

36 Month Non-Cancelable Rental Rate										
<i>Pricing Based on Annual Billing</i>	Group 2 Desktop	Group 2 Console	Group 3	Group 4	Group 5	Group 6	Group 7	Group 8	Group 9	Group 10
Manufacturer	Océ	Océ	Océ	Océ	Océ	Océ	Océ	Océ	Océ	Océ
Model Number	fx3000	VL2221	VL3622	VL4222	VL5022	IM6020	IM7520	IM8530	IM9220	VP1105
Speed, in Impressions Per Minute (IPM)	20-29	20-29	30-39	40-49	50-59	60-69	70-79	80-89	90-99	100-119
<i>Base Configuration</i>	Annual Billing Rate	Annual Rate	Annual Rate	Annual Rate	Annual Rate	Annual Rate	Annual Rate	Annual Rate	Annual Rate	Annual Rate
	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount
Base Configuration Price (included 2% discount)	\$ 202.86	\$ 714.18	\$ 884.59	\$ 922.69	\$ 1,208.22	\$ 1,713.78	\$ 2,277.56	\$ 2,508.17	\$ 3,356.89	\$ 5,795.21
Annual Maintenance Charges	See Page 2	See Page 2	See Page 2	See Page 2	See Page 2	See Page 2	See Page 2	See Page 2	See Page 2	See Page 2
<i>Accessories</i>	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price	Add to Base Price
	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount	Includes 2% Discount
Additional Paper Drawers	\$ 46.57	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Paper Feed Units	N/A	\$ 114.90	\$ 114.90	\$ 114.90	\$ 114.90	N/A	N/A	N/A	N/A	\$ 174.05
Large Capacity Tray	N/A	\$ 119.36	\$ 119.36	\$ 119.36	\$ 119.36	\$ 174.75	\$ 174.75	\$ 164.05	\$ 209.09	\$ 836.49
Internal / Wing Finisher	N/A	\$ 150.06	\$ 155.58	\$ 155.58	\$ 155.58	N/A	N/A	N/A	N/A	N/A
3-Hole Punch Option	N/A	\$ 50.22	\$ 50.22	\$ 50.22	\$ 50.22	N/A	N/A	N/A	N/A	N/A
Basic Office Finisher <i>(See specifications for details)</i>	N/A	N/A	\$ 296.35	\$ 296.35	\$ 296.35	\$ 315.87	\$ 315.87	\$ 382.08	\$ 645.15	\$ 893.76
3-Hole Punch Option	N/A	N/A	Included	Included	Included	\$ 96.43	\$ 96.43	\$ 62.80	Included	N/A
Saddle Stitch Finishing Option	N/A	\$ 165.11	\$ 165.11	\$ 165.11	\$ 165.11	\$ 485.57	\$ 485.57	N/A	N/A	N/A
Advanced Office Finisher <i>(see specifications for details)</i>	N/A	N/A	N/A	N/A	N/A	\$ 512.50	\$ 512.50	\$ 629.98	\$ 678.79	\$ 1,916.17
3-Hole Punch Option	N/A	N/A	N/A	N/A	N/A	Included	Included	\$ 62.80	Included	Included
Saddle Stitch Finishing Option	N/A	N/A	N/A	N/A	N/A	\$ 485.57	\$ 485.57	Included	Included	\$ 3,797.30
Facsimile Kit	Included	\$ 115.25	\$ 142.65	\$ 142.65	\$ 1,426.49	\$ 155.94	\$ 155.94	\$ 127.13	N/A	N/A
Dual Line Option	N/A	\$ 124.19	\$ 164.76	\$ 164.76	\$ 164.76	\$ 142.65	\$ 142.65	N/A	N/A	N/A
Network Connectivity Kit	Included	Included	Included	\$ 52.10	\$ 52.10	\$ 127.83	\$ 127.83	\$ 256.84	\$ 27.01	Included
Hard Drive Kits	Included	\$ 164.29	\$ 251.19	\$ 251.19	\$ 251.19	\$ 251.19	\$ 251.19	\$ 251.19	Included	Included
Hard Drive Security Kit	N/A	\$ 45.39	\$ 42.10	\$ 42.10	\$ 42.10	\$ 45.04	\$ 45.04	\$ 56.45	Included	Included
Network Security Kit	\$ 138.53	\$ 138.53	\$ 138.53	\$ 138.53	\$ 138.53	Included	Included	Included	Included	Included
Power Protection Unit	\$ 35.04	\$ 35.04	\$ 35.04	\$ 35.04	\$ 35.04	\$ 37.28	\$ 37.28	\$ 37.28	\$ 45.04	\$ 45.04
Adobe Postscript Option	Included	Included	Included	Included	Included	Included	Included	Included	\$ 114.90	Included
