# **AEPA Solicitation Checklist**

Proposal: AEPA 021-C Digital MFDs, Printers, Copiers, etc.

 Awarded Vendor(s):
 Konica Minolta, Kyocera Mita

 Award Date:
 February 4, 2021

 Contract Number:
 021-C

Copy of Public Notice

Copy of Bid Specifications

Opening Record/List of Bids Received

Copy of Bids Received

Recommendation for New Contracts

■ Tally Sheets with Notes/Executive Summary

Copy of Signed Contract(s)

AFFIDAVIT OF PUBLICATION

#### STATE OF MINNESOTA ) COUNTY OF HENNEPIN )



650 3rd Ave. S, Suite 1300 | Mineapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Dates of Publication		Advertiser	Account #	Order #
StarTribune	07/20/2020	COOPERATIVE PURCHASING CONNECTION	1000337556	361687
StarTribune	07/27/2020	COOPERATIVE PURCHASING CONNECTION	1000337556	361687

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: \$795.20

5. <u>Mortgage Foreclosure Notices</u>. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Terrí Swanson

Subscribed and sworn to before me on: 07/27/2020

HINE K. HOWHE

JALENE K HOWARD NOTARY PUBLIC - MINNESOTA MY COMMISSION EXPIRES 01/31/25

Notary Public





**Behind the Headlines** 

Saturdays

\* StarTribune

a... **Cooperative Purchasing Network** Bids Sealed to Vendors Notice E-2-AII N/A Section-Page-Zone(s) Description Advertiser: Agency 0000361687-01 6.25 i × Sol NIA 0 Insertion Number: Ad Number: Color Type: Size:

StarTribune Monday, July 27, 2020

Miracle Ear



P.O. Box 677349, Dallas, TX 75267-7349

Account No.: SFA-0000000483 Ad No.: 0004279999 PO #: Lines : 81 Ad Total: \$92.58 This is not an invoice

# of Affidavits1

LAKES COUNTRY SERVICE COOPERAT 1001 E MOUNT FAITH AVE FERGUS FALLS, MN 56537

Account No.: SFA-0000000483 Ad No.: 0004279999

# Argus Leader AFFIDAVIT OF PUBLICATION

#### STATE OF SOUTH DAKOTA

#### **COUNTY OF MINNEHAHA**

I being duly sworn, says: That The Argus Leader is, and during all the times hereinafter mentioned was, a daily legal newspaper as defined by SDCL 17-2-21, as amended published at Sioux Falls, Minnehaha County, South Dakota; that affiant is and during all of said times, was an employee of the publisher of such newspaper and has personal knowledge of the facts stated in this affidavit; that the notice, order or advertisement, a printed copy of which is hereto attached, was published in said newspaper upon

Monday, July 20, 2020 Monday, July 27, 2020

Sworn to and subscribed before me this 27 day of July, 2020.

Legal Clerk

Notary Public, State of Wisconsin, County of Brown

My Commission expires



#### AFFIDAVIT OF PUBLICATION

#### STATE OF NORTH DAKOTA SS. COUNTY OF CASS

Elisabeth Beam The Forum, being duly sworn, states as follows:

1. I am the designated agent of The Forum, under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspaper listed on the attached exhibit.

2. The newspaper listed on the exhibit published the advertisement of: Legal Notice; (3) time: July 22, July 29 and August 5, 2020, as required by law or ordinance.

3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

Dated this 5th day of August, 2020.

Legals Clerk Notary Public NICHOLE SEITZ **Notary Public** 

State of North Dakota My Commission Expires Jan. 3, 2024 Notice to Vendors

Sealed Bids and Proposals will be re-Sealed Bids and Proposals will be re-ceived by the Association of Educa-tional Purchasing Agencies (AEPA) on behalf of its Member Agencies until: 1:30 p.m. EST, Wednesday,

September 9, 2020 Bids: 021-A Athletic Facility Lighting, Dids: 021–A Athletic Facility Lighting, 021–B Hardwood & Synthetic Sports Flooring, 021–C Copiers, Multi-Func-tion Printers, Print & Managed Services, es, 021–D Roofing Envelope Services, and 021–E HVAC and Mechanical Products & Solutions. RFPs: 021-F Disaster Recovery Ser-vices, and 021 - G Security Solutions Each package consists of multiple

parts: Part A – Terms and Conditions

Part A – Terms and Conditions Part B – Specifications Part C – Member Agency (State) Terms and Conditions Part D – Questionnaire Part E – Signature Forms Part F – Discount and Pricing Sched-ule Workbook All responses shall be submitted online via Public Purchase by the due date and time listed above. Note that Ven-dors must be able to provide their prodors must be able to provide their pro-posed products and services in up to 29 states including California, Colora-do, Connecticut, Florida, Georgia, Illi-nois, Indiana, Iowa, Kansas, Kentucky, Nois, Indiana, Iowa, Kansas, Kenucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Virginia, Washington, West Virginia, Wisconsin, and Wyo-mina

Public Purchase at www.publicpur-chase.com. AEPA and/or the respec-tive Member Agencies reserve the right to reject any or all bids in whole or in part; to waive any formalities or irregu-larities in any bids, and to accept the larities in any bids, and to accept the bids, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Bids will be opened and an opening record will be posted to Public Purchase. Bids will be publicly opened at 1:30 PM EST on September 9, 2020, at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI 48328. (July 22 & 29: Aug. 5, 2020) 2848623 (July 22 & 29; Aug. 5, 2020) 2848623

## \*\*\* Proof of Publication \*\*\*

State of North Dakota ) ) SS:

County of Burleigh

Before me, a Notary Public for the State of North Dakota personally

appeared <u>JILC (INDSAU</u> who being duly sworn, deposes and says that he (she) is the Clerk of Bismarck Tribune Co., and that the publication(s) were made through the

Bismarck Tribune on the following dates:

7/20 + 27 Signed

LAKES COUNTRY SERVICE COOP Lori Mittelstadt 1001 E MOUNT FAITH

FERGUS FALLS MN 56537

ORDER NUMBER 10935

Sworn and subscribed to before me this  $\frac{270}{2}$  day of

2020

Notary Public in and for the State of North Dakota

MORGAN DOLL Notary Public State of North Dakota My Commission Expires Jan 26, 2023

Section: Legals Category: 5380 Public Notices PUBLISHED ON: 07/20/2020, 07/27/2020

> TOTAL AD COST: FILED ON:

97.20

7/27/2020

ing Agencies (AEPA) on behall of its Member Agencies until: 1:30 p.m. EST, Wednesday, 1:30 p.m. ES1, Wednesday, September 9, 2020 Bids: 021–A Athletic Facility Lighting, 021–B Hardwood & Synthetic Sports Flooring, 021–C Copiers, Multi-Function Printers, Print & Managed Services, 021–D Roofing Envelope Services, and 021–E HVAC and Mechanical Products & Solutions. RFPs: 021-F Disaster Recovery Services, and 021 - G Security Solutions Each package consists of multiple parts: Part A –Terms and Conditions Part B – Specifications Part C – Member Agency (State) Terms and Conditions Part D – Questionnaire Part E – Signature Forms Part F – Discount and Pricing Schedule Workbook All responses shall be submitted online via Public Purchase by the due date and time listed above. Note that Vendors must be able to provide their proposed products and services in up to 29 states including California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minne-sota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Virginia, Washington, West Virginia, Wisconsin, and Wyoming. AEPA bid documents can be downloaded after registering, at no cost, on Public Purchase at www.publicpurchase.com. AE-PA and/or the respective Member Agencies reserve the right to reject any or all bids in whole or in part; to waive any formalities or irregularities in any bids, and to accept the bids, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Bids will be opened and an opening record will be posted to Public Purchase. Bids will be publicly opened at 1:30 PM EST on September 9, 2020, at Oakland Schools. 2111 Pontiac Lake Road, Waterford, MI

Notice to Vendors

Sealed Bids and Proposals will be received by the Association of Educational Purchas-

7/20 & 27 - 10935

48328.

From:	Public Purchase
To:	Jane Eastes
Cc:	<u>David Mahalko; Ed M Pabor; Melissa Mattson; Lisa Truax; Michelle Pratt; Laurie Hoing; robin@ces.org; Anna Marie Andrew; George Wilson; andrew.pickens@esc16.net; Tamra Hurst; Ken Swink</u>
Subject:	Release Successful on Bid IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services
Date:	Monday, July 20, 2020 9:04:37 AM

Jane Eastes:

Bid "IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services" Status: Release Successful on Jul 20, 2020 8:04:33 AM MDT

You can check the released bid by going to the following address: <a href="http://www.publicpurchase.com/gems/bid/bidView?bidId=130679">http://www.publicpurchase.com/gems/bid/bidView?bidId=130679</a>

If you have any questions regarding this bid, please contact our Customer Support Staff at agencysupport@publicpurchase.com

Thank you for using Public Purchase.

