricing Schedule	N/A		See Master Pricing Schedule	N/A	Al/A	90 days		See Master Pricing School	\$	\$ 899,00	i i	See Master Pricing Schedule	5 00 000 5	2 20 00	See Master Pricing Schedule	\$ 4,805.00		Aaster Pricing Sch		33500			N/A	A CONTROL OF THE PROPERTY OF T	San Master Pricing Schoolule	San Master Pricing School de	otendera	Standard	311/2011/12/35	\$	N/A	5 540.00	See Master Pricing Schedule	Standard		See Master Pricing Schedule	N/A	N/a 353.60				See Master Pricing Schedule	Standard	N/A	standard	N/A	200	\$ 4,449.00 \$	SP\$2105R	Intelligent Constant Constant	(ALAS)	
See Masker Pricing Schedule	N/A	0010.0	See Master Pricing Schedule	345	175	90 days		a Master Pricing School	1,	\$ 899,00		e Master Pricing Schedule	\$ 880,00		See Master Pricing Schedule	1 :		See Master Pricing Schedule					N/A	100000000000000000000000000000000000000	See Master Prizing Schoolule	Cas Master Prining Schoolsin	Standard	Standard		205.00 N/A	N/A	N/A	See Mester Proint Schools	N/A	AND THE PROPERTY OF THE PROPER	See Master Pricing Schedule	N/A		, to	\$ 205.00		See Meater Pricing Schedule	N/A	N/A	N/A	N/A		\$ 1,599.00	SP 9200DN '	control control control	Slook/Court / swike	

Notes:
Basic necowit connect fees are Standard in markin
Maintenente and Support is required for all softwa
Maintenente and Support is required for all softwa
Supply politing can be found an the Consumable Su,
LTS-wollf for Rivort Loren and 20% wollf for Rivort
OPC rates for Rivort Loren rental (a) BAXW units = 5.4.

