



**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

Price Agreement Number: 50-000-15-00066

Payment Terms: Net 30

F.O.B.: Destination

Delivery: As Requested

**Ship To:**

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

Procurement Specialist: India Garcia

Telephone No.: (505) 827-0483

**Invoice:**

As Requested

**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**

A handwritten signature in black ink, appearing to be "JH", written over a horizontal line.

New Mexico State Purchasing Agent

Date: 06/26/2015

State of New Mexico  
General Services Department  
Purchasing Division  
Price Agreement #: 50-000-15-00066

Page-2

**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,

State of New Mexico  
General Services Department  
Purchasing Division  
Price Agreement #: 50-000-15-00066

Page-3

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 certifies 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.

### 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: <http://www.insurennewmexico.state.nm.us/>.

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:  
[http://www.generalservices.state.nm.us/statepurchasing/Pay\\_Equity.aspx](http://www.generalservices.state.nm.us/statepurchasing/Pay_Equity.aspx)

State of New Mexico  
General Services Department  
Purchasing Division  
Price Agreement #: 50-000-15-00066

Page-5

**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 page1. 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 designee. 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.

State of New Mexico  
General Services Department  
Purchasing Division  
Price Agreement #: 50-000-15-00066

Page-6

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

**Article VIII – Issuance of 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.

State of New Mexico  
General Services Department  
Purchasing Division  
Price Agreement #: 50-000-15-00066

Page-7

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. Qty.	Unit	Article and Description	Unit Price
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001

Copiers

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

See attached Price List

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

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

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

And

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

Page 1 of 6

1. Scope: 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. Participation: 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:
  - 1. 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



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WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
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Page 2 of 6

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	July 1 - September 30	October 31
Second	October 1 - December 31	January 31
Third	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. Leases: 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

PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
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New Mexico  
50-000-15-00066  
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Page 3 of 6

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

Name	Bill Finke
Address	
Telephone	505-681-1728
Fax	
E-mail	William.finke@Ricoh-usa.com

Participating Entity

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

5. Subcontractors:

All [contractor] 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

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And

New Mexico  
50-000-15-00066  
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Page 4 of 6

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 Orders to:	Purchases Remit Payment to:	Leases Remit Payment to:
Ricoh USA, Inc. 70 Valley Stream Parkway Malvern, PA 19355	Ricoh USA, Inc. Box 100345 Pasadena, CA 91189-0345	Address listed on invoice

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. Insurance:**

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).

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

Page 5 of 6

**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.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
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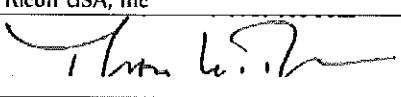
MASTER AGREEMENT  
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New Mexico  
50-000-15-00066  
(hereinafter "Participating State")

Page 6 of 6

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

Participating State:	Contractor:
By: 	Ricoh USA, Inc
Name: <u>Lawrence O. Maxwell</u>	By: 
Title: <u>SPA</u>	Name: Tom Brown
Date: <u>6/30/15</u>	Title: VP Government & Higher Education
	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	<a href="mailto:paul.stembler@wsca-naspo.org">paul.stembler@wsca-naspo.org</a>

[Fully executed PDF copy of this document should be emailed to [PA@wsca-naspo.org](mailto:PA@wsca-naspo.org) 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 Master Agreement. 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 Acknowledgment document if an assignment of the lease to a third party is to occur. The agency and the vendor sign the "Lease Schedule" 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

and

The LESSEE State of New Mexico with its principal address at \_\_\_\_\_. This lease agreement is made and entered into within THE STATE OF NEW MEXICO where said leased Equipment shall be located and it shall become effective on \_\_\_\_, 200\_\_.

LESSOR AND LESSEE AGREE THAT ANY LEASE ENTERED INTO UNDER THE PROVISIONS OF THIS MASTER LEASE AGREEMENT IS A "TRUE LEASE" WITH AN OPTION TO PURCHASE EQUIPMENT AT FAIR MARKET VALUE, AND IS NOT AN INSTALLMENT OR FINANCING AGREEMENT.

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:

- (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).



**“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 buyer 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 Term 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.

**“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 Lease. 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 Authenticity 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.** Notwithstanding 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 Lessee, 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

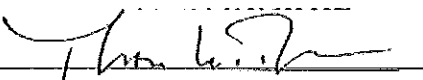
Equipment is damaged, Lessee shall promptly notify Lessor and, at Lessee's expense, within sixty (60) days of such damage, cause to be made such repairs as are necessary to return such item to its previous condition. In the event any Casualty Loss shall occur, on the next Rent payment date Lessee shall 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, ownership, 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, suits, 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 warranties, 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 under this Master Lease Agreement: a) Lessor breaches its covenant of quiet 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.

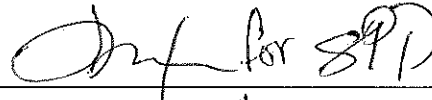
19. **REMEDIES.** If a Default occurs, Lessor may do one or more of the following; (a) cancel or terminate this Lease; (b) require Lessee to immediately pay Lessor all Rent payments due up until the time of Default; (c) require Lessee to deliver, at its expense, the Equipment to Lessor in accordance 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):  SBA

DATE: 6/30/15

**OFFEROR'S**  
**ACKNOWLEDGEMENT**

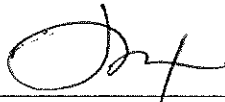
WHEREAS, the Office of the State Purchasing Agent conducted a competitive procurement in accordance with the New Mexico Procurement Code to select qualified offerors or offerors to provide Copiers, Printers & Related Devices 14-19, Categories A, B, C, D & E, NASPO-ValuePoint contract #3091 for the State 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.

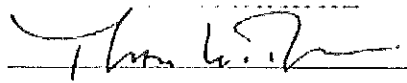
WHEREAS, Ricoh USA, Inc. has requested approval of the State Purchasing Agent to assign the Lease provisions of the Price Agreement to Ricoh USA, Inc. who will act in the capacity of Lessor for payment purposes only in any subsequent leasing arrangement relating to its Equipment offered under the price 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

Date 6/30/15



By: VP, Government & Higher Education  
(Name & Title)

Date: 6/30/2015

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 \_\_\_\_\_.

3. 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: \_\_\_\_\_

5. Seller:\_\_\_\_\_

6. Additional Provisions:\_\_\_\_\_

7. Fiscal Period: (Annual)\_\_\_\_\_

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

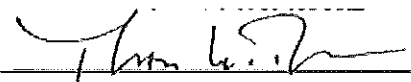


forth above, if any. In the event of any conflict between the terms and conditions of this Schedule and the Master Lease Agreement, the terms of the Master Lease Agreement shall govern.

Lessee:  
\_\_\_\_\_

By: \_\_\_\_\_  
\_\_\_\_\_  
(Name and Title)

Date: \_\_\_\_\_

Lessor:  
 \_\_\_\_\_

Tom Brown  
\_\_\_\_\_  
VP, Government & Higher Education  
\_\_\_\_\_  
(Name and Title)

Date: 6/26/15 \_\_\_\_\_

## **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:

<b>Performance Criteria</b>	<b>Target Level</b>
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 %).

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

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
A	Copiers Black & White	All	95%
B	Copiers Color	All	95%
C	Wide Format Devices	All	95%
D	Printers (Color and Black & White)	All	95%
E	Digital Duplicators	All	95%

If any unit 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

CUSTOMER INFORMATION				
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:

- Services.** (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.
- 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, Memorial Day, 4<sup>th</sup> 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.
- 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).
- Engineering Changes.** 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.
- 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.

6. **Early Termination.** 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.

7. **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/mailling expense (meter rentals) and/or administrative and processing fees and, to the extent Ricoh pays such costs, Customer shall immediately reimburse Ricoh.

8. **Use Of Recommended Supplies; Meter Readings.** (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. **Basic Connectivity Services.** 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. **Customer Obligations.** 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



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.

12. **Insurance.** At all times during the term of this Agreement, each party agrees to obtain and maintain in effect the following policies 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.

13. **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:

14. **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

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.

17. **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 is 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 performance 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. **Confidentiality; Non-Solicitation; Independent Contractors.** 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. **Assignment; Force Majeure.** 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 of 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.

22. **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

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

### RICOH USA, INC.

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

List Pricing Worksheet  
Group A - Coplars B[illegible]

List Pricing Worksheet  
Group A - Copiers B[illegible]



List Pricing Worksheet  
Group A - Copiers B[illegible]

# List Pricing Worksheet

Vendor Name: Ricoh USA

Group A - Convenience Copiers

## Pricing Item

## Group A - Convenience Copiers Includes B&W and Color/B&W SEGMENTS

	A2 B&W (20 - 30)	A2 Color/B&W (20 - 30)	A3 B&W (31 - 40)	A3 Color/B&W (31 - 40)	A4 B&W (41 - 69)	A4 Color/B&W (41 - 69)	A5 B&W (70 - 90)	A5 Color/B&W (70 - 90)
Make	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier	Ricoh/Savin / Lanier
Model	MP2501SP	MPC3003	MP3353SP	MPC3503	MPS002SP	PRO C651EX	MP7502SP	Pro C5110S
Marking Engine - Discount	52%	50%	63%	59%	68%	55%	66%	59%
Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount	30%	30%	30%	30%	30%	17%	30%	17%
Connectivity / 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.