<i>Miscellaneous Items - to be purchased on an as-needed basis - not discounted on when choosing Annual Billing</i>										
Staples, priced per block	\$48.50	5000 per box, 3 boxes per block - Applicable for any copier with stapling capabilities								
Equipment Moves	N/C									
Initial Key-Op Training	N/C	within reasonable limits; repetitive requests may result in charges at IT Support Rates								
IT Support (after 90 days)	\$96.00	per hour; for assistance with network connections etc; within reasonable limits								
Other Mfg. Catalog Products	25%	off manufacturer's product schedule								

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Maintenance Charges - Choose One Plan											
Zero Base - Cost Per Copy (CPC) Plan		<i>Cost Formula = Cost for Base Configuration + Accessories + Costs Per Copy (Maintenance Included in CPC)</i>									
		<i>For annual billing in CPC Plan, Contractor will bill for Base Configuration and 80% of Estimated Number of Impressions</i>									
		<i>Agency will be credited for underutilization and billed for overutilization of impressions.</i>									
Zero Base Cost per Impression		\$ 0.0166	\$ 0.0088	\$ 0.0069	\$ 0.0055	\$ 0.0049	\$ 0.0045	\$ 0.0043	\$ 0.0041	\$ 0.0035	\$ 0.0046
Mid Volume Plan		<i>Cost Formula = Base Configuration + Accessories + Base Maintenance Charge + Cost Per Impression for Overage</i>									
Annual Base Maintenance Charge		\$ 120.00	\$ 264.00	\$ 528.00	\$ 840.00	\$ 948.00	\$ 1,512.00	\$ 1,920.00	\$ 2,340.00	\$ 2,976.00	\$ 3,876.00
Number of Impressions included in Base Maintenance Charge		7,200	30,000	78,000	162,000	198,000	360,000	480,000	600,000	900,000	900,000
Cost per Impression for Overages		\$ 0.0162	\$ 0.0086	\$ 0.0068	\$ 0.0052	\$ 0.0048	\$ 0.0042	\$ 0.0040	\$ 0.0039	\$ 0.0033	\$ 0.0043
High Volume Plan		<i>Cost Formula = Base Configuration + Accessories + Base Maintenance + Cost Per Impression for Overage</i>									
Annual Base Maintenance Charge		\$ 348.00	\$ 444.00	\$ 888.00	\$ 1,380.00	\$ 1,968.00	\$ 2,808.00	\$ 3,648.00	\$ 4,200.00	\$ 5,220.00	\$ 7,200.00
Number of Impressions included in Base Maintenance Charge		30,000	60,000	144,000	300,000	480,000	720,000	960,000	1,200,000	1,800,000	1,800,000
Cost per Impression for Overages		\$ 0.0116	\$ 0.0074	\$ 0.0062	\$ 0.0046	\$ 0.0041	\$ 0.0039	\$ 0.0038	\$ 0.0035	\$ 0.0029	\$ 0.0040
Alternate Payment Plans - Discounts have already been incorporated into the information shown above.											
Annual Payments Discount	2%	Discount will be taken from base equipment and accessories equipment fees only									
		Discount will not be applied to fees for maintenance charges and impressions (copies)									
		Discount will not be applied to cost of impressions under the Zero Base - Cost Per Copy (CPC) Plan									
Semi-Annual Payment Discount	1%	Discount will be taken from base equipment and accessories equipment fees only									
		Discount will not be applied to fees for maintenance charges and impressions (copies)									
		Discount will not be applied to cost of impressions under the Zero Base - Cost Per Copy (CPC) Plan									