Column   C	See Master Pricing Schedule	H	See Master Pricing Schad	See Master Pricing Schedu	See Master Pricing Schedule	See Master Pricing Schedule   5	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	Additional Service & Supply Options
Column   C	N/A		υ/A	N/A		N/A	N/A	N/A	N/A	N/A	Yearly Service Only Base fee
Column	0.0111 b&w & 0.1040 color		1,009 baw & 0.100 color o	0.009 bliw & 0.100 color o	alor	0.009 bliss & J86 color	8	85	Desiring Tributa	DOTOO	Service & Supplies
Column   C	200 Calculation Calculation	ų	The state of the s	Continue Deletion Colonia		ı	Master Belsing Sekadula	Massage Deletions Cobookids			additional Sciences Ontion (Barrage)
Column   C	N/A		y/A	N/A							I Year Advanced Exchange Warranty
Column   C											Extended Option Warranty (please describe her
Column   C	90 days			***************************************		***************************************			90 days		
Part   Part	Ver Market From Londonia	_	Set Mester Friding School			Period School Lance of the Control o	one wester at the population	100	BITTEL SUPPLY BY BY	Sept. Commence of the sept.	(A 28th April 28th Action Action (A 28th Action Act
	5 1,295.00	-	\$ 1,295.00	\$ 1,295.00		5 1,295.00		8	5 1,295.00	\$ 1,295.00	Nuonce Equitrac PCC - 505/EES: Embedde Device an
Property   Property	\$ 899,00	\$ 899,00	\$ 899.00		\$ 899.00	\$ 899.00	\$ 899.00	\$ 899,00	\$ 899.00	\$ 899.00	NSI Output Manager Enterprise MFD Client License
Column   C						-					Advance Accounting Spitware
	Muster Pricing Schad		in Maister Pricing Sched	See Master Pricing Sched	ee Master Pricing Schedule	See Master Pricing Schadule	se Master Pricing Schedule	ee Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Sched	Additional Option (please describe here)
Part   Part	1		1,379.00			1,579,00		1,379.00	2,379,00	2	Streamine NX 1 Device Base License, Secure Print N
Column   C											Simple Account Software
Column   C	See Master Pricing Schedule	Ц	See Master Pricing School	See Master Pricing Sched	Schedule	See Master Pricing Schedule	Ш	Ц	See Master Pricing Schedule	See Master Pricing Schedule	Additional Option (please describe here)
Part   Part						\$ 4,805,00					Kofax Capture Standard 1 concurrent station, image
Control   Cont	THE RESERVE OF THE PARTY OF THE		and the state of t		100				The state of Local Division of the state of	Santa and a san a san a san a san a	Advanced Scanning Interface Software
Part   Part	Con Marriag Briston Cabudala	1	Con Marrhay Ordelay Cohar		A LYST CO				San Marrier Original School ile		Additional Option (classes furnish have)
The content of the						1,245.00					Nuance Equitres PCC - EDS/EES: Embedde Device at
Property   Property			-			1,350.00					GlobalScan NX VZ Server 5 and License
Application   Property   Proper											Advanced Scanning Software
Column   C											Software Options
Decided   Process   Proc	N/A	N/A	N/A	N/A	2000		N/A	N/A	N/A	N/A	Accessibility Option (please describe here)
Column   C	See Master Pricing Schedule		See Master Pricing Sched	See Master Pricing Sched	Chedule	1			See Master Pricing Scheouse	See Waster Pricing Schedule	Additional Option (please describe nere)
Part   Part	San Maxter Pricing Schedule		See Master Pricing Sched	See Master Pricing Sched	Schedule	or Pricing Schedule	ļ	1	See Master Pricing Schedule	See Master Pricing Schedule	Power Protection Unit
Control   Cont	Standard	L	Standard					Standard	Standard	Standard	Network Security Kit
Part   Part	Standard					***************************************			Standard	Standard	Hard Drive Security Kit
Column   C	Standard	-						Standard	Standard	Standard	Network Connectivity Kit
Column   C	A CONTRACTOR OF THE CONTRACTOR		ALANA STATE OF THE		00.00		WA	TOTAL CONTRACTOR OF THE PROPERTY OF THE PROPER	W.A.	WA	Additional Fax Internety (Sentimy)
Part   Part	N/A						N/A		NA	N/A	CHAILING OPTION
Date   Date	N/A			N/A	\$ 977.00	\$ 977.00	N/A		N/A	N/A	Factinile Kit
Column   C		10			100000000000000000000000000000000000000	1100	Pedroplestepon(speproprint	288			Kecaijnile Options
Part   Part	See Master Pricing Schedule		See Master Pricing School	See Master Pricing Sched	Schedule	Ц	Ц		See Master Pricing Schedule	See Master Pricing Schedule	Additional Option (please describe here)
Control   Cont	N/A		N/A	N/A			Standard		N/A	N/A	
Column   C	OR PASSES TO CONSTRUE		open sylastical Authorities	Per March & Louis Porting	Control	1		3	PAR MISSELL STREET	LOG PURSON TRILLING DECIDING	Constitution (Section 1981) In the Section (Section 1981)
Column   C	1,960.00	8	N/A	N/A	A DESIGNATION OF THE PARTY OF T		8	A Land Building Control of	8	N/A	Large Capacity Tray
Column   C				N/A		dard	1,470.00		N/A		Bypers Paper Supply
14   15   15   15   15   15   15   15		1,650.00		N/A	1,302.00	\$ 1,302.00			\$ 1,960.00	\$ 390.00	Paper-Feed Units
D.1   D.2	\$ 760.00					\$ 693,00		N/A	\$ 1,650.00	360,00	Additional Paper Drawer
D.   D.   D.   D.   D.   D.   D.   D.	\$ 250.00	\$ 250.00	\$ 245.00	2	5 221.00	\$ 221.00	console		\$ 290.00	\$ 205.00	
Column   C	And the second s						ä			200	Puper Feoding
Column   C	N/A	1	N/A	Name Market Brickers School	6	1	Master Pricing Cohodule	distant Deleting Sehadula		N/A	Additional Porton (plants duroths base)
Column   C	N/A									N/A	Platen Cover
California   Cal	N/A				ard						
D	N/A		1						N/A		
OLT   CLARATION	N/A					N/A	N/A		N/A		
Column   C			TANDAR MARKATAN MARKATAN								- 1
California   Cal	4	3.884.00	HS/LP14/20N-HS	2CN	5,405.00				\$ 3,059,00	5 1,999,00	Murking Engine
Compared   Compared	SP CBBION	SP CERODIN	SP C431DN- H5/CLP4ZON-	SP C431DN/CLP42DN/LP14		MP CAUL	Pro 907	\$P91000N/MLP17\$N/P275HDN		SP 52100N	Nodel
	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Sevin/Lenier	Ricoh/Savin/Canler	Ricoh/Savin/Lanter	Mako
Priding Item	color de un (Action)	color/IIIIII (13-40)	30 pg	Color (Section 1988)	Gig/Dav Gig/Dav		DA DE		( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( )	(a) (a) Nati	
Republic Notifice and Control of the											Priding Item
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		and design ( Glear) (Cresco (Control of Control			Beed green was supplied by the same ways	And the contract of the contra	A CONTRACTOR OF THE PROPERTY O	AND ALCOHOLOGICAL STREET, AND AND AND AND AND AND AND AND AND AND		Vendor Name: Kicon OSA	

Notes:

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Malitionence and Support is required for all softwa
Malitionence and Support is required for all softwa
Supply pricing on its found on the Consumable Su,
15%-supply pricing to make and supply supply for Remo
CC caster for short term rental (a) B&W units = 5.6