MK= DLh0mRbfnuOjArjSNEnNzw==



# PART A -Instructions and General Terms and Conditions AEPA SOLICITATION #021

## **Notice to Respondents**

Solicitation offers will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its Member Agencies until:

### 1:30 p.m. ET, Wednesday, September 9, 2020

For Solicitation: 021–A Athletic Facility Lighting; 021-B Hardwood & Synthetic Sports Flooring; 021-C Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services; 021-D Roofing & Building Envelope Services; 021-E HVAC and Mechanical Products & Solutions; 021-F Disaster Recovery Services; 021-G Security Solutions.

#### Each package consists of multiple parts:

Part A – Terms and Conditions Part B – Technical Specifications Part C – Member Agency (State) Terms and Conditions Part D – Questionnaire Part E – Signature Forms Part F – Discount & Pricing Workbook

All offers shall be submitted online via the Public Purchase website by the due date and time listed above. Note that Respondents must be able to provide their proposed products and services in up to 29 states including California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

AEPA solicitation documents can be downloaded after registering, at no cost, on Public Purchase at www.publicpurchase.com. AEPA and/or the respective Member Agencies reserve the right to reject any or all offers in whole or in part; to waive any formalities or irregularities in any offers, and to accept the offers, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Solicitations will be opened, and an opening record will be posted to Public Purchase. Solicitations will be opened online at 1:30 PM ET on September 9, 2020.

July 20, 2020	Notification will also be posted to the AEPA website,	
	www.aepacoop.org.	
August 12, 2020	Pre-Solicitation Conference Call (optional)	
August 24, 2020	Deadline for questions from Respondents	
September 9, 2020 @ 1:30 p.m., est.	Deadline for Submittals and Reading via Public Purchase	
November 13, 2020	Contract Recommendations posted on Public Purchase and the AEPA	
	website, <u>www.aepacoop.org</u>	
November 30 – December 2, 2020	AEPA Approval of Offers	
December 9, 2019	Vendor Partners submit required documentation to AEPA Agencies	
No later than February	Initial contract term – See Term of Contract and Extensions in	
28, 2021	General Terms & Conditions	
March 1, 2021 - 2025	Annual contract renewal dates subject to approval by AEPA	

#### Bid & Contract Timeline:

AEPA 021 Part A – Terms and Conditions

# Part A - Table of Contents

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#### I. About AEPA

Welcome to The Association of Educational Purchasing Agencies (AEPA) annual solicitation. AEPA is a unique school procurement consortium established in 2000 and incorporated in 2007 under the state laws of Nevada. We are a consortium of non-profit public agencies representing twenty-nine (29) states. We joined to issue simultaneous Invitations for Bids (IFB), or Request for Proposals (RFP), generating sales for vendor partners in all fifty (50) states. AEPA's mission is to cooperatively serve our members through a continuous effort to explore and solve present and future purchasing needs. Our goal is to secure multi-state volume purchasing contracts with benefits for our public members that are measurable, cost-effective, and exceed members' expectations for customer service and value. AEPA is committed to accomplishing this mission lawfully and ethically, using leading-edge technology and contemporary business practices.

The advantage for vendors to work with AEPA is that you respond to one bid or proposal that is legally performed across as many as 29 states, which have the potential to sell nationwide. You are working with up to 29 agencies with a long and trusted history with their public membership. Through our partnerships, AEPA vendors have access to thousands of public agencies across the country. We are a multi-million-dollar procurement group through our current awarded vendors and are growing.

AEPA designates one Member Agency per state that is operating legally under the rules and regulations of that state. Any additional agencies that wish to participate will negotiate with the authorized Member Agency and participate through them in a manner in which they mutually agree is not in conflict with AEPA procedures. The Member Agency will be the only agency allowed to represent that state at AEPA and will be the only communication link between AEPA and that state.

Each Member Agency, along with the awarded Vendor Partner, represents, supports, and promotes the AEPA contracts within their respective state. While the consortium was initially created to support

educational entities, the Member Agency for each state determines which public entities (higher educational institutions, cities, counties, townships, states, etc.) can utilize the competitively solicited contracts (see the Summary of State Participation by Solicitation Category Table). Participating entities may include Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies, and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize the AEPA Member Agencies' Awarded Contracts.

AEPA has an elected President, Vice President, Secretary, and Treasurer. Operations are overseen by the Executive Director. The AEPA Board representing 29 states meets twice per year and operates otherwise through a sophisticated committee structure.

State	Agency Name	Contact	Email	Students
California	Monterey County Office of Education d/b/a CalSAVE	Ted Witt	twitt@epylon.com	6,000,000
Colorado	Colorado BOCES Association	John Tillman	jtillman@my.amigo.net	889,000
Connecticut	Capitol Region Education Council (CREC)	Cara Hart	chart@crec.org	538,000
Florida	Panhandle Area Education Consortium	Larche Hardy	larche.hardy@paec.org	2,700,000
Georgia	Cooperative Purchasing Agency	Kevin Benson	kbenson@cpa4schools.com	1,600,000
Indiana	Wilson Education Center	Pam Clover	pclover@wesc.k12.in.us	1,046,026
Illinois	Illinois Learning Technology Purchase Program	Hope Hardin- Borbely	hhardinborbely@iltpp.org	2,001,548
Iowa	AEA Purchasing	Joni Puffett	joni@aeapurchasing.org	510,010
Kansas	Southeast Kansas Education Service Center	Tina Smith	tina.smith@greenbush.org	468,510
Kentucky	Green River Regional Educational Cooperative	Ann Burden	ann.burden@grrec.org	675,000
Massachusetts	The Education Cooperative	Joan Preble	jpreble@tec-coop.org	955,739
Michigan	Oakland Schools	Anna Marie Hollander	AnnaMarie.Hollander@oakland.k12.mi. us	1,550,802
Minnesota	Cooperative Purchasing Connection	Jeremy Kovash	jkovash@lcsc.org	842,932
Missouri	EducationPlus	Steve Griggs	sgriggs@edplus.org	885,204
Montana	Montana Cooperative Service	Dave Puyear	dpuyear@mrea-mt.org	144,129
Nebraska	Nebraska ESU Cooperative Purchasing	Craig Peterson	Craig.peterson@esucc.org	300,000
New Jersey	Middlesex Regional Educational Services Commission	Pat Moran	pmoran@mresc.k12.nj.us	1,369,000
New Mexico	<b>Cooperative Educational Services</b>	Dotty McKinney	dotty@ces.org	338,307
North Dakota	North Dakota Educators Service Cooperative	Jane Eastes	jeastes@lcsc.org	106,863
Ohio	Ohio Council of Educational Purchasing Consortium	Tamra Hurst	tamra.hurst@apps.sparcc.org	1,700,000
Oregon	IntermountainESD	Rob Naughton	rob.naughton@imesd.k12.or.us	570,857
Pennsylvania	Central Susquehanna Intermediate Unit d/b/a Keystone Purchasing Network	JeffKimball	jkimball@csiu.org	5,700,000
South Carolina	Carolinas Alliance 4 Innovation (CA4I)	Fred Payne	fred.payne@ca4i.org	787.000
Texas	Region 16 Education Service Center d/b/a TexBuy	AndrewPickens	andrew.pickens@esc16.net	5,232,065
Virginia	Fairfax County Public Schools	Michelle Pratt	MRPratt@fcps.edu	1,249,000
Washington	King County Directors Association	Dave Mahalko	dmahalko@kcda.org	1,000,000
WestVirginia	Mountain State Educational Services Cooperative	Jan Hanlon	jhanlon@k12.wv.us	299,899

#### **AEPA Member Agency Information**

Wisconsin	Cooperative Educational Service Agency (CESA) #2	Jane Wray	jane.wray@cesa2.org	873,000
Wyoming	Northeast Wyoming Board of Cooperative Educational Services	Nita Werner	nwerner@newboces.com	91,000

#### **II. Solicitation Procedures**

#### A. Issuing Agency

The great benefit to the Vendor is that one response may be prepared for approval by AEPA and awarded by multiple AEPA Member Agencies and utilized by their Participating Entities located throughout many states. Solicitations may be issued as an IFB or an RFP depending on the category of goods/services being solicited. Respondents to a solicitation will submit their response in the required formats (PDF, Word, Excel) of all files requested along with complete catalogs via Public Purchase, a free online bidding platform, by the published due date and time. Respondents selected in response to this solicitation have the potential to provide products and services to local education agencies serving over 36,000,000 (excludes non-represented AEPA states) students, with additional local government agencies as permitted by state law.