Unit Pricing Worksheet  
Group A - Copiers B

Vendor Name: Ricoh USA

Pricing Item													
Make	Model	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item	Room/Service/Line Item
Zero Base Service and Supplies Pricing													
Option 11: Optional Includes Impression Pricing													
Option 12: Monthly Base Charge													
Option 13: Charge Rate													
Option 14: Charge Rate													
Option 15: Charge Rate													
Option 16: Charge Rate													
Option 17: Charge Rate													
Option 18: Charge Rate													
Option 19: Charge Rate													
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Option 96: Charge Rate													
Option 97: Charge Rate													
Option 98: Charge Rate													
Option 99: Charge Rate													
Option 100: Charge Rate													

Notes:  
All supply indicative only include staples  
Option 3 is a parts and labor only copier. Supplies are sold separately.  
Supply pricing on consumable supply pricing table  
CPC rates for short term rental (e) 12M units = \$100/copy (f) 12M units = \$100/copy & Color at \$15/copy



**Group A - Convenience Copiers**  
Includes B&W and Color/B&W

## SEGMENTS

[illegible]

**Notes:**  
All supply inclusive cpc's include staples  
Option 3 is a parts and labor only cpc. Supplies are a  
Supply Pricing on Consumable Supply Pricing tab  
CPC rates for short term rentals [a] BSW units = \$5.00

**Notes:**  
All supply inclusive spec's include staples  
Option 5 is a part and labor only spec. Supplies are  
Supply Pricing on Consumable Supply Pricing for  
CPC rates for short term rental (c) B&W units = \$.03

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

**Ricoh USA  
WSCA Nevada**

SUPPLIES (Prices Per Unit)							
Current Production Models							
Models	Description (Prices Per Unit)	Yield Per Carton	Unit Packaging	Oracle Unit of Measure	Reorder Numbers	SRP	CUSTOMER PRICE
B/W COPIER MULTIFUNCTIONAL							
Ricoh MP 2501	Toner MP 2501	54,000	6 - Bottles	CTN	841768	229.50	183.60
	Stamp (Markers) Type 30; Box of 4	12,000	4 - Markers/Box	CTN	334049	31.42	25.14
Ricoh MP2553SP/MP3033SP/MP3353SP	Type 2120D Toner, 6x360g Bottles	66,000	6 - 360 g. Bottles	CTN	841337	237.42	189.94
SR3150	Staple K Refill; 3 Cartridges of 5,000	15,000	3 - Crtg. Refills; 5,000 Staples per Cartridge	CTN	410602	79.83	63.66
SR3150 (Uses Type K Refill)	Staple Type S for SR3000(Saddle Stitch)	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	412874	51.50	41.20
SR3140 & Internal Finisher Type 3352	Staple Type T; 5000 per Crtg (1 Crtg per Ctn)	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	415009	41.20	32.95
SR3140 & Internal Finisher Type 3352	Staple Refill Type T	10,000	2 - Crtgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.85
	Marker Type 30; Box of 4 Markers	12,000	4 - Markers/Box	CTN	334049	31.42	25.14
Ricoh MP 4002SP/5002SP	Toner MP 4500/5045eL D345; 4 - Bottles/Ctn	120,000	4 - Bottles per Carton	CTN	841346	351.75	281.40
SR750/3020/3030	Staple Type K; 1 Cartridge of 5,000	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	410601	45.32	36.26
SR750/3020/3030	Staple K Refill; 3 Cartridges of 5,000	15,000	3 - Crtg. Refills; 5,000 Staples per Cartridge	CTN	410602	79.83	63.66
SR3020 (Saddle Stitch)	Staple Type L; 1 Cartridge of 2,000	2,000	1 - Crtg; 2,000 Staples per Cartridge	CTN	411240	32.98	26.37
SR3020 (Saddle Stitch)	Staple L Refill; 4 Cartridges of 2,000	8,000	4 - Crtg. Refills; 2,000 Staples per Cartridge	CTN	411241	54.59	43.67
	Marker Type 30; Box of 4 Markers	12,000	4 - Markers/Box	CTN	334049	31.42	25.14
Ricoh MP 6002/7502/9002 Series	Type 6110D Black Toner; 4x1,100g Bottles	172,000	4 - 1,100 g. Bottles	CTN	841332	399.64	319.71
SR4050	Staple Type H; 1 Cartridge of 5,000	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	410508	93.73	74.98
SR4050	Staple H Refill; 5 Cartridges of 5,000	25,000	5 - Crtg. Refills; 5,000 Staples per Cartridge	CTN	410509	210.64	168.51
SR4030/4040	Staple Type K; 1 Cartridge of 5,000	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	410601	45.32	36.26
SR4030/4040	Staple K Refill; 3 Cartridges of 5,000	15,000	3 - Crtg. Refills; 5,000 Staples per Cartridge	CTN	410602	79.83	63.66
SR4040 Saddle Stitch	Staple Type L; 1 Cartridge of 2,000	2,000	1 - Crtg; 2,000 Staples per Cartridge	CTN	411240	32.98	26.37
SR4040 Saddle Stitch	Staple L Refill; 4 Cartridges of 2,000	8,000	4 - Crtg. Refills; 2,000 Staples per Cartridge	CTN	411241	54.59	43.67
BK5010/BK5010e	Staple Type SR50; 4 Cartridges of 5,000	20,000	4 - Crtgs; 5,000 Staples per Cartridge	CTN	411476	105.06	84.05
PRODUCTION							
COLOR - COPIER / MULTIFUNCTIONAL							
Ricoh Pro C901/C901+ Series	Pro Print Cartridge Black C901	87,000	1 - 2,309g. Cartridge	EA	828249	293.54	234.83
	Pro Print Cartridge Yellow C901	67,000	1 - 2,309g. Cartridge	EA	828250	479.60	383.92
GB5000	Pro Print Cartridge Magenta C901	67,000	1 - 2,309g. Cartridge	EA	828251	479.90	383.92
	Pro Print Cartridge Cyan C901	87,000	1 - 2,309g. Cartridge	EA	828252	479.90	383.92
	Glue Supply Type A; 1 Bag (EA)	1,300	1 - Bag	EA	404103	312.09	249.67
	Ring Supply Type A White 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404117	342.48	273.98
	Ring Supply Type A Black 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404118	342.48	273.98
	Ring Supply Type A White 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404119	282.22	225.78
SR5000/SR5020	Ring Supply Type A Black 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404120	282.22	225.78
	Staple Type M; 1 Cartridge of 5000	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	413013	98.88	79.10
SR5000/SR5020	Staple Type M Refill; 5 Cartridges of 5,000	25,000	5 - Crtgs; 5,000 Staples per Cartridge	CTN	413026	218.30	173.04
SR5020	Staple Type U (Saddle Stitch); 5,000 per Crtg. (1 Crtg/Ctn)	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	404235	86.52	69.22
SR5020	Staple Refill Type T (Saddle Stitch); 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 - Crtgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.85
	Staple Type SR90 for BK5010e	20,000	4 x 5,000/Ctn.	CTN	411476	105.06	84.05
	C901 series comes equipped with developer fully charged						
COLOR - COPIER / MULTIFUNCTIONAL							
MP C2003 / MP C2503	Print Cartridge Black MP C2503; 1 Each	15,000	1 - Each	EA	841918	49.18	40.78
	Print Cartridge Yellow MP C2503; 1 Each	5,500	1 - Each	EA	841922	120.00	96.00
	Print Cartridge Magenta MP C2503; 1 Each	5,500	1 - Each	EA	841923	120.00	96.00
	Print Cartridge Cyan MP C2503; 1 Each	5,500	1 - Each	EA	841924	120.00	96.00
	Waste Toner Bottle MP C6003; 1 Each	100,000	1 - Each	EA	416890	16.07	12.66
	Print Cartridge Yellow MP C2503; 1 Each	9,500	1 - Each	EA	841919	179.99	143.99
	Print Cartridge Magenta MP C2503; 1 Each	9,500	1 - Each	EA	841920	179.99	143.99
	Print Cartridge Cyan MP C2503; 1 Each	9,500	1 - Each	EA	841921	179.99	143.99
	Staple Type T; 5000 per Crtg (1 Crtg per Ctn)	5,000	1 x 5,000/Ctn.	CTN	415009	41.20	32.95
	Staple Refill Type T; 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 x 5,000/Ctn.	CTN	415010	44.81	35.85
SR3130	Stamp (Markers) Type 30	12,000	4 - Markers/Box	CTN	334049	31.42	25.14
Ricoh MP C3003/3503 Series	Print Cartridge Black MP C3503	29,500	1 - 495g. Bottle	Ea.	841813	140.11	112.09
	Print Cartridge Yellow MP C3503	18,000	1 - 359g. Bottle	Ea.	841814	207.97	166.38
	Print Cartridge Magenta MP C3503	18,000	1 - 374g. Bottle	Ea.	841815	207.97	166.38
	Print Cartridge Cyan MP C3503	18,000	1 - 331g. Bottle	Ea.	841816	207.97	166.38
	Staple Type T; 5000 per Crtg (1 Crtg per Ctn)	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	415009	41.20	32.95
	Staple Refill Type T (Saddle Stitch); 5,000 per Crtg. (2 Crtg/Carton)	10,000	2 - Crtgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.85
	Staple Type S (Saddle Stitch)	5,000	1 - Crtg; 5,000 Staples per Cartridge	CTN	412874	51.50	41.20
	Staple Type K Refill; 5,000 per Crtg. (1 Crtg/Carton)	15,000	3 - Crtg. Refills; 5,000 Staples per Cartridge	CTN	410602	79.83	63.66
	Waste Toner Bottle MP C6003	100,000	1 - Each	CTN	416890	16.07	12.66
	Stamp (Markers) Type 30	12,000	4 - Markers/Box	CTN	334049	31.42	25.14