## Ricoh USA WSCA Nevada

## List Pricing Worksheet Group D - Printers (Black and White / Color)

Cuitelli Floduction Models		Yleid Per	Unit	Oracle	Reorder	SAP	WSCA
Models	Doscription (Prices Per Unit)	Carton	Packaging	Unit of Measure	Numbers		PRICE
	B/W COPIER MULTIFUNCTIONAL						
Ricoh SP 3500SF/ SP 3510SF	AIO Print Carindge SP 3400A	2,500	1 - Each	\$	406484	85.75	71.53
	AIO Print Cartridge SP 3500XA	5,000	1 - Each	<b>፫</b>	408989	138.44	115.39
Ricon MP 171**	Toner Type 1170D; 6 x 230 g. Bottles per Carton	42,000	6 - 230 g. Bottles per Carton	CTN	841718	174.07	139.26
	Type 1515 Photoconductor Unit**	45,000	1 - Per Carton	CTN	411844	219.93	175.94
Ricoh MP 201F/201SPF	Toner Type 1170D; 6 x 230 g. Bottles per Carton	42,000	6 - 230 g. Bottles per Carton	CTN	841718	174.07	139.26
	Type 1515 Photoconductor Unit; 1 each***	45,000	1 - Per Carton	CIN	411844	219.93	175.94
Ricoh MP 301SPF	Toner MP301; 6 - 200 g. Bottles per Carton	48,000	6 - 200 g. Bottles per Carton	CTN	841767	198.96	159,17
Ricoh Pro 907EX / 1107EX / 1357EX	Pro Toner 1357	240,000	4 - 1,650 g. Bottles per Carton	CTN	828092	469.68	375.74
	Staple Type U for SR5020 (Saddle Stitch) Uses Staple Refill Type T	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	404235	86,52	69.22
	Refill Staple Type T for SR5020 (Saddle Strich)	10,000	2 - Ctgs; 5,000 Staples per Certridge	CTN	415010	44.61	35.85
	Staple Type M for SR5000/SR5020 (Usual Staple)	5,000	1 - Crtg; 5,000 Staples per Cartridge	OT <b>N</b>	413013	98,88	
•	Staple Refill Type M for SR5000/SR5020 Usual Staple)	25,000	5 - Ctgs; 5,000 Steples per Certridge	OTN	413026	218,30	173.04
MICR Supplies	MICR Supplies MICR Toner Kit (repl w/ -"DS")	300,000**	4 - Bottles/Ctn,	ç	10777600	689.00	612.44
MICR Supplies	MICR Supplies MICR Developer Mix (repl w/ -*DS*)	850,000*	1 - Bottle	E0	10776000	189.00	168,00
MICR Supplies	MICR Supplies MICR Toner Kt	300,000	4 - Bottles/Ctn.	Ωh.	10777600-DS	689.00	612.44
MICR Supplies	MICR Supplies MICR Developer Mix	850,000	1 - Bottle	Ea.	10776000-DS	189.00	168.00
	A4 Dovices						
Ricon SP 5200S/ SP 5210SF/ SP 5210SR	AIO Print Carridge SP 5200HA Maintenance Kit SP 5200 (Fusing Unit, Transfer Roller, 5 Feed Rollers, 5 Friction Pads)	25,000	1 - Each	ī [ī	406683 406888	181.00	134.80
	Staple Type T; 5000 per Ctg (1 Ctg per Ctn)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CIN	415009	41.20	
	Staple Reftil Type T; 2,000 per Crtg. (5 Crtg/Carton)	10,000		CTN	415010	44.81	
Ricoh MP G401 Series**	Print Cartridge Black Type MP C400/C240/LD140C; 1 - 240 g. Bottle	8,300	1 - 240g. Bottle	Ē	841724	45.84	
	Print Certridge Cyan Type MP C400/C240/LD140C; 1 - 240 g. Bottle	10,000	1 - 240g. Bottle	ድ	841725	176.90	141.52
	Print Carindge Magenta Type MP C400/C240/LD140C; 1 - 240 g. Bottle	10,000	1 - 240g. Bonie	ድ	841726	176.90	141.52
	Print Cartridge Yellow Type MP C400/C240/LD140C; 1 - 240 g. Bottle	10,000	1 - 240g. Bonle	፫	841727	176.90	141.52
Internal Finisher C400	Staple Type T; 5000 per Ctg (1 Ctg per Ctn)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	415009	41.20	32.96
Internal Finisher C400	Staple Refill Type 1, 2,000 per Crtg. (5 Crtg/Carton)	10,000	2 - Ctgs; 5,000 Staples per Cartridge	OT N	415010	44.81	
Ricoh MP C305	Print Cartridge Cyan MP C305	4,000	1 - 83g. Bottle	ይ	841591	88.22	
•	Print Cardidge Magenta MP C305	4,000	1 - 83g. Bottle	Ç	841592	88.22	
	Print Carnidge Yellow MP C305	4,000	1 - 83g. Sottle	ድ	841593	88.22	
	Print Carnidge Black MP C305H	12,000	1 - 224g. Botilo	\$	841621	70.58	
	BW PRINTERS						
Ricoh SP 311DN / SP 311SFNW	AIQ Print Carridge SP 311LA	2,000	1 - Each	5	407248	80.00	
77864 Biob Gasto	AIO Print Certridge SP 311HA	3,500	1 - Each	Ç	407245	106.50	86.76
Rican SP 3500W SP 3510DN	AIO Print Carridge SP 3400A	Page 1 513	1 - Each	ድ	406464	85.75	
Supply and plants	AIO Print Cartridge SP 3500XA	5,000	1 - Each	FΑ	406989	139 44	11539