Each AEPA Member Agency will individually publish notice of the solicitation. Respondents will submit responses online, electronically via Public Purchase (<u>www.publicpurchase.com</u>). Instructions on registering for AEPA solicitations on Public Purchase can be found on the AEPA website, <u>www.aepacoop.org</u>. Responses will be evaluated by solicitation category committees comprised of AEPA Member Agencies representatives who have indicated they will participate in the category of products and services being solicited, and after AEPA approval, individual AEPA Member Agencies may award contracts to the AEPA Approved Vendor Partners or reject their offers.

The procurement activities of AEPA are limited to document preparation, distribution of the solicitation, initial evaluation, and recommendation for possible approval to AEPA Member Agencies. AEPA consists of agency officials who have agreed to assist one another in meeting the public purchasing needs of local school districts and other political subdivisions.

Contracts awarded through cooperative purchasing must meet the procurement laws of the states of each AEPA Member Agency. When these laws are satisfied, an individual entity using these contracts is deemed in compliance with competitive procurement regulations. As allowed by specific state statutes, they can issue purchase orders for any amount without the necessity to prepare their own solicitation, Request for Proposal (RFP), or Request for Quotations (RFQ). This saves the entity time and allows for economical and efficient purchasing.

**AEPA requires that Respondents only respond if they can offer prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume**. State laws that permit or encourage cooperative purchasing contracts do so in the belief that it saves the participants both time and money. Time is saved by having access to volume discounted contracts publicly solicited and being able to purchase what is needed without having to wade through the solicitation process (write solicitation, advertise the solicitation, open each response, evaluate and select). Money is saved in procurement cost and lower prices will be the result of volume purchasing. Therefore, a contract issued by a cooperative can be used by hundreds of separate political units; but if it has the same or higher prices than what a single agency or state contract can get through its own solicitation, a cooperatively solicited contract may not be attractive to these members. **We request that Respondents respond with advantageous pricing and package so that together we can attract members to prefer the cooperatively awarded contract.** 

The AEPA policy for membership permits new agencies to become AEPA Member Agencies upon approval of existing members. If additional Agencies are added, they and their members

may procure from existing contracts upon approval of the awarded Vendor Partners and in accordance with their state laws.

#### B. Questions

All questions from Respondents must be submitted online through Public Purchase, <u>AEPA will not</u> <u>accept questions in any other format during the solicitation process</u>. All questions received during the solicitation process will be available via Public Purchase. All Respondents will be automatically notified through email when AEPA responds to a question asked by a potential respondent. It is the Respondent's responsibility to check Public Purchase for any questions and answers before the deadline. Questions received after the question deadline date will not be answered.

Should AEPA issue addenda during the solicitation process, all Respondents will be automatically notified through email of the released addenda. AEPA is not responsible for Respondents not acknowledging the issued addenda and not submitting a response according to those changes.

Questions regarding this solicitation after Opening, but before the approval of the contract, should be submitted to <u>questions@aepacoop.org</u>.

Questions regarding this solicitation after Notification of Approval should be submitted to <u>bid-</u> <u>committee@aepacoop.org</u>.

#### C. Respondent Qualifications

An essential part of the solicitation process is an evaluation to qualify the company being considered. All solicitations must contain answers, responses, and/or documentation to the information requested in the documents. Any Respondent failing to provide the required information/ documentation may be considered non-responsive, this includes submitting a response not in the proper format.

Respondents must demonstrate their ability, capacity, and available resources to provide the proposed products and services to 90% of the AEPA Member Agencies indicating an interest in participating in the categories being solicited unless otherwise noted in Part B – Technical Specifications of the category being solicited. The Respondents are required to communicate and demonstrate within their response they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining, and/or supporting the product lines of products, equipment, services or software offered. AEPA and/or its Member Agencies reserve the right to accept or reject newly formed companies or companies failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its own investigation of the company.

#### D. Bid/Proposal Security

<u>If required</u>, bids or proposals shall be accompanied by a satisfactory security bond. **This will vary** by the goods/services requested and will be noted in Part B, Technical Specifications for that category.

If a security bond is required, a <u>hard copy of the security must be in the actual possession of AEPA</u> at Lakes Country Service Cooperative, ATTN: Purchasing Dept, 1001 E Mt Faith, Fergus Falls, MN 56537, on or before, the exact due date and time. Original copies of the security must be submitted in a sealed envelope properly addressed to the Association of Educational Purchasing Agencies, with the Solicitation Number, Solicitation Category, and Respondent's name and address clearly indicated on the envelope or box. Security Bonds (when required) received late will not be opened and will be deemed non-responsive.

A Respondent must also include a PDF copy of the security with their response on Public Purchase. If a Respondent fails to submit a copy of the security via Public Purchase and/or fails to submit the

security by the due date and time, its response shall be deemed non-responsive and will not be considered.

An acceptable bid/proposal security will have the principal being the Respondent and the Association of Educational Purchasing Agencies listed as the Agency of Record. The Security may be a one-time bond underwritten by a surety company licensed to issue bonds in the state of Nevada and said surety to be approved in federal circular 570 as published by the United States treasury department or the equivalent in cash or an irrevocable letter of credit from a FDIC financial institution. The security bond shall remain in force for one hundred twenty (120) days of the solicitation opening.

#### E. Submittal

#### 1. **Preparation of the Response**

- a. The solicitation is published in multiple parts.
  - i. Part A contains the general terms and conditions that apply to all solicitations.
  - ii. Part B is the technical specifications or proposal request for the individual commodity or service requested.
  - iii. Part C includes specific state terms and conditions. This is where you will find information about each AEPA state member and any specific procurement rules of each state.
  - iv. Part D, E, and F are to be filled out in their entirety and submitted online via Public Purchase in their required formats with the Respondent's offer. Some categories may contain additional Parts or Forms. All Forms must be uploaded before the published solicitation due date and time of opening.
- b. All responses must be on the forms provided by AEPA for each solicitation found in Public Purchase unless otherwise noted. Respondents will submit all documents, <u>in their required formats</u>, online via Public Purchase by the due date and time of the solicitation.
- c. Forms requiring signatures shall be submitted by the person authorized to sign the bid or proposal response. Failure to properly sign the solicitation documents will result in the offer being deemed non-responsive.
- d. In case of an error in extension of prices in the solicitation, unit prices shall govern.
- e. Periods of time stated as a number of days shall be in calendar days, not business days.
- f. It is the responsibility of all Respondents to examine the entire solicitation package, to seek clarification of any item or requirement that may not be clear, and to check all responses for accuracy before submitting an offer. Negligence in preparing an offer confers no right of withdrawal after due time and date.
- g. The Respondents' ability to follow the preparation instructions set forth in this solicitation will also be considered to be an indicator of the Respondents' ability to follow instructions should they receive an award as a result of this solicitation. Any contract between the AEPA Member Agency and a Respondent requires the delivery of information and data. The quality of organization and writing reflected in the offer will be considered to be an indication of the quality of organization and writing which would be prevalent if a contract was awarded. As a result, the offer will be evaluated as a sample of data submission.
- 2. **Document Development:** Forms for this solicitation are published in Public Purchase, in Word, Excel, and PDF formats. Respondents may download the documents once they are registered with AEPA on Public Purchase. All documents must be titled properly and submitted in their required format as noted in the Solicitation Checklist. Respondents must scan and upload all documents to Public Purchase following the Solicitation Checklist, along with any additional documents or files other than those listed below that may be requested and/or related to the solicitation.
  - a. **Part C Member Agency (State) Terms and Conditions:** Some states require additional documentation and signature forms. Review Part C and submit the required

state documents with your offer. Submit all state-specific forms as one (1) form in PDF format.

b. **Part D – Questionnaire:** Complete the form provided. The questionnaire seeks information about the Respondent's pricing structure, service areas, financial status, past performance, and commerce processes. The Company Information form provides background information on the Respondent's company. Submit the form as one (1) individual form.

AEPA requires reports that describe the financial soundness of your organization. You will be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted financial reports include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies). Reports must be for the three years prior to this solicitation. Scan the report(s) into a PDF document and title as per the instructions. For confidentiality, Respondents may choose to send the report(s) by email directly to the AEPA Executive Director, George Wilson, at georgewilson.aepa@outlook.com. The reports will be held through the end of the protest period for the solicitation after which they will be destroyed. The pdf report(s)must be received by the AEPA Executive Director before the due date and time of the solicitation opening.