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

**Ricoh USA  
WSCA Nevada**

<b>SUPPLIES (Prices Per Unit)</b>							
<b>Current Production Models:</b>							
<b>Models</b>	<b>Description (Prices Per Unit)</b>	<b>Yield Per Carton</b>	<b>Unit Packaging</b>	<b>Oracle Unit of Measure</b>	<b>Reorder Numbers</b>	<b>SRP</b>	<b>CUSTOMER PRICE</b>
Ricoh MP C4503/5503/6003 Series	Print Cartridge Black MP C6003	33,000	1 - 544g. Bottle	Ea.	841849	120.63	96.50
	Print Cartridge Yellow MP C6003	22,500	1 - 437g. Bottle	Ea.	841850	248.09	198.47
	Print Cartridge Magenta MP C6003	22,500	1 - 455g. Bottle	Ea.	841851	248.09	198.47
	Print Cartridge Cyan MP C6003	22,500	1 - 400g. Bottle	Ea.	841852	248.09	198.47
	Staple Type T; 5,000 per Ctg (1 Ctg per Ctn)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	415009	41.20	32.95
	Staple Refill Type T (Saddle Stitch); 5,000 per Ctg. (2 Ctg/Carton)	10,000	2 - Ctgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.85
	Staple Type S (Saddle Stitch)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	412874	51.50	41.20
	Staple Type K Refill; 5,000 per Ctg. (1 Ctg/Carton)	15,000	3 - Ctg. Refills; 5,000 Staples per Cartridge	CTN	410802	79.83	63.86
	Staple Type W for SR4100 (Saddle Stitch)	2,000	1 x 2,000/ Ctn	CTN	416710	40.46	32.37
	Waste Toner Bottle MP C6003	100,000	1 - Each	CTN	416890	16.07	12.86
	Stamp (Markers) Type 30	12,000	4 - Markers/Box	CTN	334049	31.42	25.14
Ricoh MP C5502 / 8002	Print Cartridge Black MP C8002	48,500	1 - Each	EA	842083	147.00	117.60
	Print Cartridge Yellow MP C8002	29,000	1 - Each	EA	842084	330.18	264.14
	Print Cartridge Magenta MP C8002	29,000	1 - Each	EA	842085	330.18	264.14
	Print Cartridge Cyan MP C8002	29,000	1 - Each	EA	842086	330.18	264.14
	Waste Toner Bottle MP C8002	125,000	1 - Each	CTN	416859	81.02	64.82
	Staple Type V for SR4090/SR4100	5,000	1 x 5,000/ Ctn	CTN	416709	50.58	40.45
	Staple Refill Type V for SR4090/SR4100	15,000	3 x 5,000/ Ctn	CTN	416711	101.92	81.54
	Staple Type W for SR4100 (Saddle Stitch)	2,000	1 x 2,000/ Ctn	CTN	416710	40.46	32.37
	Staple Refill Type W for SR4100 (Saddle Stitch)	8,000	4 x 2,000/ Ctn	CTN	416712	68.22	54.58
	Staple Type M; 1 Cartridge of 5,000	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	413013	98.88	79.10
	Staple Type M Refill; 5 Cartridges of 5,000	25,000	5 - Ctgs; 5,000 Staples per Cartridge	CTN	413026	216.30	173.04
	Staple Type SR90; 4 Cartridges of 5,000	20,000	4 - Ctgs; 5,000 Staples per Cartridge	CTN	411476	105.06	84.05
Ricoh Pro C5100S / 5110S	Pro Print Cartridge Black C5100	30,000	1 - Each	EA	828221	154.92	123.94
	Pro Print Cartridge Yellow C5100	30,000	1 - Each	EA	828351	230.58	184.46
	Pro Print Cartridge Magenta C5100	30,000	1 - Each	EA	828352	230.58	184.46
	Pro Print Cartridge Cyan C5100	30,000	1 - Each	EA	828353	230.58	184.46
	Waste Toner Bottle MP C5002	45,000	1 - Each	EA	416869	81.02	64.82
	Staple Type V for SR4090/SR4100	5,000	1 x 5,000/ Ctn	CTN	416709	50.58	40.45
	Staple Refill Type V for SR4090/SR4100	15,000	3 x 5,000/ Ctn	CTN	416711	101.92	81.54
	Staple Type W for SR4100 (Saddle Stitch)	2,000	1 x 2,000/ Ctn	CTN	416710	40.46	32.37
	Staple Refill Type W for SR4100 (Saddle Stitch)	8,000	4 x 2,000/ Ctn	CTN	416712	68.22	54.58
	Staple Type M; 1 Cartridge of 5,000	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	413013	98.88	79.10
	Staple Type M Refill; 5 Cartridges of 5,000	25,000	5 - Ctgs; 5,000 Staples per Cartridge	CTN	413026	216.30	173.04
	Staple Type SR90; 4 Cartridges of 5,000	20,000	4 - Ctgs; 5,000 Staples per Cartridge	CTN	411476	105.06	84.05
Ricoh Pro C851EX/C751 Series	Pro Print Cartridge Black C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	EA	828185	234.00	187.20
	Pro Print Cartridge Yellow C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	EA	828186	318.00	254.40
	Pro Print Cartridge Magenta C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	EA	828187	318.00	254.40
	Pro Print Cartridge Cyan C751; 1 - 1,540g Cartridge	48,500	1 - 1,540g. Cartridge	EA	828188	318.00	254.40
	Staple Cartridge Type BK 5030; 5000 per Ctg. (3 Ctg./Ctn)	15,000	3 - Ctgs; 5,000 Staples per Cartridge	CTN	404461	127.72	102.18
	Ring Supply Type A White 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404117	342.48	273.98
	Ring Supply Type A Black 100; 5 Sets of 75	375	5 - Sets of 75	CTN	404118	342.48	273.98
	Ring Supply Type A White 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404119	282.22	225.78
	Ring Supply Type A Black 50; 5 Sets of 75	375	5 - Sets of 75	CTN	404120	282.22	225.78
	Staple Type U (Saddle Stitch); 5,000 per Ctg. (1 Ctg/Ctn)	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	404235	88.52	69.22
	Staple Refill Type T (Saddle Stitch); 5,000 per Ctg. (2 Ctg/Carton)	10,000	2 - Ctgs; 5,000 Staples per Cartridge	CTN	415010	44.81	35.85
	Staple Type M; 1 Cartridge of 5,000	5,000	1 - Ctg; 5,000 Staples per Cartridge	CTN	413013	98.88	79.10
	Staple Type M Refill; 5 Cartridges of 5,000	25,000	5 - Ctgs; 5,000 Staples per Cartridge	CTN	413026	216.30	173.04
Yield based on recommended average monthly print volume, 8-1/2" x 11" paper and 5% coverage.							

## List Pricing Worksheet

**Vendor Name: Ricoh USA**

**Group A - Copiers B**

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	0.06712
24	0.04351	0.04746	0.04351	0.04746	n/a	0.05221
36	0.03041	0.03378	0.03041	0.03378	n/a	0.03649
48	0.02496	0.02701	0.02496	0.02701	n/a	0.02995
60	0.02193	0.023	0.02193	0.023	n/a	0.02632
Fixed Margin	11%	13%	11%	13%	14%	14%

**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*

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

**Vendor Name: Ricoh USA**

Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
A3 B&W	MP 3553	Complete Unit (includes base unit and custom features)	\$13,286.00	62.86%	\$4,934.42
		Itemized Custom Features:			
		Base Unit	\$10,576.00	63.68%	\$3,841.20
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$1,160.00	65.34%	\$402.06
		Finisher - Stapling	\$1,600.00	56.81%	\$691.04
A3 Color/B&W	MPC 3503	Complete Unit (includes base unit and custom features)	\$18,159.00	57.56%	\$7,706.13
		Itemized Custom Features:			
		Base Unit	\$15,596.00	59.91%	\$6,253.06
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$983.00	59.10%	\$402.05
		Finisher - Stapling	\$1,580.00	33.48%	\$1,051.02
A4 B&W	MP 5002SP	Complete Unit (includes base unit and custom features)	\$19,696.00	65.50%	\$6,796.10
		Itemized Custom Features:			
		Base Unit	\$14,946.00	69.69%	\$4,530.13
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$980.00	66.73%	\$326.05
		Finisher - Stapling	\$3,770.00	48.54%	\$1,940.04
A4 Color/B&W	MPC 4503	Complete Unit (includes base unit and custom features)	\$21,924.00	63.15%	\$8,078.99
		Itemized Custom Features:			
		Base Unit	\$19,361.00	67.25%	\$6,340.73
		Automatic 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
A5 B&W	MP 7502SP	Complete Unit (includes base unit and custom features)	\$36,615.00	65.21%	\$12,738.36
		Itemized Custom Features:			
		Base Unit	\$31,850.00	65.85%	\$10,876.78
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$995.00	53.67%	\$460.98
		Finisher - Stapling	\$3,770.00	62.86%	\$1,400.18
A5 Color/B&W	MPC 8002SP	Complete Unit (includes base unit and custom features)	\$54,318.00	66.27%	\$18,323.09
		Itemized Custom Features:			
		Base Unit	\$49,065.00	67.44%	\$15,975.56
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$983.00	30.00%	\$688.10
		Finisher - Stapling	\$4,270.00	61.12%	\$1,660.18
A5 Color/B&W	MPC 8002SP	High Capacity Paper Tray - Min 2000 pages	Standard	Standard	#VALUE!
		Complete Unit (includes base unit and custom features)	\$54,318.00	66.27%	\$18,323.09
		Itemized Custom Features:			
		Base Unit	\$49,065.00	67.44%	\$15,975.56
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$983.00	30.00%	\$688.10
		Finisher - Stapling	\$4,270.00	61.12%	\$1,660.18
A5 Color/B&W	MPC 8002SP	High Capacity Paper Tray - Min 2000 pages	Standard	Standard	#VALUE!
		Complete Unit (includes base unit and custom features)	\$54,318.00	66.27%	\$18,323.09
		Itemized Custom Features:			
		Base Unit	\$49,065.00	67.44%	\$15,975.56
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$983.00	30.00%	\$688.10
		Finisher - Stapling	\$4,270.00	61.12%	\$1,660.18
A5 Color/B&W	MPC 8002SP	High Capacity Paper Tray - Min 2000 pages	Standard	Standard	#VALUE!
		Complete Unit (includes base unit and custom features)	\$54,318.00	66.27%	\$18,323.09
		Itemized Custom Features:			
		Base Unit	\$49,065.00	67.44%	\$15,975.56
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$983.00	30.00%	\$688.10
		Finisher - Stapling	\$4,270.00	61.12%	\$1,660.18

**Vendor Name: Ricoh USA**

*Basic network connect fees are included in making engine pricing. Maintenance and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.*