	FICT - 1-1	TICLIS WOLVER	Silect				
Ricoh SP4210N/ SP4310N Series***	Print Cardidge SP 410; 1 sean. Group D - Printers (Black®and White / Coffee Perindee Maintenance kit SP 4100 (fusing unit and transfer roller). 1- Each	(Blateroand	White / Coffer Pannage	E E	406997 406642	202.79 213.32	164.34 173.03
Toner cartridge(s) are part of collectible program.	y volunte, o-1/2 x 11 paper and 5% coverage.						
SP 4100/4100N come equipped with a starter kit.	Starter toner yield is 8,000.						
Ricoh SP 4100NL**	Print Carridge SP 4100L (only for SP 4100NL)**	7,500	1 - Each	EA	407010	161.69	134.59
	Maintenance Kit SP 4100 (fusing unit end transfer roller)**	90,000	1 - Each	₽	406642	213.32	173.03
Print Carridge yield based on recommended evers	Print Cartridge yield based on recommended everage monthly copy volume, 8-1/2" x 11" paper and 5% coverage						
SP 4100NL comes equipped with a starter kit. Starter toner yield is 3,000.	rter toner yloid is 3,000.						
Ricon SP 5200DN/ SP 5210DN	AIO Print Certridge SP 5200HA Maintenance KIt SP 5200 Feyding Unit Transfer Boller 5 Feed Bollers 5 Edding	25,000	1 - Each	<b>F</b>	406683	181.00	144,80
	Pads)	120,000	1 · Each	Ę	406686	167.50	134.00
SP 6330N	Maintenance Kit SP 6330 (1xCTN)	90,000	1 per Carton	CTN	406720	223.16	178.53
	AIO Print Cartridge SP 6330NA; 1x2.8kg Cartridge**	20,000	1 - Each	ቻ	406628	284.97	227,98
Ricoh SP8300DN***	Black Toner Type SP 8200A	144,000	4 - 630g. Cartridge	CTN	820076	263.89	211.11
	Maintenance Kit SP 8300A (PCU with Developer).	160,000	1 - Each	ያ	407057	688.65	550.92
	Maintenance Kit SP 8200B (Transfer Belt Unit, Fuser Unit)	160,000	1 - Each	ያ	402961	545.08	436.06
07/90/07/0000 07/90/07/0000	Otapie Type A GASCEC Finisher	±5,000	1 - Cng; 5,000 Staples per Carridge	C C	410801	45.32	36,26
N	Type 6110D Black Toner, 4x1,100g Bottles	172,000	4 - 1,100 g. Bottles	CTN	841332	399.64	319.71
	Steple Type H; 1 Cartridge of 5,000	5,000	t - Crig; 5,000 Staples per Certridge	CTN	410508	93.73	74.98
\$R841/ \$R842	Staple H Refill; 5 Carindges of 5,000	25,000	5 - Ortg. Refills; 5,000 Staples per Cartridge	CTN	410509	210.64	168.51
	Staple Type K; 5,000 per Crtg. (1 Crtg/Carton)	5,000	1 - Crig; 5,000 Staples per Carindge	CTN	410801	45,32	36.26
	Steple Type K Refili; 5,000 per Orig. (1 Orig/Carton)	15,000	3 - Orig. Refills; 5,000 Staples per Cartridge	) A	410802	79,83	63.88
SR4000 (Saddle Stitch)	Staple L Refili: 4 Cartridges of 2,000	8,000	4 - Orto, Refills: 2,000 Staples per Cartridge	OTN.	411241	54.59	43.67
	Color Printors						
SG 3100SNw/ SG 3110SFNw	Print Carridge GC 41K	2,500	1 • 49.8 g. Cartridge	Ę	405781	41.00	36.80
	Print Cartridge GC 41C	2,200	1 - 27.8 g. Cartridge	Ę	405782	39,00	35.10
	Print Cartridge GC 41M	2,200	1 - 32.8 g. Cantridge	5	405763	38.00	35.10
	Print Carridge GC 41Y	2,200	1 - 35,1 g. Cartridge	<u>.</u>	405764	39.00	35.10
	ink Golledor Unit IC 41	27,000	1-Each	Ŗ	405783	25.00	22.50
SG 3100 DNW/ SG 3110 DNW	Print Cardidge GC 41K	2,500	1 - 49.8 g. Cartridge	Ę	405781	41.00	36.90
	Print Certridge GC 41C	2,200	1 - 27.8 g. Cariridge	Ę.	405762	39.00	35.10
	Print Cartridge GC 41M	2,200	1 - 32,8 g, Cartridge	5	405763	39.00	35.10
	Print Centridge GC 41Y	2,200	1 - 35.1 g. Centrage	Ē	405784	39.00	35.10
	ink Golledar Unit IC 41	27,000	1 - Each	Ę	405783	25.00	22.50
Ricon SP C250/252DN/ SP C250/C250SF	Print Crig. Black SP C252HA	6,500	1 - Carridge	Ę	407853	114,00	95.23
	Print Crig. Cyan SP C252HA	6,000	1 - Cartridge	Ē	407654	142.00	118,31
	Print Crig. Magenta SP C252HA	6,000	1 - Carridge	· 5	407855	142.00	118,31
	Print City, Tellow on CZSZTX Print City Plack SP 02504	3 500	1 - Cannage	п п Э	407656	142.00	118,31
	Print Crtg. Cyan SP C250A	2,500	1 - Cartridge	<b>.</b> !	407540	105.00	67.48
	Print Crig. Magenta SP C250A	2,500	1 - Carindge	E.	407541	105,00	87.46
1423 73884_Ricoh Group D	Print Crig. Yellow SP C250A	2,500	1 - Cenndge	5	407542	105.00	67.46
Consumable Supply Pricing	Waste Toner Bottle Type 220	Page Z56®	1 - Each	ያ	406043	19.47	16,52