- c. **Part E Signature Forms**: Complete the forms provided. The signature form includes multiple areas where signatures are required. Submit the form as one (1) individual form in PDF format.
- d. **Part F Discount & Pricing Schedules Workbook:** Complete the Excel workbook provided. Title the Excel document as per the instructions in Document Development above. Be sure to complete the required tabs as outlined in Part F.
  - **Warranties, Additional Services:** In response to Part F, the Respondent may be asked to provide a price schedule for warranties, or additional services, if applicable. This document is created by the Respondent (it is not provided by AEPA) and should be presented in an Excel workbook and titled as per the instructions in Document Development above.
  - Additional Discounts: In response to Part F, the Respondent may select to offer additional discounts/bonuses to AEPA members based on a dollar volume, sizes of orders or other criteria, and must state the formula for arriving at these discounts. This document is created by the Respondent (it is not provided by AEPA) and should be presented in an Excel workbook and titled as per the instructions in Document Development above.
- **Price Lists and/or Catalogs:** For catalog bids, PDFs of the Respondent's most recent published catalog(s) or price lists must be included. Each PDF document must be titled as per the instructions.

#### 3. Solicitation Transmittal

- a. It is the responsibility of the Respondent to be certain that its submittal has been uploaded in its entirety to Public Purchase, on or prior to the exact published due date and time.
- b. If required for the category to which you are responding, a hard copy of the bid or proposal security bond must be in the actual possession of AEPA at <u>Lakes Country Service Cooperative, ATTN: Purchasing Dept, 1001 E Mt Faith, Fergus Falls, MN 56537, on or prior to the exact due date and time, on or prior to the exact due date and time. Failure to submit a copy with the response and to send the official security to AEPA will result in the Respondent being deemed non-responsive and will not be considered. Solicitation responses and securities (if required) not meeting the due date and time will not be accepted.</u>
- c. If the designated location for receiving the bid or proposal security is closed due to an unforeseen circumstance on the day the security is due (due date), the security will be

due at the same time on the next day the building is open. Responsive offers will be opened, and the name of each Respondent and other appropriate information will be posted to Public Purchase and the AEPA website.

F. **Solicitation Evaluation, Approval, and Award:** Solicitation responses received will be evaluated in accordance with acceptable standards of cooperative procurement, set forth in and governed by the Procurement Codes of AEPA Member Agency's states; AEPA by-laws, policies, and procedures; AEPA Member Agencies' policies and procedures.

For IFB categories, approval of prospective Vendor Partners and recommendation of contracts will be made to the <u>lowest responsive and responsible</u> Respondent utilizing the criteria listed in Part B of the solicitation. As a reminder, AEPA recommends offers to Respondents. Final contract awards are subsequently made by individual AEPA Member Agencies.

- 1. **Responsive Offer:** A responsive offer reasonably and substantially conforms to all material requirements of the solicitation. Offers must be responsive and approved by AEPA to receive award consideration by AEPA Member Agencies. To be determined responsive, the response must meet all of the requirements below:
  - a. Submitted on time.
  - b. Materially satisfy all mandatory requirements identified throughout the solicitation.
  - c. Must substantially conform to all of the specified requirements in the solicitation in the judgment of AEPA and its AEPA Member Agency representatives.
  - d. Any deviation from requirements indicated herein must be stated, in writing, and included with the offer submitted. Otherwise, it will be considered that responses are in strict compliance with all requirements, and any successful vendor will be held responsible, therefore.
  - e. Deviations or exceptions stipulated in response may result in the offer being classified as non- responsive. Language to the effect that the Respondent does not consider this solicitation to be part of a contractual obligation will result in that Respondent's offer being disqualified. Terms of the solicitation that any Respondent considers particularly unwarranted, and to which that would have to take significant exception in his/her offer, should be stated clearly and concisely as exceptions and/or deviations.
  - f. In preparing a proposal, the Respondent's inability to follow the proposal preparation instructions set forth in this solicitation and its inability to provide written responses, narratives, requested and support documentation relating to the Respondent's qualifications; abilities; capacity; products; specifications; delivery, installation, setup, maintenance; support services and pricing utilized by AEPA evaluators may result in the Respondent's offer to be deemed non-responsive.
- 2. **Non-responsive Offer:** Any offer that does not conform to all material requirements of the solicitation including, but not limited to: offers received after the deadline; offers that do not contain required items and/or provided in the format required, such as proper and/or signed forms, pricing, catalogs, electronic files; offers that do not contain the proper security bond where required; failure to meet the specified qualifications, product specifications, stipulated documentation or pricing equal to or better than individual entities or cooperatives with equal or lesser volume. AEPA reserves the right to request documents that do not affect pricing, waive minor irregularities, and/or seek clarification following its Board approved procedures. Offers deemed non-responsive will not be considered for approval and award.
- 3. **Responsible Respondent:** A responsible Respondent is a firm or person with the qualifications, capability, and capacity to perform the contract requirements with integrity and reliability, which will assure good faith performance. AEPA's approval of a response will make the Respondent available for consideration to the AEPA Member Agencies for contract award. If a Respondent is approved by AEPA, the AEPA Member Agency reserves the right to determine if said Vendor Partner is responsible in their respective state. Factors to be

considered in determining whether the standard of responsibility has been met may include but is not limited to whether a Vendor Partner has:

- a. Submitted a responsive offer;
- b. The qualifications stipulated herein that may include but are not limited to adequate financial resources, production or service facilities, personnel, service reputation and experience to make satisfactory delivery of the products, services, or construction, described in the solicitation to those AEPA member states who have indicated their participation;
- c. A demonstrated and documented satisfactory track record of performance in the national market place;
- d. A satisfactory record of integrity and a reputation of responding to and meeting educational and local government institutions' needs, adherence of and compliance with federal, state, local and industry standards, rules, regulations, and codes;
- e. Quality and suitability of products and services offered to meet and perform to the specifications, expectations, and requirements identified in this solicitation;
- f. Supplied all necessary information and data in connection with determining whether a Respondent meets the standard of responsibility.

#### 4. Cost Evaluation:

- a. Cost and price schedules conform to and provide the information required in Part B Technical Specifications of the bid or proposal;
- b. Pricing offered that is <u>equal to or better than</u> what they ordinarily offer to individual entities or cooperatives with equal or lesser volume;
- c. Methodology used by AEPA and its AEPA Member Agencies to approve prospective Vendor Partners and award contracts;
  - i. <u>Line Item Bid</u>: Lowest responsive, responsible Bidder(s). Based on the cost evaluation, a recommendation will be made to approve a single Bidder or make a multiple Bidder award. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting AEPA members' needs; or
  - ii. <u>Catalog Bid</u>: Lowest responsive, responsible Bidder(s) is/are determined based on the price evaluation criteria; and by a "Core List" and/or by creating a "Market Basket Study" to compare overall pricing between Respondents. A "Market Basket" is a list of items typically purchased by AEPA Member Agencies and their Participating Entities that represent a cross-section of the types of those items purchased. The selection and quantity of line items evaluated will be at the sole discretion of the AEPA evaluators. Based on the cost evaluation, a recommendation will be made to approve a single Bidder or make a multiple Bidder award. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting AEPA members' needs.
  - iii. <u>Proposal</u>: Identified weighted criteria for evaluation, including pricing, published in Part B of the solicitation.

#### G. Contract Award and Implementation

An AEPA category committee will perform initial response review and evaluation and will prepare and make a recommendation to AEPA for its consideration and approval. Those selected Respondents who are approved by AEPA will then be considered by the individual AEPA Member Agencies for contract award. It should be noted that once AEPA has approved the response, a Respondent becomes a "Vendor Partner" for AEPA.

Recommendations for approval by AEPA will be posted to Public Purchase and the AEPA website.

Once the approved Respondents have been notified, it is their responsibility to contact those AEPA Member Agencies (up to 29) who had indicated an interest in participating and send Part C (if *applicable), Part D, E, and F to each of the participating AEPA Member Agencies.* Each AEPA Member Agency will review, evaluate, and determine which, if any, it will award contracts to.

The approved Vendor Partner and the AEPA Member Agency will hold final contract negotiations, if necessary, to work out state-specific details of contract implementation including:

- 1. Acquiring additional information and having discussions on how the awarded contract will be executed.
- 2. Signing the contract with the AEPA Member Agency.
- 3. Jointly develop marketing strategies and a plan for contract roll-out activities to the AEPA Member Agency's Participating Entities (Advertising, flyers, website access, etc.).
- 4. Establish how orders will be processed, handled, and reported.
- 5. Contract management: Establish how and by whom the day-to-day contract management will be handled and who will be the AEPA Member Agency's representative.

It is not guaranteed that each AEPA Member Agency will enter into a contract with AEPA approved Vendor Partners. The final decision as to the appropriateness of a contract for a Member Agency rests solely with that AEPA Member Agency.