**Vendor Name: Ricoh USA**

Pricing Item		84 per (400-150)	85 per/BW (240-158)	86 per/BW (150+)	89 per/BW (150+)
Make	Model	Kode	Kode	Kode	Kode
Mailing Engine	Model	DM-HD-150		DM-HD-800	
Paper Handling		\$ 150,000.00		\$ 150,000.00	
ADP		N/A		N/A	
ADAP		N/A		N/A	
Screen Station		N/A		N/A	
Platen Cover		N/A		N/A	
Color Scanner		N/A		N/A	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Paper Feeding		Standard		Standard	
Base Cabinet					
Additional Paper Printer		\$ 18,000.00		\$ 18,000.00	
Paper-Fed Units		\$ 36,800.00		N/A or \$418,800 & above	
Bypass Paper Supply		N/A		N/A	
Large Capacity Tray (small sheet)		See Master Pricing Schedule		See Master Pricing Schedule	
Large Capacity Tray (large sheet)		See Master Pricing Schedule		See Master Pricing Schedule	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Blanking		Standard		Standard	
Output Tray		Standard		Standard	
Internal / Vong Finisher		Standard		Standard	
3 - Hole Punch		\$ 39,300.00		\$ 39,300.00	
Basic Office Finisher		N/A		N/A	
3 - Hole Punch		N/A		N/A	
Saddle Stitch Finishing		N/A		N/A	
Additional Option (please describe here)		N/A		N/A	
Advanced Office Finisher		N/A		N/A	
3 - Hole Punch		N/A		N/A	
Saddle Stitch Finishing		N/A		N/A	
Additional Option (please describe here)		N/A		N/A	
Post Process Inserter		\$ 33,000.00		\$ 33,000.00	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Network Connectivity Kit		Standard		Standard	
Hard Drive Security Kit		Standard		Standard	
Network Security Kit		Standard		Standard	
Power Protection Unit		See Master Pricing Schedule		See Master Pricing Schedule	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Accessibility / Security Options		N/A		N/A	
Accessibility Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Software Options					
Advanced Scanning Software					
GlobalScan MX VZ Server 5 and License		\$ 1,350.00		\$ 1,350.00	
Numon Equipte PC - EOS/ESS, Embedded Devleat on		\$ 1,245.00		\$ 1,245.00	
NSi Accestore Express Devleat Lic and Workflow Devleat		\$ 2,194.00		\$ 2,194.00	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Advanced Scanning Interface Software					
Kodex Capture Standard 1 connector station Image		\$ 4,805.00		\$ 4,805.00	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Simple Account Software					
SimpleScan MX 1 Devleat Basn License, Secure Print M		\$ 1,370.00		\$ 1,370.00	
Bluetooth Office Appspace		\$ 899.00		\$ 899.00	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	
Advanced Accounting Software					
ESi Output Manager Enterprise M20 Client License		\$ 899.00		\$ 899.00	
Secure Equipte PC - EOS/ESS, Embedded Devleat on		\$ 1,295.00		\$ 1,295.00	
Additional Option (please describe here)		See Master Pricing Schedule		See Master Pricing Schedule	

**Notas:**  
Basic network connect fees are included in marking  
Maintenance and Support is required for all software



Vendor Name: Ricoh USA

List Pricing Worksheet  
Group B - Copiers Color

Pricing Item	Group B - Production Copiers Includes B&W and Color/B&W SEGMENTS							
	B6 B&W (91-119)	B6 Color/B&W (91-119)	B7 B&W (120-139)	B7 Color/B&W (120-139)	B8 B&W (140-159)	B8 Color/B&W (140-159)	B9 B&W (160+)	B9 Color/B&W (160+)
Make	Ricoh	Kodak	Ricoh	Kodak	Kodak		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%	
Connectivity / 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.

Vendor Name: Ricoh USA												
Pricing Item		Group B - Production Copies Includes B&W and Color B&W SEGMENTS										
	A1 14.0" (35.41cm) (12-13)	A2 14.0" (35.41cm) (12-13)	A3 14.0" (35.41cm) (12-13)	A4 14.0" (35.41cm) (12-13)	A5 14.0" (35.41cm) (12-13)	A6 14.0" (35.41cm) (12-13)	A7 14.0" (35.41cm) (12-13)	A8 14.0" (35.41cm) (12-13)	A9 14.0" (35.41cm) (12-13)	A10 14.0" (35.41cm) (12-13)	A11 14.0" (35.41cm) (12-13)	A12 14.0" (35.41cm) (12-13)
Model	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S	Ricoh Pro B110S
Base Unit, Standard and Supplier Pricing	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339	0.0339
Option A1: Included Base Unit Impression	80,000	80,000	134,000	134,000	134,000	134,000	134,000	134,000	134,000	134,000	134,000	134,000
Option A2: Monthly Base Charge	380.10	380.10	497.28	497.28	497.28	497.28	497.28	497.28	497.28	497.28	497.28	497.28
Option A3: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A4: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A5: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A6: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A7: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A8: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A9: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A10: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A11: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A12: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A13: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A14: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A15: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A16: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A17: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A18: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A19: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A20: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A21: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A22: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A23: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A24: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A25: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A26: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A27: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A28: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A29: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A30: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A31: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A32: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A33: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A34: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A35: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A36: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A37: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A38: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A39: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A40: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A41: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A42: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A43: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A44: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A45: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A46: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A47: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A48: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A49: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A50: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A51: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A52: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A53: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A54: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A55: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A56: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A57: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A58: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A59: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A60: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A61: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A62: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A63: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A64: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A65: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A66: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A67: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A68: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A69: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A70: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A71: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A72: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A73: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A74: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A75: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A76: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A77: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A78: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A79: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A80: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A81: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A82: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A83: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A84: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A85: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A86: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A87: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A88: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A89: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A90: Overage Rate	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037	0.0037
Option A91: Included Base Unit Impression	0	0	0	0	0	0	0	0	0	0	0	0
Option A92: Monthly Base Charge	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00	39.00
Option A93: Overage Rate	0.0037	0.003										

List Pricing Worksheet  
Group B - Copiers Color

Name		Address		City		State		Zip		Phone		Fax		E-mail		Notes	

# Ricoh USA WSCA Nevada

## List Pricing Worksheet Group B - Copiers Color

SUPPLIES (Prices Per Unit)							
Current Production Models							
Models	Description (Prices Per Unit)	Yield Per Carton	Unit Packaging	Oracle Unit of Measure	Reorder Numbers	SRP	WSCA PRICE
BW COPIER MULTIFUNCTIONAL							
Ricoh Pro 8100EX / 8100s / 8200s / 8210s	Pro Toner 8100S	328,000	4 - Bottles/Ctn.	CTN	828277	517.12	413.70
BK5030 Finisher RS5000 RS5000 RS5000 RS5000	Refill Staple Type T for SR5020 (Saddle Stitch)	10,000	2 - Ctrs: 5,000 Staples per Cartridge	CTN	415010	44.81	35.85
	Staple Type M for SR5000/SR5020 (Usual Staple)	5,000	1 - Ctrg: 5,000 Staples per Cartridge	CTN	413013	98.88	79.10
	Staple Refill Type M for SR5000/SR5020 Usual Staple)	25,000	5 - Ctrs: 5,000 Staples per Cartridge	CTN	413026	216.30	173.04
	Staple Cartridge Type Bk 5030: 5000 per Ctrg. (3 Ctrg./Ctn)	15,000	3 - Ctrs: 5,000 Staples per Cartridge	CTN	404461	127.72	102.18
	Glue Supply Type A: 1 Bag (EA)	1,300	1 - Bag	EA	404103	312.09	249.67
	Ring Supply Type A White 100: 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404117	342.48	273.98
RS5000	Ring Supply Type A Black 100: 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404118	342.48	273.98
RS5000	Ring Supply Type A White: 50 5 - sets of 75 (CTN)	375	5 - Sets of 75	CTN	404119	282.22	225.78
RS5000	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

## List Pricing Worksheet

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	0.06712
24	0.04351	0.04746	0.04351	0.04746	n/a	0.05221
36	0.03041	0.03378	0.03041	0.03378	n/a	0.03649
48	0.02496	0.02701	0.02496	0.02701	n/a	0.02995
60	0.02193	0.023	0.02193	0.023	n/a	0.02632
Fixed Margin	11%	13%	11%	13%	14%	14%

### Notes:

Short Term 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

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

**Vendor Name: Ricoh USA**

Segment	Model	Configuration <small>(Includes Base Unit and Custom Features)</small>	Suggested Retail Price	Discount (% off)	Discounted Price
B6 B&W	Pro 8100EX	Itemized Custom Features:			
		Base Unit	\$41,115.00	66.41%	\$13,810.00
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$1,050.00	42.76%	\$601.00
		Finisher - Stopping	\$6,862.00	52.39%	\$0.00
B6 Color/B&W	SX3300	Print/Scan	\$4,488.00	49.93%	\$2,247.00
		Complete Unit <small>(Includes Base Unit and Custom Features)</small>	\$642,000.00	22.00%	\$500,760.00
		Itemized Custom Features:			
		Base Unit	\$642,000.00	22.00%	\$500,760.00
		Automatic Document Feeder - duplexing	n/a	n/a	#VALUE!
B7 B&W	Pro 8120S	2/3 Hole Punch	n/a	n/a	#VALUE!
		Finisher - Stopping	n/a	n/a	#VALUE!
		Print/Scan	n/a	n/a	#VALUE!
		Configuration <small>(Includes Base Unit and Custom Features)</small>	Suggested Retail Price	Discount (% off)	Discounted Price
		Complete Unit	\$75,515.00	62.90%	\$28,014.00
B7 Color/B&W	SX3900	Itemized Custom Features:			
		Base Unit	\$67,603.00	64.28%	\$24,146.00
		Automatic Document Feeder - duplexing	Standard	Standard	#VALUE!
		2/3 Hole Punch	\$1,050.00	42.76%	\$601.00
		Finisher - Stopping	\$6,862.00	52.39%	\$3,267.00
B9 B&W	DM HD 300	Print/Scan	Standard	Standard	#VALUE!
		Complete Unit <small>(Includes Base Unit and Custom Features)</small>	\$682,000.00	22.00%	\$531,960.00
		Itemized Custom Features:			
		Base Unit	\$682,000.00	22.00%	\$531,960.00
		Automatic Document Feeder - duplexing	n/a	n/a	#VALUE!
B9 Color/B&W	DM HD 300	2/3 Hole Punch	n/a	n/a	#VALUE!
		Finisher - Stopping	n/a	n/a	#VALUE!
		Print/Scan	n/a	n/a	#VALUE!
		Configuration <small>(Includes Base Unit and Custom Features)</small>	Suggested Retail Price	Discount (% off)	Discounted Price
		Complete Unit	\$229,300.00	19.34%	\$184,959.00
B9 Color/B&W	DM HD 300	Itemized Custom Features:			
		Base Unit	\$190,000.00	20.00%	\$152,000.00
		Automatic Document Feeder - duplexing	n/a	n/a	#VALUE!
		2/3 Hole Punch	\$39,300.00	16.13%	\$32,959.00
		Finisher - Stopping	Standard	Standard	#VALUE!
B9 Color/B&W	DM HD 300	High Capacity Paper Tray - Min 2000 pages	Standard	Standard	#VALUE!
		Complete Unit <small>(Includes Base Unit and Custom Features)</small>	\$0.00	0.00%	\$0.00
		Itemized Custom Features:			
		Base Unit	\$0.00	0.00%	\$0.00
		Automatic Document Feeder - duplexing	\$0.00	0.00%	\$0.00
B9 Color/B&W	DM HD 300	2/3 Hole Punch	\$0.00	0.00%	\$0.00
		Finisher - Stopping	\$0.00	0.00%	\$0.00
		High Capacity Paper Tray - Min 2000 pages	\$0.00	0.00%	\$0.00
		Configuration Cost	\$0.00	0.00%	\$0.00

Vendor Name: Ricoh USA

List Pricing Worksheet  
Group B - Copiers Color

Group B - Production Copiers B&W and Color/B&W Segments	Monthly Volume Range	Monthly Target Volume	CPC for First 30% of B&W Volume	First 30% of Volume	CPC for all B&W copies made after the first 30%	CPC for each Color copy made	Model
B6 B&W (91-119)	20,000 - 110,000	99,000	\$ 0.0141	29,700	\$ 0.00390		Pro 8100EX
B6 B&W (91-119)	20,000 - 110,000	99,000	\$ 0.0156	29,700	\$ 0.00390		Pro 8100S
B6 B&W (91-119)	30,000 - 160,000	134,400	\$ 0.0142	40,320	\$ 0.0037		Pro 8110S
B6 Color/B&W (91-119)				0			
B7 B&W (120-139)	40,000 - 275,000	195,000	\$ 0.0126	58,500	\$ 0.0035		Pro 8120S
B7 B&W (120-139)	275,000 - 550,000	300,000	\$ 0.0258	90,000	\$ 0.0067		DM HD 125
B7 Color/B&W (120-139)				0			
B8 B&W (140-159)	550,000 - 1,000,000	750,000	\$ 0.0180	225,000	\$ 0.0063		DM HD 150
B8 Color/B&W (140-159)				0			
B9 B&W (160+)	1,000,000 - +	1,250,000	\$ 0.0159	375,000	\$ 0.0063		DM HD 300
B9 Color/B&W (160+)				0			

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

1423173821 Ricoh Group B

Cost per copy pricing for other terms can be created using the same formula upon request.