		•	_		_	_	
This series comes equipped with starter toner. Starter toner yield is 1,000	Group D - Printers (Black and White / Color)	(Black and	White / Color)				
Ricch SP C320DN**	Print Certridge Black SP C310HA 1 - 130g/ Crtg.	2,500	1 - 130g. Cartridge	<u>F</u>	406344	86,01	68.81
	Print Cartridge Cyan SP C310HA 1 - 130g/ Crtg.	2,500		<u>.</u>	406345	111.78	89.41
	Print Cartridge Magenta SP C310HA 1 - 130g/ Crtp.	2,500	1 - 130g. Cartridge	Ē	406346	111.78	89.41
	Print Certridge Yellow SP C310HA 1 - 130g/ Crtg.	2,500		<b>E</b>	406347	111.76	89,41
	Print Cardidge Black SP C310HA 1 - 191g/ Crtg.	6,500	1 - 191g. Cartridge	E.	408475	129.01	103,21
	Print Carnidge Cyan SP C310HA 1 - 191g/ Crtg.	6,000	1 - 191g. Cartridge	፫	406476	167.63	134.10
	Print Cartridge Magenta SP C310HA 1 - 191g/ Crtg.	8,000	1 - 191g. Cartridge	Ę	406477	167,63	134, 10
	Print Cartridge Yellow SP C310HA 1 - 1919/ Crtg.	8,000	1 - 191g. Carinidge	፫	406478	187.63	134.10
	Print Carridge Black SP C310HA 1 - 130g/ Crtg.	2,500	1 - 130g. Cartridge	E <sub>A</sub>	406344	86.01	66.81
	Waste Toner Botile Type 220**	25,000	1 - Each	Ē	406043	19.47	16.52
	Maintenance Kit SP C320 (Fusing Unit and Transfer Roller)	90,000	1 - Esch	Ę	406794	280.42	224.34
	Transfer Unit SP C310 1 Each	90,000	1 - Each	ጅ	406067	97,34	77.67
	Waste Toner Bottle SP C310 1 Epich	55,000	1 - Each	Ţ.	406066	20.60	16.48
Ricoh SP C430DN/C431DN	Print Carindge Black SP C430A; 1 Cartridge	15,000	1 - 360 g. Carridge	ĘĄ	821105	86.52	69.22
	Print Cartridge Yellow SP C430A; 1 Cartridge	15,000	1 - 360 g. Cartridga	ΕA	821106	226.60	181.28
	Print Cartridge Magenta SP C430A; 1 Certridge	15,000	1 ~ 360 g. Cartridge	ΕA	821107	226.60	161.28
	Print Cartridge Cyan SP C430A; 1 Cartridge	15,000	1 - 360 g. Certridge	ĒĄ	821106	226.60	181.28
	Black Drum Unit SP C430; 1 Carton	50,000	1 - Carlon	CTN	407018	161.71	129,37
	Color Drum Unit SP C430 (3 PCU's one for each color C, M, Y); 1 Cartan	50,000	1 - Carlan	CIN	407019	484.10	367.28
	Transfer Unit SP C430 (Image Transfer Belt Unit, Paper Transfer Roller); 1 Carton	100,000	1 - Carlon	CTN	406664	147.29	117.83
	Waste Toner Bottle SP C430; 1 Each	50,000	1 - Each	Ē	406665	24.72	19.78
	Fusing Unit SP C430 (with 3 x Dust Filter); 1 Carton	120,000	1 - Corton	CTN	406666	233.81	187.05
Ricoh SP C830/831DN Series**	Print Cartridge Black SP C830DNA	23,500	1 - Cartridge	E	821181	67.21	53.77
	Print Cartridge Yellow SP C830DNA	27,000	1 - Cartridge	EA	821182	216.72	173.38
	Print Cartridge Magenta SP C830DNA	27,000	1 - Cartridge	Ę	821183	216.72	173.38
	Print Cartridge Cyan SP C830DNA	27,000	1 - Cartridge	<u>P</u>	821184	216.72	173,38
	Black Drum Unit SP C830DN	80,000	1 - Each	<u>r</u>	407095	296.29	238.63
	Color Drum Unit SP C830DN	60,000	1 - Certon	CTN	407096	894.23	715.38
	Transfer Unit SP C830DN	200,000	1 - Epch	<u>ም</u>	407097	298.08	236,45
	Fusing Unit SP C830DNA	160,000	↑ - <b>П</b> ЭСЬ	<u>r</u>	407098	441.60	353,26
	Waste Toner Bottle SP C830DN	40,000	1 - Еась	Ē	407100	21.34	17.07
	Staple Type K; 1 Cannidge of 5,000	5,000	1 - Спg; 5,000 Staples per Canridge	CTN	410601	45.32	36.26
	Staple Refill Type K; 3 Contridges of 5,000	15,000	3 - Crtg. Refills; 5,000 Staples per Cartridge	CTN	410802	79.83	63.86
	Staple Type S (Saddle Stitch)	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	412874	51.50	41.20
Print Cartridge yields based on recommended ave	Print Connidgo yields based on recommended average monthly print volume, 8-1/2" x 11" paper and 5% coverage.						