#### III. Responsibilities of A Vendor Partner

- A. As an approved AEPA Vendor Partner, the following is expected in support of the contract:
  - 1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have a working knowledge of the contract.
  - 2. Train and educate sales staff on what the AEPA cooperative contract promised, including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.
  - 3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.
  - 4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.
  - 5. Quarterly, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, a \$0 report is required.
  - 6. Report sales and administrative fees by participating state if requested by AEPA.
  - 7. Have ongoing communication with the Category Committee Chairperson, AEPA Member Agencies, and the Member Agencies Participating Entities.
  - 8. Annually attend two (2) AEPA meetings: Annual meeting which is typically in April and the Winter Meeting which is typically the end of November or early December and has historically been held in conjunction with the Association of Educational Service Agencies (AESA) annual conference. At the Annual Meeting, Vendor Partners participate in a round table meeting with each of the AEPA Member Agencies. Vendor Partners that have paid the registration fees can participate in the meetings.
  - 9. Trade show support: Strongly encourage participation in national and local conference trade shows to promote the AEPA contracts such as, but not limited to, the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).
  - 10. Increasing sales over the term of the contract with all participating AEPA Member Agencies.

#### IV. Responsibilities of AEPA Member Agencies

A. In support of the Vendor Partner and respective contract, each AEPA Member Agency should provide the following support:

- 1. Designate a staff member(s) that will serve as a point person for the AEPA program within that state.
- 2. Provide a staff member to work collaboratively with the Vendor Partner to determine the best marketing plan for the respective Member Agency state. Marketing efforts may include but not be limited to the education and use of sales force, a website presence, electronic mailings, brochures, mailings, etc.
- 3. Develop marketing materials for the Member Agency to use that would include representation of the awarded contracts. Materials may include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc. as determined by the respective Member Agency and what works best within their state.
- 4. Assist the Vendor Partner to jointly market the contract to potential Participating Entities within the state.
- 5. Work with the Vendor Partner to identify eligible Participating Entities within the state possibly including providing a list of potential customers.
- 6. Work with the Vendor Partner to identify and help manage costs associated with fulfilling this contract.
- 7. Attendance at the two (2) AEPA meetings which provides for an opportunity to interact with Vendor Partners.

#### V. General Terms and Conditions for All Agencies

# For the purposes of this Solicitation, the following terms shall be defined as indicated below, and constitute the general terms and conditions for all AEPA Member Agencies:

**Administrative Fee:** The percentage of sales that each Vendor Partner pays the Member Agency for sales in their respective state or states that they extend the AEPA pricing to. Administrative Fees shall be paid to each Member Agency quarterly. See the Summary of State General Overview for the administrative fees by Member Agency (state).

**Advertising:** Vendor Partner shall not advertise or publish information concerning this contract prior to the award being announced by the AEPA Member Agencies. Once the award is made, the Vendor Partner may advertise to the individual Participating Entities that products/services are available. Vendor Partner shall submit ad copy to the AEPA Member Agency for review and approval prior to issuing the advertisement.

**AEPA Bi-Annual Meetings:** AEPA holds two general meetings each year: one in the Spring (usually in April or May) and the other in the Fall (currently the week after Thanksgiving). AEPA requires that all successful contract holders attend both meetings and participate in the vendor round tables at the Spring meeting. AEPA requests that all vendor partners register in advance and stay at the AEPA official hotel if rooms are available. All registrations for the meetings are required by the official registration due date as announced by AEPA.

**AEPA Member Agency**: Refers to the entities identified in the table in Part I of this document who are approved as AEPA members. Member Agencies participating in a particular category are listed in Part B - Specifications, Item 3: Anticipated Member Agency Participation. "Direct or Indirect Participation" may include their involvement through the formulation of any part of a procurement activity; the influencing of the content of any term, condition and/or specification; the evaluation, investigation, auditing and/or the rendering, of advice, recommendation, decision, approval, disapproval and the award and implementation of procurement contract. Not every listed entity may elect to participate in a solicitation once the responses are reviewed and approved.

**Affirmative Action**: An Affirmative Action Plan, Certificate of Affirmative Action, or other documentation regarding Affirmative Action may be required by AEPA Member Agencies. Vendors must comply with requirements and/or requests for information regarding Affirmative Action by Member Agencies.

Amendment of Solicitation: A solicitation may be amended up to the time of opening.

**Applicable Law:** The laws of the state of the respective AEPA Member Agency shall govern any resulting contract of this solicitation. Suits pertaining to this contract may be brought only in courts in the County and State as prescribed by the AEPA Member Agency. Both parties agree that the Uniform Commercial Code, as adopted by the State of the AEPA Member Agency, shall fully apply. The Vendor Partner shall comply with any and all laws, whether local, state, federal or otherwise, applicable to any aspect of the work to be performed in relation to the resulting contract. It shall be the Vendor Partner's responsibility to identify, make themselves aware of, and determine the applicability and requirements of any such laws and to abide by them.

**Approval and Awarding of Contract:** AEPA and its AEPA Member Agencies reserve the right to approve and award a contract to one Vendor Partner, to make multiple approvals and awards, to reject any or all offers in whole or in part, to waive any minor formalities or irregularities in any offers, and to accept offers, which in its discretion and according to law may be in the best interest of the AEPA Member Agencies and their Participating Entities. A response to this solicitation is an offer to contract with the AEPA Member Agencies based upon the terms, conditions, and scope of work and specifications contained in this invitation. A solicitation does not become a contract unless and until it is accepted, recommended, and approved by AEPA and awarded by the individual AEPA Member Agency. A contract is formed when an AEPA Member Agency administrator and, if required, an AEPA Member Agency Board approves and signs the Acceptance of Solicitation and Contract Award Form (see Form E) document, eliminating the need for a formal signing of a separate contract.

**Assignment:** No right or interest in this contract shall be assigned or transferred by the Vendor Partner without prior written permission by AEPA and its AEPA Member Agencies, and no delegation of any duty of the Vendor Partner shall be made without prior written permission by the AEPA Member Agency. AEPA and its AEPA Member Agencies shall not unreasonably withhold approval and shall notify the Vendor Partner within fifteen (15) days of receipt of written notice by the Vendor Partner.

**Audit Rights:** In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books, and pertinent records related to this contract may be audited at a reasonable time and place.

**Authority:** This solicitation, as well as any resulting contract/agreement, is issued under the general authority of the State laws of the AEPA Member Agency and those identified within the AEPA Member Agencies' Specific Terms and Conditions, Part C, (see also Procurement Code below). Internal or external Cooperative Purchasing Agreements between the AEPA Member Agency and Participating Entities may exist.

#### **Respondent/Bidder/Vendor Partner Definitions:**

**Bidder, Respondent, Offeror,** and **Vendor Partner** are <u>interchangeable</u> and are used to identify the person(s) or firm(s) submitting a response to an Invitation for Bid or Request for Proposal.

- 1. Prospective Respondent/Bidder/Offeror: has notified AEPA of a desire to bid by registering on the AEPA website. "Bidder" has submitted an offer to AEPA in response to an AEPA solicitation.
- 2. Recommended Respondent/Bidder/Offerer: has been approved by AEPA for its AEPA Member Agencies for contract consideration.
- 3. Vendor Partner: has entered into a contract with a participating AEPA Member Agency or subsequently a Participating Entity.

**Respondent Acceptance Period:** To allow AEPA Member Agencies the opportunity to evaluate the offers, AEPA requires that an offer in response to this solicitation be valid and irrevocable for one hundred twenty-days (120) after opening time and date.

**Performance Bonding (required for construction projects):** Performance bonds are completed after the contract and at the time a member authorizes a project. The Vendor Partner agrees to provide all performance and payment bonds for individual projects executed by a surety company authorized to do business in the individual AEPA Member's state and said surety to be approved in federal circular 570 as published by the United States treasury department, the state or the local governing authority, in an amount equal to one hundred percent of the price specified in the contract; when required by an AEPA Member Agency or Participating Entity at the time a contract is executed. If the Vendor Partner fails to deliver any required performance or payment bonds, the AEPA Member Agency or Participating Entity shall not execute the contract or terminate the contract with the Vendor Partner and the appropriate AEPA Category Committee shall be notified of such failure and shall take the appropriate action.

**Brand Names:** The use of the name of a manufacturer, brand, make or catalog number does not restrict the Respondent. Brand names and model numbers are used to indicate the character, quality, and/or performance equivalence of the commodity on which offers are submitted. Respondents may submit alternates. However, the AEPA reserves the right to decide whether alternatives to the identified manufacturer and brand are equal to the product, equipment, and/or service described in the invitation. AEPA's decision shall be final.

**Buyer:** Identifies the AEPA Member Agencies and their Participating Entities that acquire and purchase commodities, supplies, materials, equipment, and services under AEPA Member Agencies' awarded contracts.

**Captions, Headings, and Illustrations:** The captions, illustrations, headings, and subheadings in this solicitation are for explanation only and in no way define, limit or describe the scope or intent of the request.

**Certification:** By signature in the solicitation section of the Contract Award page, the Respondent certifies: the submission of the offer did not involve collusion or other anti-competitive practices; the Respondent shall not discriminate against any employee, or applicant for employment in violation of Federal and State Laws (see Federal Executive Order 11246); the Respondent has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with the submitted offer; and the Respondent agrees to promote and offer to AEPA Member Agencies and Participating Entities only those materials and/or services as stated in and allowed under resultant contract(s) awarded.