Cost-Per-Copy with Minimums

CPC pricing below is based on Standard Zone. Contractual uplifts apply for non standard zone placements

# Vendor Name: Ricoh USA

## List Pricing Worksheet Group B - Copiers Color

Group B - Production Copiers B&W and Color/B&W Segments	Monthly Volume Range	Monthly Target Volume	CPC for First 30% of B&W Volume	First 30% of Volume	CPC for all B&W copies made after the first 30%	CPC for each Color copy made	Model
B6 B&W (91-119)	20,000 - 110,000	99,000	\$ 0.0161	29,700	\$ 0.00390		Pro 8100EX
B6 B&W (91-119)	20,000 - 110,000	99,000	\$ 0.0179	29,700	\$ 0.00390		Pro 8100S
B6 B&W (91-119)	30,000 - 160,000	134,400	\$ 0.0163	40,320	\$ 0.0037		Pro 8110S
B6 Color/B&W (91-119)				0			
B7 B&W (120-139)	40,000 - 275,000	195,000	\$ 0.0144	58,500	\$ 0.0035		Pro 8120S
B7 B&W (120-139)	275,000 - 550,000	300,000	\$ 0.0296	90,000	\$ 0.0067		DM HD 125
B7 Color/B&W (120-139)				0			
B8 B&W (140-159)	550,000 - 1,000,000	750,000	\$ 0.0203	225,000	\$ 0.0063		DM HD 150
B8 Color/B&W (140-159)				0			
B9 B&W (160+)	1,000,000 +	1,250,000	\$ 0.0176	375,000	\$ 0.0063		DM HD 300
B9 Color/B&W (160+)				0			

### Notes:

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

For 998 per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule 143173821 Ricoh Group B

Cost per copy pricing for other terms can be created using 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		Group C - Wide Format Devices Includes B&W and Color/B&W					
Pricing Item		SEGMENTS					
Make	Model	Low B&W [500-10,000]	Low Color/B&W [500-10,000]	Medium B&W [10,001-50,000]	Medium Color/B&W [10,001-50,000]	Medium Color/B&W [10,001-50,000]	High B&W [50,000+]
		Ricoh / Savin / Lanier	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 w/PlotWorks	MP CW2200SP	Ricoh Aficio MP W5100en w/PlotWorks / Savin en1500WD w/PlotWorks / Lanier LW5100en w/PlotWorks	Pro L4130	Pro L4160	Ricoh Aficio MP W7140en w/PlotWorks / Savin en7140WD w/PlotWorks / Lanier LW7140en w/PlotWorks	
Marketing Engine	\$ 9,313.00	\$ 18,011.00	\$ 37,814.00	\$ 37,050.00	\$ 38,699.00	\$ 48,835.00	
Paper Handling	Standard	Standard	Standard	Standard	Standard	Standard	
ADF	Standard	Standard	Standard	Standard	Standard	Standard	
Scan Station	\$ 2,116.00	\$ 1,353.00	\$ 1,353.00	Standard	Standard	\$ 1,353.00	
Piston Cover	N/A	N/A	N/A	N/A	N/A	N/A	
Color Scanner	Standard	Standard	Standard	Standard	Standard	Standard	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Paper Feeding	Standard	Standard	Standard	Standard	Standard	Standard	
Roll Width	Up to 36 inches	up to 36 inches	Up to 36 inches	up to 54 inches	up to 63 inches	Up to 36 inches	
Additional Roll Width (optional)	N/A	N/A	N/A	N/A	N/A	N/A	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Finishing	Standard	Standard	Standard	Standard	Standard	Standard	
Output Tray	Standard	Standard	Standard	Standard	Standard	Standard	
Rear Stacker	\$ 410.00	N/A	N/A	Standard	Standard	N/A	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Connectivity / Security	Standard	Standard	Standard	Standard	Standard	Standard	
Network Connectivity Kit	Standard	Standard	Standard	Standard	Standard	Standard	
Hard Drive Security Kit	Standard	Standard	Standard	Standard	Standard	Standard	
Network Security Kit	Standard	Standard	Standard	Standard	Standard	Standard	
Power Protection Unit	Standard	Standard	Standard	Standard	Standard	Standard	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Accessibility Options	N/A	N/A	N/A	N/A	N/A	N/A	
Accessibility Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Software Options	Standard	Standard	Standard	Standard	Standard	Standard	
Advanced Scanning Software	Standard	Standard	Standard	Standard	Standard	Standard	
GlobalScan iX V2 Server 5 and iLicense	\$ 1,350.00	\$ 1,350.00	\$ 1,350.00	\$ 1,350.00	\$ 1,350.00	\$ 1,350.00	
Nuance Equitrac PCC - EOS/EES Embedde Device at	\$ 1,245.00	\$ 1,245.00	\$ 1,245.00	\$ 1,245.00	\$ 1,245.00	\$ 1,245.00	
NSI Aerospace Express Device Lf and Workflow Dev	\$ 2,194.00	\$ 2,194.00	\$ 2,194.00	\$ 2,194.00	\$ 2,194.00	\$ 2,194.00	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Advanced Scanning Interface Software	Included	Included	Included	Included	Included	Included	
Kofax Capture Standard 1, concurrent station, iImage	\$ 4,805.00	\$ 4,805.00	\$ 4,805.00	\$ 4,805.00	\$ 4,805.00	\$ 4,805.00	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Simple Account Software	Standard	Standard	Standard	Standard	Standard	Standard	
Streamline iX 1, Device Base License, Secure Print N	\$ 1,379.00	\$ 1,379.00	\$ 1,379.00	\$ 1,379.00	\$ 1,379.00	\$ 1,379.00	
@Remote Office Appliance	\$ 889.00	\$ 889.00	\$ 889.00	\$ 889.00	\$ 889.00	\$ 889.00	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Advanced Accounting Software	Standard	Standard	Standard	Standard	Standard	Standard	
NSI Output Manager Enterprise MFD Client License	\$ 899.00	\$ 899.00	\$ 899.00	\$ 899.00	\$ 899.00	\$ 899.00	
Nuance Equitrac PCC - EOS/EES Embedde Device at	\$ 1,295.00	\$ 1,295.00	\$ 1,295.00	\$ 1,295.00	\$ 1,295.00	\$ 1,295.00	
Additional Option (please describe here)	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	

**Notes:**  
 Basic network connect fees are included in marketing engine pricing.  
 Maintenance and support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

# List Pricing Worksheet

Vendor Name: Ricoh USA

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

Pricing Item		Group C - Wide Format Devices Includes B&W and Color/B&W SEGMENTS					
		Low B&W (500-10,000)	Low Color/B&W (500-10,000)	Medium B&W (10,001-50,000)	Medium Color/B&W (10,001-50,000)	High B&W (50,0001+)	High Color/B&W (50,0001+)
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 w/PlotWorks	MP CW2200SP	Ricoh Aficio MP WS100en w/PlotWorks / Savin en5100WD w/PlotWorks / Lanier LWS100en w/PlotWorks	Pro 14130	Ricoh Aficio MP W7140en w/PlotWorks / Savin en7140WD w/PlotWorks / Lanier LW7140en w/PlotWorks	
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%		30.00%	23.00%	
Connectivity / 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.

**Vendor Name: Ricoh USA**

1001

Supply pricing can be found on the Consumable Supply Pricing tool

# List Pricing Worksheet

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

# Ricoh USA WSCA Nevada

SUPPLIES (Prices Per Unit)							
Current Production Models							
Models	Description (Prices Per Unit)	Yield Per Carton	Unit Packaging	Oracle Part of Measure	Reorder Numbers	SRP	WSCA PRICE
Wide Format							
Ricoh MP W3601	Black Toner 1160W; 6x800g Cartridges	25,704	6 - 800 g. Cartridges/Crt.	CTN	888029	1,100.56	880.45
Ricoh MP W5100/MP W7140 W/F Toner yield is 3,300 linear feet/cartridge	Ricoh Toner Black MP W7140/423/2009; 6 - 800 g. Cartridges	0	6 - 800g. Cartridges	CTN	821021	1,075.32	860.26
Ricoh MP CW2200SP	Print Cartridge Black MP CW2200 Print Cartridge Cyan MP CW2200 Print Cartridge Magenta MP CW2200 Print Cartridge Yellow MP CW2200	4,716 Sq. Ft. * 2,070 Sq. Ft. * 2,205 Sq. Ft. * 2,205 Sq. Ft. *	1 - 200ml. Cartridge 1 - 100ml. Cartridge 1 - 100ml. Cartridge 1 - 100ml. Cartridge	EA EA EA EA	841720 841721 841722 841723	140.00 70.00 70.00 70.00	112.00 56.00 56.00 56.00
* Yield (ATY, 5% Chart, 20% Color DV Ratio) (Sq. Ft.)			1 - 100ml. Cartridge	EA	841723	70.00	56.00
Pro L4130 / 4160	Pro Ink Pack Black L4160 Pro Ink Pack Cyan L4160 Pro Ink Pack Magenta L4160 Pro Ink Pack Yellow L4160 Pro Ink Pack Orange L4160 Pro Ink Pack Green L4160 Pro Ink Cartridge White L4160 Pro Maintenance Kit Type A Pro Flushing Cartridge Type A Pro Wiper Kit Type A Pro Waste Ink Bottle Type A Pro Cutter Blade Type A Pro Cleaning Stick Type A Pro Absorbent Sponge Kit Type A Pro Eco Cartridge Type A Pro Filter Kit Type A	See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note See Yield Note	1 - 600ml. Bag 1 - 600ml. Bag 1 - 600ml. Bag 1 - 600ml. Bag 1 - 600ml. Bag 1 - 600ml. Bag 1 - 600ml. Bag 1 - 220ml. Bag 1 - Each 1 - Each 1 - Each 1 - Each 1 - Each 1 - Each 1 - Each 1 - Each		841976 841977 841978 841979 841980 841981 841982 841970 841971 841906 841907 841908 841909 841910 841911 841912	170.00 170.00 170.00 170.00 170.00 170.00 170.00 98.00 43.42 43.42 112.50 37.50 45.39 75.00 47.37 410.53 90.79	136.00 136.00 136.00 136.00 136.00 136.00 136.00 78.40 34.74 34.74 90.00 30.00 36.31 60.00 37.90 328.42 72.63
*Yields may vary depending on the media, resolution and print head passes and therefore cannot be calculated							