Group D - Printers (Black and White / Color)

Vendor Name: Ricoh USA

Software Discount	Accessibility Options Discount	Connecivity / Security Discount	Finishing, Facsimile) Discount	Accessories (Paper Handling, Paper Feeding,	Marking Engine - Discount		Model		Make								
0%	20%	0%	20%		40%		MP171/917/LD117		Ricoh/Savin/Lanier	(UpsqU)	BENT	ti da da da da da da da da da da da da da	110				
								~		(Bp-24)	colol/B&W	S. Janes	174		<u> </u>		
0%	20%	0%	20%		14%		SP 311DNW		Ricoh/Savin/Lanier	(B) Section	H-S-H	Port	92			্ৰ বিদ্যাত্য	
. 0%	20%	0%	20%		4%		SP C250DN		Ricoh/Savin/Lanier	(21-40)	Wellof (1582 W		7.0	) 		Filliters	
0%	20%	. 0%	20%		30%		SP 5200DN		Ricoh/Savin/Lanier	(Paga)	EXAM		38		Ξ		
0%	20%	0%	20%		27%	2CN	C431DN/CLP42DN/LP14	Ş	Ricoh/Savin/Lanier	(45-60)	Gold Assem		SE DE				

NOTE: Discount must be shown in percent format.

# Vendor Name: Ricoh USA Group D - Printers (Black and White / Color)

	48				Standard Fair Mari Financing Terms Value (Months)
0.02193	0.02496	0.03041	0.04351	0.05593	arket ue
0.023	0.02701	0.03378	0.04746	0.06203	Operational Lease
0.02193		0.03041		0.05593	Non-Cancelable Rental
0.023 n/a	0.02701 n/a	0.03378 n/a	0.04746 n/a	0.06203	Capital Lease
n/a	n/a	n/a	n/a	0.139825	Short Term Rental
0.02632	0.02995	0.03649	0.05221	0.06712	Cancelable Rental

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#### Notes:

Short Terms Rentals: Ricoh will only be offering reman/certified gear for short term rentals.

Short Term Rental [STR] is based on availability

One time Delivery & Removal charge for STR's = \$300

For units that require networking a \$275 charge will apply to short term rentals

1423173884\_Ricoh Group D Configuration Cost

## List Pricing Worksheet

# Group D - Printers (Black and White / Color)

Vendor Nam	Vendor Name: Ricoh USA	מוסמל מיין וווונפוס (מומכא מוומ אאווונפ	(הומכע מוות שאווורכ / כסוסו)	j	
Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
		Complete Unit	\$977.00	33.77%	\$647.07
-	,	Itemized Custom Features:			
3		Base Unit	\$599.00	25.88%	\$ <i>443.98</i>
20	SP 4310N	Automatic Duplexing	\$234.00	46.15%	\$126.01
B&W	() ()	Bypass Tray	Standard	Standard	#VALUE!
		500+ sheet paper tray	Standard	Standard	#VALUE!
		USB 2.0 Connectivity	Standard	Standard	#VALUE!
		Envelope Feeder	\$144.00	46.53%	\$77.00
		256 RAM memory	Standard	Standard	#VALUE!
		Complete Unit	\$678.00	21.39%	\$533.00
		Itemized Custom Features:			
3		Base Unit	\$499.00	16.03%	\$419.01
7.0	SD (750SE	Automatic Duplexing	Standard	Standard	#VALUE!
Color/B&W	01000	Bypass Tray	Standard	Standard	#VALUE!
,		500+ sheet paper tray	\$179.00	36.31%	\$114.01
		USB 2.0 Connectivity	Standard	Standard	#VALUE!
		Envelope Feeder	n/a	n/a	#VALUE!
		256 RAM memory	Standard	Standard	#VALUE!

## Vendor Name: Ricoh USA

-	-		7			Minimum	Cost Dos Cost with Minimum
SP 311SFNw		\$ 0.0423	450	\$ 0.0569	1,500	500 - 4,000	D2 B&W (21-40)
SP 311DNw		\$ 0.0412	450	\$ 0.0496	1,500	500 - 4,000	D2 B&W (21-40)
MP301SPF		\$ 0.0107	900	\$ 0.0433	3,000	500 - 5,000	D2 B&W (21-40)
SP3510SF		\$ 0.0446	390	\$ 0.0655	1,300	0 - 2000	D2 B&W (21-40)
SP3500SF		\$ 0.0446	390	\$ 0.0628	1,300	0 - 2000	D2 B&W (21-40)
			0				D1 Color/B&W (Up-20)
MP201SPF/920 SPF/LD220SPF		\$ 0.0107	930	\$ 0.0439	3,100	500 - 5,000	D1 B&W (Սբ-20)
MP171/917/LD 117		\$ 0.0090	810	\$ 0.0392	2,700	Sòo - 3,500	D1 B&W (Up-20)
Model	CPC for each Color copy made	CPC for all Color copies made after the first 30%	First 30% of Volume	CPC for First 30% of Color Volume	Monthly Target Volume	Monthly Volume Range	Group D - Printers B&W and Color/B&W Segments