**Christian Doctrine:** Any federal, state and local governing authority's/jurisdiction's statutes, codes, rules and regulations referenced and/or govern the products, services, and activities relating to and are part of this solicitation, whether or not physically noted or included, shall be complied with and adhered to as required. It is the sole responsibility of the Respondent to perform and complete any necessary research and investigation required to make themselves aware of and comply with this item.

**Clarification:** As used in this solicitation, clarification means communication with a Respondent for the sole purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the solicitation. It is achieved by explanation or substantiation, either in response to an inquiry by the AEPA Member Agency or as initiated by the Respondent. Clarification does not allow the Respondent to revise or modify its solicitation.

**Commercially Available Catalog:** A published paper catalog or an online website that is widely distributed or accessible. It is made available to the general public, public or nonprofit entities and contains a verifiable price, along with product descriptions, SKU numbers, and photographs. A commercially available catalog is distinct from a custom catalog or website, whose prices and offerings are tailored to niche audiences.

**Competitive Range:** AEPA and its AEPA Member Agencies reserve the right to establish a competitive range of acceptable responses as part of the evaluation process as defined herein. Responses below the competitive range will be determined to be unacceptable and will not receive further consideration.

**Contract Documents:** AEPA Member Agency will review proposed contract documents. Vendor Partner's contract document shall not become part of AEPA Member Agency's contract with Vendor Partner unless and until an authorized representative of an AEPA Member Agency reviews and accepts it.

**Construction:** Each AEPA Member Agency within their state statutes defines what constitutes construction, identifies the policies, rules, regulations, and codes that govern construction projects. AEPA has defined construction as building, altering, repairing, installing or demolishing in the ordinary course of business any road, highway, bridge, parking area or related project; building, stadium or other structure; airport, subway or similar facility; park, trail, athletic field, golf course or similar facility; dam, reservoir, canal, ditch or similar facility; sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; sewage, water, gas or other pipelines; transmission line; radio, television or other towers; water, oil or other storage tanks; shaft, tunnel or other mining appurtenance; electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations. Construction shall also include leveling or clearing land; excavating earth; drilling wells of any type, including seismographic shot holes or core drilling; and similar work, structures, or installations.

**Cooperative Procurement:** Some individual state procurement codes may contain cooperative purchasing statutes that state any state agency or local public body may either participate in, sponsor or administer a cooperative procurement agreement for the procurement of any services, construction or items of tangible personal property with any other state agency, local public body or external procurement unit in accordance with an agreement entered into and approved by the governing authority of each of the state agencies, local public bodies or external procurement units involved. The cooperative procurement agreement shall clearly specify the purpose of the agreement and the method by which the purpose will be accomplished. Any power exercised under a cooperative procurement agreement entered into according to each state's procurement code shall be limited to the central purchasing authority common to the contracting parties, even though one or more of the contracting, parties may be located in different states.

**Cooperative Purchasing Contracts:** The Vendor Partner agrees that all the prices, terms, warranties, and benefits granted by the Vendor Partner to AEPA Member Agencies or Participating Entities through this contract <u>will be equal to or better than</u> those offered to any individual entities or cooperatives that have equal or lesser volume. If the Vendor Partner shall, during the term of this Contract, enter into arrangements with any customer or cooperative providing greater benefits or terms that are more favorable, the Vendor Partner shall notify the AEPA category committee chairman and offer said prices, terms, warranties and benefits to all AEPA Member Agencies. The following shall be noted:

- 1. AEPA and its AEPA Member Agencies reserve the right to accept or reject the Respondent's offer if it is determined it does not comply with the above based on their knowledge, investigation, review, and findings of Respondents' submitted prices.
- 2. In the event the Vendor Partner offers lower prices to another customer or cooperative, AEPA and its AEPA Member Agencies shall notify the Vendor Partner of the deviation and request written justification. Based on AEPA and its AEPA Member Agencies' investigation, review and findings, AEPA reserves the right to take the following actions: to request the Vendor Partner to immediately adjust its AEPA's offered prices to match the lower prices offered, to work with the Vendor Partner to mediate and resolve the situation; or to notify the Vendor Partner that it intends to suspend and/or terminate their contract.

**Cost of Preparation:** Neither AEPA nor any AEPA Member Agency shall reimburse the cost of developing, presenting, or providing any response to this solicitation.

**Credit Hold:** The Vendor Partner must agree not to place the AEPA Member Agency and/or its Participating Entity on "credit hold" without 10-days advanced notice in writing, either by letter, facsimile or email to the AEPA Member Agency and the Participating Entity. The AEPA Member Agencies believe it is better for the Vendor Partner if the AEPA Member Agency places the slow-paying Agency Member on "credit hold;" if a Vendor Partner places the Participating Entity on credit hold, agencies that pay promptly are penalized. If, on the other hand, the Member Agency places the offending Participating Entity on "credit hold", payment is more likely to result and only the offender is disciplined.

#### **Delivery Terms, Conditions, and Requirements**

- 1. **Delivery:** is to be made within the specified time identified in Part B Specifications for each solicitation category, unless otherwise stipulated in writing and accepted by all parties (Buyer placing order and Vendor Partner). The Vendor Partner agrees to notify the Buyer if an order cannot be processed within the specified period and/or the agreed-upon timelines.
- 2. **The title and risk of loss of material or service:** shall not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery (FOB Destination) and they have been accepted, unless otherwise provided within this document or individual project's contract.
- 3. **Ownership of products and services** happens only after receipt and acceptance of delivery by the Buyer. The Buyer will be the determining judge of whether materials and services delivered under the purchase order/contract satisfy the specifications and requirements as identified in the contract/order.
- 4. **Fungible Goods:** Title to an undivided share or quantity of an identified mass of fungible goods will not pass to a Buyer until the separation of the purchased share has been made, delivered, and received.
- 5. **Shipping Terms:** (See Part B Specifications for specific instructions on shipping and handling costs for the individual category you are responding to.) Vendor Partner shall retain the title and control of all goods until they are delivered and received. All risks of transportation and all related charges shall be the responsibility of the Vendor Partner unless other arrangements have been made between the vendor partner and the AEPA Member Agency. Shipping shall be FOB destination. The Vendor Partner shall file all claims for visible or concealed damage. AEPA Member Agency, or the receiving Buyer, will notify the Vendor Partner and/or Freight Company promptly of any damaged goods and shall assist the freight company/Vendor Partner in arranging for inspection. No FOB vessel, car, or other vehicle terms will be accepted.
  - a. **Shipping Costs:** Products may be shipped without separate shipping costs. If shipping is allowed as a separate line item per Part B Specifications and charged, the actual cost of delivery may be added to an invoice. No COD orders will be accepted unless specifically requested by the AEPA Member Agency.
  - b. **Shipment under Reservation:** Vendor Partner is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.
  - c. **Shipping Errors:** Vendor Partner agrees that shipping errors will be at the expense of the Vendor Partner. For example, if a Vendor Partnerships a product that was not ordered, it is the responsibility of the Vendor Partner to pay for return mail or shipment.
- 6. **Stored Materials (vendor managed inventory):** Upon prior written agreement between Vendor Partner and Buyer, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to the Buyer prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by Vendor Partner against loss and damage. Vendor Partner agrees to provide proof of coverage and/or addition of Buyer as an additional insured upon Buyer's request. Additionally, if stored offsite, the materials must also be clearly identified as the property of the Buyer and be separated from other materials.

The buyer must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Buyer, it shall be the Vendor Partner's responsibility to protect all materials and equipment. Vendor Partner warrants and guarantees that title for all work, materials, and equipment shall pass to Buyer upon final acceptance. Payment for stored materials shall not constitute final acceptance of such materials.