# List Pricing Worksheet

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

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	0.06712
24	0.04351	0.04746	0.04351	0.04746	n/a	0.05221
36	0.03041	0.03378	0.03041	0.03378	n/a	0.03649
48	0.02496	0.02701	0.02496	0.02701	n/a	0.02995
60	0.02193	0.023	0.02193	0.023	n/a	0.02632
Fixed Margin	11%	13%	11%	13%	14%	14%

## Notes:

Short Term 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

# List Pricing Worksheet

Vendor Name: Ricoh USA

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

Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
Medium B&W	Ricoh Aficio MP W5100en w/PlotWorks	Complete Unit (includes base unit and custom features)	\$40,963.00	51.39%	\$19,911.01
		Itemized Custom Features:			
		Base Unit	\$37,814.00	51.60%	\$18,302.00
		Console	N/A	N/A	#VALUE!
		Roll Paper Feeder	\$3,149.00	48.90%	\$1,609.00
		Print/Copy/Scan	Included	Included	#VALUE!
Medium Color/B&W		Complete Unit (includes base unit and custom features)	\$0.00		\$0.00
		Itemized Custom Features:			
		Base Unit	\$0.00	0.00%	\$0.00
		Console	\$0.00	0.00%	\$0.00
		Roll Paper Feeder	\$0.00	0.00%	\$0.00
		Print/Copy/Scan	\$0.00	0.00%	\$0.00

# List Pricing Worksheet

Vendor Name: Ricoh USA

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

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	First 30% of Volume	CPC for all B&W copies made after the first 30%	CPC for each Color copy made
Low B&W (500-10,000)				0		
Low Color/B&W (500-10,000)				0		
Medium B&W (10,001-50,000)				0		
Medium Color/B&W (10,001-50,000)				0		
High B&W (50,0001+)				0		
High Color/B&W (50,0001+)				0		



**List Pricing Worksheet**

[illegible]



### List Pricing Worksheet

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

[illegible]

**List Pricing Worksheet**

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

**Vendor Name: Ricoh USA**

[illegible]

Basic network connect fees are Standard in marketing Maintenance and Support is required for all software. Supply pricing can be found on the Consumable SW. 25% uplift for Rural Zones and 30% uplift for Remote CoC rates for short term rental. [a] BAW units = 5.6.

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

**Vendor Name: Ricoh USA**

[illegible]

# Ricoh USA WSCA Nevada

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

### SUPPLIES (Prices Per Unit) Current Production Models

Models	Description (Prices Per Unit)	Yield Per Carton	Unit Packaging	Oracle Unit of Measure	Recorder Numbers	SRP	WSCA PRICE
Ricoh SP 3500SF / SP 3510SF	BW COPIER MULTIFUNCTIONAL AIO Print Cartridge SP 3400A	2,500 5,000	1 - Each	EA	406484 406889	85.75 139.44	71.53 115.39
Ricoh MP 171**	AIO Print Cartridge SP 3500XA Toner Type 1170D, 6 x 230 g, Bottles per Carton	42,000	6 - 230 g, Bottles per Carton	CTN	841718	174.07	139.28
Ricoh MP 201F/201SP**	Type 1515 Photoconductor Unit** Toner Type 1170D, 6 x 230 g, Bottles per Carton	45,000	1 - Per Carton	CTN	411844	219.93	175.94
Ricoh MP 301SPF	Type 1515 Photoconductor Unit, 1 each** Toner MP301: 6 - 200 g, Bottles per Carton	45,000	6 - 230 g, Bottles per Carton	CTN	841718 411844	174.07 219.93	139.28 175.94
Ricoh Pro 907EX / 1107EX / 1307EX	Pro Toner 1357 Simple Type U for SR5020 (Saddle Stitch) Uses Staple Refill Type T Refill Staple Type T for SR5020 (Saddle Stitch) Staple Type M for SR5000/SR5020 (Usual Staple) Staple Refill Type M for SR5000/SR5020 Usual Staple)	240,000 5,000 10,000 5,000 25,000	4 - 1,550 g, Bottles per Carton 1 - Ctg: 5,000 Staples per Cartridge 2 - Cgts: 5,000 Staples per Cartridge 1 - Ctg: 5,000 Staples per Cartridge 5 - Cgts: 5,000 Staples per Cartridge	CTN CTN CTN CTN CTN	828092 404235 415010 413013 413026	469.86 86.52 44.91 98.88 218.30	375.74 69.22 35.85 79.10 173.04
MICR Supplies MICR Supplies MICR Supplies MICR Supplies MICR Developer Kit	MICR Toner Kit (repl. w/ -DS) MICR Developer Mix (repl. w/ -DS) MICR Supplies MICR Developer Mix	300,000* 850,000* 300,000* 850,000*	1 - Bottle 4 - Bottles/Ctn 1 - Bottle	Ea. Ctn. Ctn. Ea.	10777600 10777600-DS 10777600-DS	689.00 189.00 689.00	612.44 159.00 612.44

#### AA Devices

Ricoh SP 5200S/ SP 5210SF/ SP 5210SR	AIO Print Cartridge SP 5200HA Maintenance Kit SP 5200 (Fusing Unit, Transfer Roller, 5 Feed Rollers, 5 Friction Pads)	25,000 120,000 5,000	1 - Each 1 - Each	EA EA	406683 406686	181.00 167.50	144.80 134.00
Ricoh MP C401 Series**	Staple Type T: 5000 per Ctg (1 Ctg per Ctn) Staple Refill Type T: 2,000 per Ctg, (5 Crg/Carton)	10,000	1 - Ctg: 5,000 Staples per Cartridge 2 - Cgts: 5,000 Staples per Cartridge	CTN	415009 415010	41.20 44.51	32.96 35.85

Ricoh MP C401 Series**	Print Cartridge Black Type MP C400/C240LD140C; 1 - 240 g, Bottle Print Cartridge Cyan Type MP C400/C240LD140C; 1 - 240 g, Bottle Print Cartridge Magenta Type MP C400/C240LD140C; 1 - 240 g, Bottle Print Cartridge Yellow Type MP C400/C240LD140C; 1 - 240 g, Bottle Print Cartridge Yellow Type MP C400/C240LD140C; 1 - 240 g, Bottle Staple Type T: 5000 per Ctg (1 Ctg per Ctn) Staple Refill Type T: 2,000 per Ctg, (5 Crg/Carton)	8,300 10,000 10,000 10,000 10,000 5,000 10,000	1 - 240g, Bottle 1 - 240g, Bottle 1 - 240g, Bottle 1 - 240g, Bottle 1 - 240g, Bottle 1 - Ctg: 5,000 Staples per Cartridge 2 - Cgts: 5,000 Staples per Cartridge	EA EA EA EA EA CTN CTN	841724 841725 841726 841727 841509 415010	45.84 176.80 176.80 176.80 176.80 41.20 44.81	36.67 141.52 141.52 141.52 141.52 32.96 35.85
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Ricoh MP C305	Print Cartridge Cyan MP C305 Print Cartridge Magenta MP C305 Print Cartridge Yellow MP C305 Print Cartridge Black MP C305H	4,000 4,000 4,000 12,000	1 - 83g, Bottle 1 - 83g, Bottle 1 - 83g, Bottle 1 - 224g, Bottle	EA EA EA EA	841591 841592 841593 841621	88.22 88.22 88.22 70.59	70.58 70.58 70.58 58.46
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#### BW PRINTERS

Ricoh SP 311DN / SP 311SFNW	AIO Print Cartridge SP 311LA AIO Print Cartridge SP 311HA	2,000 3,500	1 - Each 1 - Each	EA EA	407248 407245	80.00 106.50	66.67 98.76
1423-73884-Ricoh Group D Ricoh SP 3500V SP 3510DN Consumable Supply Pricing	AIO Print Cartridge SP 3400A AIO Print Cartridge SP 3500XA	2,500 5,000	1 - Each 1 - Each	EA EA	406484 406889	85.75 139.44	71.53 115.39