Cost-Per-Copy with Minimums

							(64-42)
MP C305SPF	\$ 0.0650	\$ 0.0125	069	\$ 0.0824	2,300	100 - 4,000	D2 Color/B&W
SP C252SF	\$ 0.1470	\$ 0.0310	135	\$ 0.1331	450	0 - 2,000	D2 Color/B&W (21-40)
SP 6330N/MLP235 n/LP235N		\$ 0.0250	1,590	\$ 0.0375	5,300	1,000 - 7,000	D2 B&W (21-40)
SP 4310N		\$ 0.0170	1,350	\$ 0.0242	4,500	1,000- <sup>2</sup> 7,000	D2 B&W (21-40)
SP 4100NL		\$ 0.0190	1,680	\$ 0.0245	5,600	2,000 - 7,000	D2 B&W (21-40)
SP 3510DN		\$ 0.0307	270	\$ 0.0492	900	0 - 2000	D2 B&W (21-40)
SP 3500N		\$ 0.0307	270	\$ 0.0455	900	0 - 2000	D2 B&W (21-40)
Mode e	CPC for each Color copy made	CPC for all Color copies made after the first 30%	First 30% of Volume	CPC for First 30% of Color Volume	Monthly Target Volume	Monthly Volume Range	Group D - Printers B&W.and Color/B&W Segments

***************************************			Page 3 of 4			Minimums	Cost-Per-Copy with Minimums
SP 8300DN		\$ 0.0130	6,270	\$ 0.0194	20,900	8,000 - 34,000 Group D	<b>D3 B&amp;W</b> 8,000- 14231 <b>73886)</b> Ricoh <b>G</b> roup D
SP S210DN		\$ 0.0100	2,760	\$ 0.0210	9,200	2,000 - 12,000	D3 B&W (41-60)
SP 5200DN		\$ 0.0100	1,950	\$ 0.0227	6,500	1,000 - 10,000	D3 B&W (41-60)
SP5210SR		\$ 0.0130	2,760	\$ 0.0366	9,200	1,500 - 15,000	D3 B&W (41-60)
SP5210SF		\$ 0.0130	2,760	\$ 0.0360	9,200	1,500 - 15,000	D3 B&W (41-60)
SP5200S		\$ 0.0130	1,950	\$ 0.0367	6,500	1,000 - 10,000	D3 B&W (41-60)
SP C430DN/CLP37 DN/LP137CN	\$ 0.1000	\$ 0.0090	750	\$ 0.0369	2,500	100 - 4,000	D2 Color/B&W (21-40)
SP C320DN	\$ 0.2470	\$ 0.0310	240	\$ 0.0868	800	100 - 2,000	D2 Color/B&W (21-40)
SP C252DN	\$ 0.2480	\$ 0.0300	75	\$ 0.1844	250	0 - 2,000	D2 Color/B&W (21-40)
SP C250DN	\$ 0.2480	\$ 0.0300	75	\$ 0.1312	250	0 - 2,000	D2 Color/B&W (21-40)
Model	CPC for each Color copy made	CPC for all Color copies made after the first 30%	First 30% of Volume	CPC for First 30% of Color Volume	Monthly Target Volume	Monthly Volume Range	Group D - Printers  B&W and  Color/B&W  Segments

Page 3 of

							(47.00)
SP C831DN	\$ 0.1040	\$ 0.0111	1,170	\$ 0.0700	006′ε	500 - <b>6,</b> 000	Color/B&W
						·	D3
SP C830DN	\$ 0.1040	\$ 0.0111	840	\$ 0.0757	2,800	100-3,500	D3 Color/B&W (41-60)
SP C431DN- HS/CLP42DN- HS/LP142DN-	\$ 0.1000	\$ 0.0090	810	\$ 0.0585	2,700	100 - 4,500	D3 Color/B&W (41-60)
SP C431DN/CLP42 DN/LP142CN	\$ 0.1000	\$ 0.0090	810	\$ 0.0435	2,700	100 - 4,500	D3 Color/B&W (41-60)
MP C401SR	\$ 0.0860	\$ 0.0090	1,290	\$ 0.0691	4,300	800 - 8,000	D3 Color/B&W (41-60)
MP C401	\$ 0.0860	\$ 0.0090	1,290	\$ 0.0643	4,300	800 - 8,000	D3 Color/B&W (41-60)
Pro 907		\$ 0.0040	24,600	\$ 0.0208	82,000	18,000 - 95,000	D3 B&W (41-60)
SP 9100DN/MLP1 75N/P275HDN		\$ 0.0055	14,850	\$ 0.0242	49,500	13,000 - 60,000	D3 8&W (41-60)
Model	CPC for each Color copy made	CPC for all Color copies made after the first 30%	First 30% of Volume	CPC for First 30% of Color Volume	Monthly Target Volume	Monthly Volume Range	Group D-Printers  B&W and  Color/B&W  Segments

#### votes

For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule Cost Per copy pricing above is based an 60 month term with minimums

Cost per copy pricing for other terms can be created using the same formula upon request.
1423173888681695616999 Standard Zone. Contractual uplifts apply for non-standard zone placements
Cost-Per-Copy with Minimums