- 7. **Improper delivery:** Unless contrary to other parts of this solicitation, if the goods, services, or tender of delivery fail in any respect to conform and adhere to the terms, conditions, specifications of the resulting contract based on this solicitation and/or the individual Buyer's contract/order. The Buyer may reject the whole, accept the whole, or accept any commercial unit or units and reject the rest.
- 8. **Defective Goods:** Vendor Partner agrees to pay for return shipment on goods that arrive in a defective or inoperable condition. Vendor Partner must agree to arrange for return shipment of damaged goods.
- 9. Liquidated Damages: The Buyer may suffer financial loss if the project is not substantially complete or products or services are not delivered on the established date. The Vendor Partner (if applicable surety) shall be liable for and shall pay to the Buyer, not as a penalty, the sums that may be hereinafter agreed upon as liquidated damages per calendar day of delay until the work and/or delivery is determined by Buyer to be complete and/or delivered. Liquidated damages will be determined on a project-by-project basis.
- 10. **No Replacement of Defective Tender:** Every tender of materials must fully comply with all provisions of this contract. If tender is made which does not fully conform, this shall constitute a breach, and Vendor Partner shall not have the right to substitute a conforming tender without the written consent of all parties involved.
- 11. **Default in One Installment to Constitute Total Breach:** Vendor Partner shall deliver conforming materials in each installment or lot of this contract and may not substitute nonconforming materials. The AEPA Member Agency reserves the right to declare a breach of contract if the Vendor Partner delivers nonconforming materials or services to any Buyer under this contract.
- 12. **Restocking Fees:** A restocking fee may only be charged on products ordered and delivered to the Buyer's site in accordance with the order/contract. Restocking fees in excess of 15% will not be allowed. Restocking fees may be waived, at the option of the Vendor Partner. The Vendor Partner must identify, specify, and justify any exceptions or deviations taken.

**Deviations or Exceptions to Requirements:** Deviations or exceptions stipulated in a Respondent's proposal may result in the rendering of the response non-responsive. AEPA and its AEPA Member Agencies reserve the right to determine whether the deviation or exception does or does not serve the interest of or is not advantageous or acceptable to AEPA, its AEPA Member Agencies, or Participating Entities.

**Disbarment and Suspension:** By signature accepting Terms and Conditions, it is certified on behalf of the company and their key employees that neither the company nor its key employees have been proposed for debarment, debarred, or suspended by any State or Federal Agency within the last five (5) years. If within the past five (5) years, any Respondent has been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state or local government, the Respondent must include a letter with its response that includes the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment information may result in the cancellation of any resulting contract. By signing the solicitation section, the Respondent certifies that no current suspension or debarment exists.

**EDGAR (2 CFR 200) Compliance:** Respondents are required to complete Education Department General Administrative Regulations (EDGAR) compliance certification. EDGAR regulations govern all federal grants awarded by the U. S. Department of Education on or after December 26, 2014.

**Eligible Entities:** The individual AEPA Member Agency's state procurement code and statutes provide for cooperative procurement and identifies those types of agencies, entities, and organizations that are allowed to participate in and take advantage of cooperative procurement contracts solicited and approved by AEPA and awarded by AEPA Member Agencies. Therefore, depending on the individual state procurement codes and statutes federal agencies, state agencies, local public bodies, and Non-Profit/Non-Public entities may be allowed to participate in and utilize AEPA solicited, approved and AEPA Member Agency awarded contracts.

**Estimated Quantities**: In Part B: Specifications of this solicitation, AEPA, and AEPA Member Agencies have indicated their anticipated volume for the products and services requested. It is anticipated that a considerable amount of activity will result from this solicitation; however, there is no guarantee of future order quantities since this is an indefinite-quantity contract. Usage depends on the actual needs of the AEPA Member Agencies, their Participating Entities, and the marketing by the Vendor Partner.

**Experience, Proven Track Record and Past Performance Information:** it has been determined by AEPA and its AEPA Member Agencies to be a major factor in consideration if a Respondent possesses the ability, capacity and resources to acquire, manufacture, deliver, construct, install, services and support all of the procurement functions and activities involved in a national contract of this nature. AEPA and its AEPA Member Agencies reserve the right to accept or reject an offer if, in its judgment, the Respondent failed to demonstrate the following: a proven track record in the products and services offered (qualifications, knowledge, and background); is willing and able to deliver the proposed products and/or services to ninety (90%) percent of those participating AEPA Member Agencies identified in Part B (unless otherwise noted in Part B): Specifications; and has provided relevant information regarding its actions under previously awarded contracts to schools, local, state, or federal agencies. It includes the Respondent's record of conforming to specifications and standards of good workmanship; the Respondent's record of containing and forecasting costs on any previously performed cost-reimbursable contract schedules, including the administrative aspects of performance; the Respondent's history for reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

**External Procurement Unit**: means any procurement organization not located in a current AEPA Member Agency state which, if located in the state, would qualify as a federal or state agency or a local public body. Various state procurement codes allow external procurement units to offer their contracts and for agencies within those states to utilize those contracts to acquire goods and services.

**Federal Agency [25] USC 3001 (4)**: Is defined as any department, agency, or instrumentality of the United States, any executive department, military department, government corporation, government-controlled corporation, or other establishments in the executive branch of government, including the Executive Office of the President or any independent regulatory agency established through legislative and/or administrative action.

**Federal Requirements**: Vendor Partner agrees, when working on any federally-assisted projects with more than \$2,000 in labor costs, to comply with the Contract Work Hours and Safety Standards Act (40 U.S.C. 329 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (Section 29, CFR Part 5), the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in the Department of Labor regulation (29 CFR part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor regulations (41 CFR Part 60)). In such projects, the Vendor Partner agrees to post wage rates at the worksite and submit a copy of their payroll to the AEPA Member Agency for their files. Also, to comply with the Copeland Act, the Vendor Partner must submit weekly payroll records to the AEPA Member Agency. The Vendor Partner must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to an AEPA Member Agency that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the Vendor Partner. In

projects that are not federally funded, Vendor Partners must agree to meet any federal, state, or local requirements, as necessary. Also, if compliance with the federal regulations increases the contract costs beyond the agreed-on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this contract. Vendor Partner shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et. Seq.); and, Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor be deemed in default under this contract, if, and to the extent, that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; blizzards; earthquakes; tornadoes or violent winds; hail storms; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with the contract. Force majeure shall not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences. If either party is delayed at any time by force majeure, the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours.

**Form of Contract:** The form of contract for this solicitation shall be the published solicitation, the awarded Vendor Partner's response, and properly issued purchase orders and/or contracts in accordance with this solicitation. If a firm submitting an offer requires AEPA Member Agency and/or Participating Entities to sign an additional contract, a copy of the proposed contract must be included with these.

**Gratuities:** AEPA Member Agency may, by written notice, cancel this contract if it is found that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor Partner or any agent or representative of the Vendor Partner, to any employee of the AEPA Member Agency with a view toward securing a contract or with respect to the performance of this contact. However, paying the expenses of normal business meals, which are generally made available to all eligible school and government employees, shall not be prohibited by this paragraph. Samples of software, equipment, or hardware provided to the AEPA Member Agency for demonstration, evaluation, or loan purposes are not considered gratuities.

**Indemnification:** Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any attorney's fees and/or litigation expenses, which might be brought or made against or incurred by AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker's compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner's obligation under this section will not extend to any liability caused by the sole negligence of AEPA, its Members, participating Entities, its employees. The liability of AEPA, its Members,

Participating Entities, or its employees will be subject in all cases to the immunities and limitations of Nevada or the AEPA Member Agency's state laws. Installation: Equipment and items of construction shall be installed in accordance with the manufacturer's instructions, specifications, in accordance with any federal, state, local rules, regulations, codes, and the schedule determined by the AEPA Member Agency and/or Participating Entity.

**Insurance:** Prior to executing a contract with the AEPA Member Agency or a Participating Entity under this solicitation, if required, the Vendor Partner shall procure, maintain and provide certification from insurer(s) for minimal coverage during the life of any resulting contract/agreement, to include but not limited to comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment and other insurance coverage required by and applicable to each AEPA Member Agency state's statutes and federal laws in which proposed products and services will be offered and provided. Evidence of the required insurance for each of those AEPA Member Agencies' state, who indicated an interest to participate in this solicitation, identified in Part B: Specifications by providing written evidence and/or documentation from your insurer(s) indicating your firm has in place the type and amount of coverage required by each of the states. The Bidder has the sole responsibility to conduct and perform the necessary research to make themselves aware of and to understand each state's requirements.

- 1. Certificate of Insurance: The Vendor Partner shall provide, as required, a certificate of insurance for commercial liability insurance naming the AEPA Member Agency and or its Participating Entity as the certificate holder (co-insurer). All insurance policies are to be executed by an insurance company authorized to do business in those AEPA Member Agencies' states participating in this solicitation.
- 2. Subcontractor's Insurance: Prior to commencing any work, any Subcontractor shall procure and maintain, at its own expense until final acceptance of the work, insurance coverage in a form, and from insurers acceptable to the prime Vendor Partner. All Subcontractors shall hold the appropriate type and amount of insurance coverage required by the AEPA Member Agency state in which the work is being done and will provide insurance, which waives all subrogation rights against the prime Vendor Partner, AEPA Member Agency and its Participating Entities.

**Invalid Term or Condition:** If any term or condition of this solicitation and any resulting contract shall be held invalid or unenforceable, the remainder of this solicitation and any resulting contract shall not be affected and shall be valid and enforceable.

**Late Responses**: Late responses will not be accepted. All offers must be submitted online via Public Purchase by the due date and time of this solicitation.