# List Pricing Worksheet

Ricoh SP4210N/ SP4310N Series**		Group D - Printers (Black and White / Color)							
Print Cartridge SP 410, 1 each**		Maintenance Kit SP 4100 (Fusing unit and transfer roller)**		EA		406997		202.79	
Yield based on recommended average monthly copy volume, 8-1/2" x 11" paper and 5% coverage.		1 - Each		EA		406642		213.32	
Toner cartridge(s) are part of collectible program.									
SP 4100/4100N come equipped with a starter kit.		Starter toner yield is 8,000.							
Ricoh SP 4100NL**		Print Cartridge SP 4100L (only for SP 4100NL)**		1 - Each		EA		407010	
Print Cartridge yield based on recommended average monthly copy volume, 8-1/2" x 11" paper and 5% coverage		Maintenance Kit SP 4100 (fusing unit and transfer roller)**		1 - Each		EA		406642	
SP 4100NL comes equipped with a starter kit. Starter toner yield is 3,000.									
Ricoh SP 5200DN/ SP 5210DN		AIO Print Cartridge SP 5200HA		1 - Each		EA		406683	
		Maintenance Kit SP 5200 (Fusing Unit, Transfer Roller, 5 Feed Rollers, 5 Friction Pads)		1 - Each		EA		406696	
SP 6330N		Maintenance Kit SP 6330 (1xCTN)		1 per Carton		CTN		406720	
Ricoh SP6300DN**		AIO Print Cartridge SP 6330NA, 1x2.8kg Cartridge**		1 - Each		EA		406628	
SR790/SR8300		Black Toner Type SP 8200A		4 - 830g Cartridge		CTN		820076	
SR790/SR8300		Maintenance Kit SP 8300A (PCU with Developer)		1 - Each		EA		407057	
SR790/SR8300		Maintenance Kit SP 8200B (Transfer Belt Unit, Fuser Unit)		1 - Each		EA		402661	
Ricoh SP 9100DN		Staple Type K SR3090 Finisher		1 - Ctg; 5,000 Staples per Cartridge		CTN		410801	
SR841/ SR842		Staple Type K Refill for SR3090/SR3130 Finishers		3 - Ctg; Refills: 5,000 Staples per Cartridge		CTN		410802	
SR790/4000		Type 8110D Black Toner, 4x1,100g Bottles		4 - 1,100 g. Bottles		CTN		941332	
SR4000 (Saddle Stitch)		Staple Type H: 1 Cartridge of 5,000		1 - Ctg; 5,000 Staples per Cartridge		CTN		410508	
SR4000 (Saddle Stitch)		Staple Type K: 5 Cartridges of 5,000		5 - Ctg; Refills: 5,000 Staples per Cartridge		CTN		410509	
SR4000 (Saddle Stitch)		Staple Type K Refill: 5,000 per Ctg. (1 Ctg/Cartron)		1 - Ctg; 5,000 Staples per Cartridge		CTN		410801	
SR4000 (Saddle Stitch)		Staple Type K Refill: 5,000 per Ctg. (1 Ctg/Cartron)		3 - Ctg; Refills: 5,000 Staples per Cartridge		CTN		410802	
SR4000 (Saddle Stitch)		Staple Type L: 1 Cartridge of 2,000		1 - Ctg; 2,000 Staples per Cartridge		CTN		411240	
SR4000 (Saddle Stitch)		Staple L Refill: 4 Cartridges of 2,000		4 - Ctg; Refills: 2,000 Staples per Cartridge		CTN		411241	
SG 3100SNW/ SG 3110SNW		Color Printers							
SG 3100SNW/ SG 3110SNW		Print Cartridge GC 41K		1 - 49.8 g. Cartridge		EA		405781	
SG 3100SNW/ SG 3110SNW		Print Cartridge GC 41C		1 - 27.8 g. Cartridge		EA		405782	
SG 3100SNW/ SG 3110SNW		Print Cartridge GC 41M		1 - 32.8 g. Cartridge		EA		405783	
SG 3100SNW/ SG 3110SNW		Print Cartridge GC 41Y		1 - 35.1 g. Cartridge		EA		405784	
SG 3100SNW/ SG 3110SNW		Ink Collector Unit IC 41		1 - Each		EA		405783	
SG 3100DNW/ SG 3110DNW		Print Cartridge GC 41K		1 - 49.8 g. Cartridge		EA		405781	
SG 3100DNW/ SG 3110DNW		Print Cartridge GC 41C		1 - 27.8 g. Cartridge		EA		405782	
SG 3100DNW/ SG 3110DNW		Print Cartridge GC 41M		1 - 32.8 g. Cartridge		EA		405783	
SG 3100DNW/ SG 3110DNW		Print Cartridge GC 41Y		1 - 35.1 g. Cartridge		EA		405784	
SG 3100DNW/ SG 3110DNW		Ink Collector Unit IC 41		1 - Each		EA		405783	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Black SP C252HA		1 - Cartridge		EA		407653	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Cyan SP C252HA		1 - Cartridge		EA		407654	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Magenta SP C252HA		1 - Cartridge		EA		407655	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Yellow SP C252HA		1 - Cartridge		EA		407656	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Black SP C250A		1 - Cartridge		EA		407539	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Cyan SP C250A		1 - Cartridge		EA		407540	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Magenta SP C250A		1 - Cartridge		EA		407541	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Print Crg. Yellow SP C250A		1 - Cartridge		EA		407542	
Ricoh SP C250/SP C250N/ SP C250/SP C250SF		Waste Toner Bottle Type Z20		1 - Each		EA		406043	

This series comes equipped with starter toner. Starter toner yield is 1,000.  
Toner are part of collectible program.

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

Ricooh SP C320DN**	Print Cartridge Black SP C310HA 1 - 130g/ Ctg.	2,500	1 - 130g. Cartridge	EA	406344	86.01	68.81
	Print Cartridge Cyan SP C310HA 1 - 130g/ Ctg.	2,500	1 - 130g. Cartridge	EA	406345	111.76	89.41
	Print Cartridge Magenta SP C310HA 1 - 130g/ Ctg.	2,500	1 - 130g. Cartridge	EA	406346	111.76	89.41
	Print Cartridge Yellow SP C310HA 1 - 130g/ Ctg.	2,500	1 - 130g. Cartridge	EA	406347	111.76	89.41
	Print Cartridge Black SP C310HA 1 - 191g/ Ctg.	6,500	1 - 191g. Cartridge	EA	406475	128.01	103.21
	Print Cartridge Cyan SP C310HA 1 - 191g/ Ctg.	6,000	1 - 191g. Cartridge	EA	406476	167.63	134.10
	Print Cartridge Magenta SP C310HA 1 - 191g/ Ctg.	6,000	1 - 191g. Cartridge	EA	406477	167.63	134.10
	Print Cartridge Yellow SP C310HA 1 - 191g/ Ctg.	6,000	1 - 191g. Cartridge	EA	406478	167.63	134.10
	Print Cartridge Black SP C310HA 1 - 130g/ Ctg.	2,500	1 - 130g. Cartridge	EA	406344	86.01	68.81
	Waste Toner Bottle Type 220**	25,000	1 - Each	EA	406043	18.47	16.52
Ricooh SP C430DN/C431DN	Maintenance Kit SP C320 (Fusing Unit and Transfer Roller)	90,000	1 - Each	EA	406794	280.42	224.34
	Transfer Unit SP C310 1 Each	90,000	1 - Each	EA	406067	67.34	77.67
	Waste Toner Bottle SP C310 1 Each	55,000	1 - Each	EA	406066	20.60	18.48
	Print Cartridge Black SP C430A; 1 Cartridge	15,000	1 - 360 g. Cartridge	EA	821105	88.52	69.22
	Print Cartridge Yellow SP C430A; 1 Cartridge	15,000	1 - 360 g. Cartridge	EA	821106	226.60	181.28
	Print Cartridge Magenta SP C430A; 1 Cartridge	15,000	1 - 360 g. Cartridge	EA	821107	226.60	181.28
	Print Cartridge Cyan SP C430A; 1 Cartridge	15,000	1 - 360 g. Cartridge	EA	821108	226.60	181.28
	Black Drum Unit SP C430; 1 Carton	50,000	1 - Carton	CTN	407018	161.71	129.37
	Color Drum Unit SP C430 (3 PCUs one for each color C, M, Y); 1 Carton	50,000	1 - Carton	CTN	407019	484.10	387.28
	Transfer Unit SP C430 (Image Transfer Belt Unit, Paper Transfer Roller); 1 Carton	100,000	1 - Carton	CTN	406664	147.29	117.83
Ricooh SP C830/831DN Series**	Waste Toner Bottle SP C430; 1 Each	50,000	1 - Each	EA	406665	24.72	19.78
	Fusing Unit SP C430 (with 3 X Dust Filter); 1 Carton	120,000	1 - Carton	CTN	406666	233.81	187.05
	Print Cartridge Black SP C830DNA	23,500	1 - Cartridge	EA	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	EA	821183	216.72	173.38
	Print Cartridge Cyan SP C830DNA	27,000	1 - Cartridge	EA	821184	216.72	173.38
	Black Drum Unit SP C830DN	60,000	1 - Each	EA	407095	298.29	238.63
	Color Drum Unit SP C830DN	60,000	1 - Each	CTN	407096	894.23	715.36
	Transfer Unit SP C830DN	200,000	1 - Each	EA	407097	298.08	236.46
	Fusing Unit SP C830DNA	160,000	1 - Each	EA	407098	441.60	353.26
Print Cartridge yields based on recommended average monthly print volume, 8-1/2" x 11" paper and 5% coverage.	Waste Toner Bottle SP C830DN	40,000	1 - Each	EA	407100	21.34	17.07
	Staple Type K; 1 Cartridge of 5,000	5,000	1 - Cartridge	CTN	410601	45.32	36.26
	Staple Refill Type K; 3 Cartridges of 5,000	15,000	3 - Cartridge	CTN	410602	79.83	63.86
	Staple Type S (Saddle Stitch)	5,000	1 - Cartridge	CTN	412874	51.50	41.20



# List Pricing Worksheet

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

Vendor Name: Ricoh USA

Pricing Item	Group D - Printers Includes B&W and Color/B&W SEGMENTS					
	D1 B&W (Up-20)	D1 Color/B&W (Up-20)	D2 B&W (21-40)	D2 Color/B&W (21-40)	D3 B&W (41-60)	D3 Color/B&W (41-60)
Make	Ricoh/Savin/Lanier		Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier	Ricoh/Savin/Lanier
Model	MP171/917/LD117		SP 311DNW	SP C250DN	SP 5200DN	SP C431DN/CLP42DN/LP14 2CN
Marking Engine - Discount	40%		14%	4%	30%	27%
Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount	20%		20%	20%	20%	20%
Connectivity / Security Discount	0%		0%	0%	0%	0%
Accessibility Options Discount	20%		20%	20%	20%	20%
Software Discount	0%		0%	0%	0%	0%

NOTE: Discount must be shown in percent format.