	See Master Pricing Schedule	e Master Pricing Schedule	e Master Pricing Sched	
		1	1	Nuance Equitrac PCC - EOS/EES: Embedde Device an
	00.668 \$	\$ \$ \$	00.668	NSI Output Manager Enterprise MFD Client License
				Advance Accounting Software
	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	Additional Option (please describe here)
	889		688	@Remote Office Appliance
	1379	1379	1379	Streamline NX 1 Device Base License, Secure Print M
				Simple Account Software
	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	Additional Option (please describe here)
	\$ 4,805.00	\$ 4,805.00	\$ 4,805,00	Kofax Capture Standard 1 concurrent station, Image
	Standard	Standard	Standard	Advanced Scanning Interface Software
	ee Master Pricing Sche	ee Master Pricing Schei	ee Master Pricing Schei	Additional Option (please describe here)
				NSi AotoStore Express Device Lic and Workflow Devi
	\$ 1,245.00			Nuance Equitrac PCC - EOS/EES: Embedde Device an
		\$ 1,350.00	\$ 1,350.00	GlobalScan NX V2 Server 5 and License
	Standard	Standard	Standard	Advanced Scanning Software
	The second secon			Control of the contro
	NI/A	N/A	N/A	Accessibility Option (please describe here)
	occ ylaster michig ochedure	ped Mayor Frichild Schedule	see Master Filerit Schedule	Additional Option (piecese describe here)
The state of the s	So Martin Delator Cabodillo	N/A	N/A	rower motection of its
	Standard	Stationic	Standard	Network Security Air
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	N/A	N/A	N/A	Ward Drive Security Kit
	Standard	Standard	Standard	Network Connectivity Kit
	1			Connectivity / Security
		\$ 373.00	\$ 373.00	Collating
	N/A	N/A	N/A	Output Tray
			should be a second or seco	RIVER WITH THE PROPERTY OF THE
	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	Additional Option (please describe here)
	N/A	N/A	N/A	Large Capacity Tray
	N/A	N/A	N/A	Bypass Paper Supply
	N/A	A/N	N/A	
	N/A	N/A	N/A	per Drawer
	\$ 305.00	\$ 371.00	\$ 397.00	Base Cabinet
				Paper Feeding
		N/A	N/A	Short Color Drum
	\$ 1,379.00	\$ 1,152.00	\$ 1,045.00	Color Drum
	N/A	A/N		_
	\$ 140.00	140.00	\$ 137.00	Platen Cover
	N/A	N/A	N/A	Scan Station
	/A	/A	/A	RADF
	\$ 1,379.00	\$ 1,379.00	\$ 1,045.00	ADF
	Property of the control of the contr	Tanahari Panahari ygraphy of the control of the con	Paper Handling	
	\$ 19,885,00	8.351.00	\$ 5.285.00	Marking Engine
	DD 6650	DD 4450	DX 3343/3183DNP/LDD130	Model
ACCESS AND A SECOND CONTRACTOR OF THE SECOND C	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanler	Make ·
15(30)	((c)c(c))	(10(44)01)	(100-130)	
F.3		Đ.		
	SEGMENTS			Priding Irem
)uplicator	STITUTE STEELS STORES	<b>9</b>		
				Vendor Name: Ricoh USA
••	<b>)</b>	Group E - Digital Duplicator	ଦ୍ର	,
		List Pricing Worksheet		

Basic netowrk connect fees are included in marking engine pricing.

Maintanence and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

1423173916\_Ricoh Group E 1423173916\_Ricoh Group E

## List Pricing Worksheet

Vendor Name: Kicon USA	Group E - Dig	Group E - Digital Duplicator		
	B	2	<b></b>	2
	(£00±£0)	( <u>nertaiso</u> )	(151-180)	(£3C4)
Make	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier		
Model	DD 4450	DD 6650		
Marking Engine - Discount	50%	48%		
Accessories (Paper Handling, Paper Feeding,			THE STATE OF THE S	
Finishing, Facsimile) Discount	37%	37%		
Connecivity / Security Discount	0%	0%		
Accessibility Options Discount	n/a	n/a		
Software Discount	0%	0%		
			.,	

NOTE: Discount must be shown in percent format.

## **Vendor Name: Ricoh USA**

## **Group E - Digital Duplicator List Pricing Worksheet**

0.02632	n/a	0.023 n/a	0.02193	0.023	0.02193	60
0.02995	n/a	0.02701 n/a	0.02496	0.02701	0.02496	48
0.03649	n/a	0.03378 n/a	0.03041	0.03378	0.03041	36
0.05221	n/a	0.04746 n/a	0.04351	0.04746	0.04351	24
0.06712	0.139825	0.06203	0.05593	0.06203	0.05593	18
Cancelable Rental	Short Term Rental	Capital Lease	Non-Cancelable Rental	Operational Lease	Fair Market Value	Standard Financing Terms (Months)

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#### Notes:

Short Terms Rentals: Ricoh will only be offering reman/certified gear for short term rentals.

Short Term Rental [STR] is based on availability

One time Delivery & Removal charge for STR's = \$300

For units that require networking a \$275 charge will apply to short term rentals

			F)		Segment	Vendor Name: Ricoh USA	
		. (	DD 6650P		Model	me: Ricoh	
2000+ sheet paper capacity	Computer connectivity	Base Unit	Itemized Custom Features:	Complete Unit (includes base unit and custom features)	Configuration		
n/a	included	\$19,535.00		\$19,535.00	Suggested Retail Price	Group E - Digital Duplicator	The Company of the Contract of
n/a	included	48.00%		48.00%	Discount (% off)		-
#VALUE!	#VALUE!	\$10,158.20		\$10,158.20	Discounted Price		