## List Pricing Worksheet

Vendor Name: Ricoh USA

Group D - Printers (Black and White / Color)

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	0.06712
24	0.04351	0.04746	0.04351	0.04746	n/a	0.05221
36	0.03041	0.03378	0.03041	0.03378	n/a	0.03649
48	0.02496	0.02701	0.02496	0.02701	n/a	0.02995
60	0.02193	0.023	0.02193	0.023	n/a	0.02632
Fixed Margin	11%	13%	11%	13%	14%	14%

### Notes:

Short Term 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



## List Pricing Worksheet

Vendor Name: Ricoh USA

Group D - Printers (Black and White / Color)

Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
D2 B&W	SP 4310N	Complete Unit (includes base unit and custom features)	\$977.00	33.77%	\$647.07
		Itemized Custom Features:			
		Base Unit	\$599.00	25.88%	\$443.98
		Automatic Duplexing	\$234.00	46.15%	\$126.01
		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 (includes base unit and custom features)	\$678.00	21.39%	\$533.00
D2 Color/B&W	SP C250SF	Itemized Custom Features:			
		Base Unit	\$499.00	16.03%	\$419.01
		Automatic Duplexing	Standard	Standard	#VALUE!
		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!

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

**Vendor Name: Ricoh USA**

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

1423173884\_Ricoh Group D

Cost-Per-Copy with Minimums

Group D - Printers B&W and Color/B&W Segments	Monthly Volume Range	Monthly Target Volume	CPC for First 30% of Color Volume	First 30% of Volume	CPC for all Color copies made after the first 30%	CPC for each Color copy made	Model
D2 B&W (21-40)	0 - 2000	900	\$ 0.0455	270	\$ 0.0307		SP 3500N
D2 B&W (21-40)	0 - 2000	900	\$ 0.0492	270	\$ 0.0307		SP 3510DN
D2 B&W (21-40)	2,000 - 7,000	5,600	\$ 0.0245	1,680	\$ 0.0190		SP 4100NL
D2 B&W (21-40)	1,000 - 7,000	4,500	\$ 0.0242	1,350	\$ 0.0170		SP 4310N
D2 B&W (21-40)	1,000 - 7,000	5,300	\$ 0.0375	1,590	\$ 0.0250		SP 6330N/MLP235 n/LP235N
D2 Color/B&W (21-40)	0 - 2,000	450	\$ 0.1331	135	\$ 0.0310	\$ 0.1470	SP C252SF
D2 Color/B&W (21-40)	100 - 4,000	2,300	\$ 0.0824	690	\$ 0.0125	\$ 0.0650	IMP C305SPF

Group D - Printers B&W and Color/B&W Segments	Monthly Volume Range	Monthly Target Volume	CPC for First 30% of Color Volume	First 30% of Volume	CPC for all Color copies made after the first 30%	CPC for each Color copy made	Model
D2 Color/B&W (21-40)	0 - 2,000	250	\$ 0.1312	75	\$ 0.0300	\$ 0.2480	SP C250DN
D2 Color/B&W (21-40)	0 - 2,000	250	\$ 0.1844	75	\$ 0.0300	\$ 0.2480	SP C252DN
D2 Color/B&W (21-40)	100 - 2,000	800	\$ 0.0868	240	\$ 0.0310	\$ 0.2470	SP C320DN
D2 Color/B&W (21-40)	100 - 4,000	2,500	\$ 0.0369	750	\$ 0.0090	\$ 0.1000	SP CA30DN/CLP37 DN/LP137CN
D3 B&W (41-60)	1,000 - 10,000	6,500	\$ 0.0367	1,950	\$ 0.0130		SP5200S
D3 B&W (41-60)	1,500 - 15,000	9,200	\$ 0.0360	2,760	\$ 0.0130		SP5210SF
D3 B&W (41-60)	1,500 - 15,000	9,200	\$ 0.0366	2,760	\$ 0.0130		SP5210SR
D3 B&W (41-60)	1,000 - 10,000	6,500	\$ 0.0227	1,950	\$ 0.0100		SP 5200DN
D3 B&W (41-60)	2,000 - 12,000	9,200	\$ 0.0210	2,760	\$ 0.0100		SP 5210DN
D3 B&W (41-60)	8,000 - 34,000	20,900	\$ 0.0194	6,270	\$ 0.0130		SP 8300DN

Cost-Per-Copy with Minimums

Group D - Printers B&W and Color/B&W Segments	Monthly Volume Range	Monthly Target Volume	CPC for First 30% of Color Volume	First 30% of Volume	CPC for all Color copies made after the first 30%	CPC for each Color copy made	Model
D3 B&W (41-60)	13,000 - 60,000	49,500	\$ 0.0242	14,850	\$ 0.0055		SP 9100DN/MLP1 75N/P275HDN
D3 B&W (41-60)	18,000 - 95,000	82,000	\$ 0.0208	24,600	\$ 0.0040		Pro 907
D3 Color/B&W (41-60)	800 - 8,000	4,300	\$ 0.0643	1,290	\$ 0.0090	\$ 0.0860	MP C401
D3 Color/B&W (41-60)	800 - 8,000	4,300	\$ 0.0691	1,290	\$ 0.0090	\$ 0.0860	MP C401SR
D3 Color/B&W (41-60)	100 - 4,500	2,700	\$ 0.0435	810	\$ 0.0090	\$ 0.1000	SP C431DN/CLP42 DN/LP142CN
D3 Color/B&W (41-60)	100 - 4,500	2,700	\$ 0.0585	810	\$ 0.0090	\$ 0.1000	SP C431DN- HS/CLP42DN- HS/LP142DN-
D3 Color/B&W (41-60)	100 - 3,500	2,800	\$ 0.0757	840	\$ 0.0111	\$ 0.1040	SP C830DN
D3 Color/B&W (41-60)	500 - 6,000	3,900	\$ 0.0700	1,170	\$ 0.0111	\$ 0.1040	SP C831DN

**Notes:**

*Cost Per copy pricing above is based on 60 month term with minimums*

*For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule*

*Cost per copy pricing for other terms can be created using the same formula upon request.*

*1423173888 B&W Standard Zone.*

*Cost-Per-Copy with Minimums*

## List Pricing Worksheet

## Group E - Digital Duplicator

Vendor Name: Ricoh USA

Pricing Item		Group E - Digital Duplicator SEGMENTS			
		E1 (100-130)	E1 (100-130)	E2 (131-150)	E3 (151-180)
Make		Ricoh/Scvin/Lanier	Ricoh/Scvin/Lanier	Ricoh/Scvin/Lanier	
Model		DX 3343/3183DNP/LDD130	DD 4450	DD 6650	
Marking Engine		\$ 5,285.00	\$ 8,351.00	\$ 19,885.00	
Paper Handling					
ADF		\$ 1,045.00	\$ 1,379.00	\$ 1,379.00	
ADF		N/A	N/A	N/A	
Scan Station		N/A	N/A	N/A	
Platen Cover		\$ 137.00	\$ 140.00	\$ 140.00	
Color Scanner		N/A	N/A	N/A	
Color Drum		\$ 1,045.00	\$ 1,152.00	\$ 1,379.00	
Short Color Drum		N/A	N/A	\$ 1,379.00	
Paper Feeding					
Base Cabinet		\$ 397.00	\$ 371.00	\$ 305.00	
Additional Paper Drawer		N/A	N/A	N/A	
Paper-Feed Units		N/A	N/A	N/A	
Bypass Paper Supply		N/A	N/A	N/A	
Large Capacity Tray		N/A	N/A	N/A	
Additional Option (please describe here)		See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Finishing					
Output Tray		N/A	N/A	N/A	
Collating		\$ 373.00	\$ 373.00	N/A	
Connectivity / Security					
Network Connectivity Kit		Standard	Standard	Standard	
Hard Drive Security Kit		N/A	N/A	N/A	
Network Security Kit		Standard	Standard	Standard	
Power Protection Unit		N/A	N/A	N/A	
Additional Option (please describe here)		See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Accessibility Options					
Accessibility Option (please describe here)		N/A	N/A	N/A	
Software Options					
Advanced Scanning Software		Standard	Standard	Standard	
GlobalScan NX V2 Server 5 and License		\$ 1,350.00	\$ 1,350.00	\$ 1,350.00	
Nuance Equitrac PCC - EOS/EES; Embedde Device an		\$ 1,245.00	\$ 1,245.00	\$ 1,245.00	
NSI Autoscore Express Device Lic and Workflow Devl		\$ 2,194.00	\$ 2,194.00	\$ 2,194.00	
Additional Option (please describe here)		See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Advanced Scanning Interface Software		Standard	Standard	Standard	
Kofax Capture Standard 1 concurrent station, image		\$ 4,805.00	\$ 4,805.00	\$ 4,805.00	
Additional Option (please describe here)		See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Simple Account Software					
Streamline NX 1 Device Base License; Secure Print W		1379	1379	1379	
@Remote Office Appliance		889	889	889	
Additional Option (please describe here)		See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	
Advance Accounting Software					
NSI Output Manager Enterprise MFD Client License		\$ 899.00	\$ 899.00	\$ 899.00	
Nuance Equitrac PCC - EOS/EES; Embedde Device on		\$ 1,295.00	\$ 1,295.00	\$ 1,295.00	
Additional Option (please describe here)		See Master Pricing Schedule	See Master Pricing Schedule	See Master Pricing Schedule	

## Notes:

Basic network connect fees are included in marking engine pricing.  
Maintenance and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

**List Pricing Worksheet**  
**Vendor Name: Ricoh USA**  
**Group E - Digital Duplicator**

<b>Pricing Item</b>					
		<b>E1</b> (100-130)	<b>E2</b> (131-150)	<b>E3</b> (151-180)	<b>E4</b> (181+)
<b>Make</b>	<b>Ricoh/Savin/Lanier</b>		<b>Ricoh/Savin/Lanier</b>		
<b>Model</b>	<b>DD 4450</b>		<b>DD 6650</b>		
Marking Engine - Discount	50%		48%		
Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount	37%		37%		
Connectivity / 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

## List Pricing Worksheet Group E - Digital Duplicator

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	0.06712
24	0.04351	0.04746	0.04351	0.04746	n/a	0.05221
36	0.03041	0.03378	0.03041	0.03378	n/a	0.03649
48	0.02496	0.02701	0.02496	0.02701	n/a	0.02995
60	0.02193	0.023	0.02193	0.023	n/a	0.02632
Fixed Margin	11%	13%	11%	13%	14%	14%

### Notes:

*Short Term 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*



# List Pricing Worksheet

Vendor Name: Ricoh USA

Group E - Digital Duplicator

Segment	Model	Configuration	Suggested Retail Price	Discount (% off)	Discounted Price
E2	DD 6650P	Complete Unit <small>(includes base unit and custom features)</small>	\$19,535.00	48.00%	\$10,158.20
		Itemized Custom Features:			
		Base Unit	\$19,535.00	48.00%	\$10,158.20
		Computer connectivity	included	included	#VALUE!
		2000+ sheet paper capacity	n/a	n/a	#VALUE!