**Leases and Rentals:** Vendor Partner may allow AEPA Member Agency or Participating Entity to rent, lease, or lease-purchase. The buyer must receive a copy of the executed leasing documents prior to processing a purchase order. Vendor Partner agrees that leases will comply with the Uniform Commercial Code and the Buyer's individual state laws. All terms of leasing must be included in the offer, with interest rates described as related to a published government standard. Vendor Partner must indicate in their response to this solicitation and in any leasing/rental agreement, all costs (must be itemized) associated with early termination and/or the returning of leased or rented equipment that are the responsibility of the Buyer. No sale of a contract to a third party will be made without informing the Buyer of the transfer. If Vendor Partner sells a lease contract to a third party, the cost of return of the product must not be greater than the cost of return to the original Vendor Partner.

**Legal Remedies:** All claims and controversies shall be subject to the Procurement Code of the state in which the AEPA Member Agency or Participating Entity resides.

**Licenses and Registration:** Each state and local jurisdictions in which a transaction may occur may require various types of licenses and/or registrations (business, construction Vendor Partner, etc.). Likewise, there are various policies, procedures, rules, regulations, codes, and laws that govern such licensing/registration within federal, state and local jurisdictions, therefore, it is the

Respondent's/Vendor Partner's responsibility to be aware of, obtain and maintain in current status all federal, state and local licenses, registrations and bonds required for the performance and delivery of any and all products and services offered in its response to this solicitation. It is also the responsibility of the Respondent/Vendor Partner to ensure that any Subcontractors performing under this solicitation hold and maintain the appropriate licenses/registrations. The Respondent will submit copies of licenses, registration, and/or other documentation to substantiate they hold the appropriate licenses/registration scovered by this solicitation.

Liens: All materials and services shall be free of all liens.

**Local Public Body:** A political subdivision of the state and the agencies, instrumentalities, and institutions thereof. Such agencies may include but are not limited to two-year and four-year post-secondary educational institutions, pre-k-12 institutions, counties, cities, and municipalities, except as exempted pursuant to the Procurement Code within each state. Entities within these groups may include but are not limited to political subdivisions, administrative units, councils, commissions, boards and organizations that either by federal, state or local legislative or administrative action or appointment and have been established or given the responsibility and authority to act, conduct and perform various activities on behalf of the federal or state agency or local public body.

**Manufacturer's Representative:** Dealers, distributors, and installers of specialized facility technology, electrical, mechanical systems and equipment, who, if permitted by the Scope of Work, submit an offer as a manufacturer's representative, must be able to provide documented evidence from and/or between it and the manufacturer certifying that the Respondent is a bona fide manufacturer's agent for the specific products/services proposed, the Respondent is authorized to submit an offer on such products/services, and a guarantee that, should the Respondent fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume and discharge such obligations covered by warrantees or provide for their competent assumption by one or more bona fide representatives for the term of the contract/warrantee period. Respondents of software, mechanical devices, electrical products/systems, and other commodities that makeup systems/networks must be able to provide the same information from a manufacturer.

**Modification by Buyer:** Vendor Partner shall have no obligation with respect to any patent and copyright infringement claim based upon Buyer's modification of the equipment and/or software, or its operation or use with apparatus, data or programs not furnished by Vendor Partner. However, one Buyer's action will not preclude Vendor Partner's obligation to others not having modified their equipment or software.

**Money:** All transactions are payable in U.S. currency only. Multiple Approvals and Awards: throughout the United States, AEPA Member Agencies have a large number of Participating Entities who take advantage of and utilize awarded contracts. To assure that any issued contract will allow these entities to fulfill current and future needs and requirements, AEPA and its AEPA Member Agencies reserve the right at its discretion to approve and/or award one contract, multiple contracts or no contracts. The actual use of any contract will be at the sole discretion of the AEPA Member Agency or the Participating Entity.

**Nonexclusive Contract:** Any contract resulting from this solicitation shall be approved and awarded with the understanding and agreement that it is for the sole convenience of the AEPA, its AEPA Member Agencies, their Participating Entities and they reserve the right to obtain like goods and services from another source.

**Nonprofit, Non-Public Educational Institutions and other Nonprofit Organizations (Section 501(c)(3) of the Internal Revenue Code, Federal Tax Code**): is defined as charitable, religious, educational, public service, support, and scientific organizations, entities, corporations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code, or corresponding section of the Federal Tax Code.

**Notice:** Notices under this solicitation/contract will be in writing and will, for all purposes, be deemed to have been fully given when sent by registered or certified mail, return receipt requested, postage prepaid, an email with appropriate verification, properly addressed to the respective parties as specified herein or at such other address as may be specified by either party from time to time.

**Novation:** If the original Vendor Partner sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. AEPA and its AEPA Member Agencies reserves the right to recommend approval, acceptance, or rejection of the new party. A simple change of name agreement will not change the contractual obligations of the Vendor Partner.

**Ordering Procedures:** AEPA has established a standard and special ordering process as defined below. Additionally, some AEPA Member Agencies also prefer or utilize electronic ordering as the method for the transactions. For details on the ordering processes utilized for each AEPA Member Agency, please reference the Summary of State General Overview.

1. **Standard Ordering Process:** Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request; the vendor will also send a copy of their quote to the state AEPA Member Agency for all construction-related bids. The buyer will prepare and issue a purchase order to the Vendor Partner based on the product catalog, price list, or Vendor Partner's quote. Vendor Partner will deliver and invoice the Buyer; Buyer will acknowledge delivery and acceptance by issuing the Vendor Partner payment. Vendor Partner, based on the agreed-to process, will report and submit payment for the AEPA Member Agency's administrative fee to the AEPA Member Agency (quarterly). The vendor Partner shall provide the transaction and volume reporting in the AEPA report format.

#### 2. Special Ordering Process:

- a. Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request;
- b. Buyer will prepare and issue a purchase order to the AEPA Member Agency based on the product catalog, price list or Vendor Partner's quote;
- c. Vendor Partner will deliver the goods and/or service to the Buyer and will invoice the AEPA Member Agency;
- d. AEPA Member will invoice the Buyer and add their administrative fee to the invoice price;
- e. AEPA Member will pay Vendor Partner for the goods and/or service once the Buyer has confirmed acceptance.
- f. The vendor Partner shall provide the transaction and volume reporting as stipulated quarterly in the AEPA report format.

#### 3. Electronic Ordering (Optional by AEPA Member Agency):

- a. When a Vendor Partner based online ordering system is available, the following functionality is preferred:
- b. Electronic ordering systems shall be secure, and password protected. Entering the system with the designated password shall automatically send the user to AEPA contract pricing.
- c. When the Buyer requires purchase orders, electronic ordering system shall require the entry of a purchase order number, credit card, or purchasing card prior to accepting an order.
- d. Electronic ordering systems shall block excluded items not covered by the AEPA contract from any order.
- e. Electronic ordering systems shall automatically assign correct contract prices to applicable orders.
- f. Electronic ordering systems that list catalog price and AEPA discounted price.
- g. Electronic ordering systems shall track orders and purchases covered by the AEPA contract for reporting and audit purposes. The vendor Partner shall provide the transaction and volume reporting in the AEPA format.
- h. Electronic ordering systems' pricing shall include the AEPA Member Agencies administrative fee required by the AEPA Member Agencies.

i. Electronic ordering systems that allow AEPA Member Agencies to print an archived (historical) copy of a Buyer's order.

**Order of Precedence:** In the event a conflict occurs the following order of precedence shall prevail:

- 1. Member Agency specific terms and conditions
- 2. Specifications and scope of work
- 3. General terms and conditions
- 4. Attachments and exhibits
- 5. Documents referenced or included in the solicitation

**Overcharges by Antitrust Violations:** Member Agency maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the Buyer. Therefore, to the extent permitted by law, the Vendor Partner hereby assigns to the Member Agency any and all claims for such overcharges as to the goods or services used to fulfill the contract.

**Parole Evidence:** This contract represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

**Participating Entity:** Those Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies, and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize the AEPA Member Agencies' Awarded Contracts.

**Patent and Copyright Indemnification:** To the extent permitted by law, Vendor Partner shall indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials furnished or work performed under this contract. Member Agency and its Participating Entities shall reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.

**Piggy Back Contracts:** In the event a new Member Agency joins AEPA, the Member Agency may elect to award any and all existing contracts if permissible by their State laws.

**Prevailing Wage:** Where applicable, the Vendor Partner must comply with prevailing wage legislation in effect in the jurisdiction of the awarding AEPA Member Agency.

**Pricing:** AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid or proposal prices. The Vendor Partner agrees that the cost for any item bid or offered on this contract will be uniform for all states and that any differences in pricing are due to state-specific installation and labor costs, AEPA Member Agency's Administrative Fee, or other approved reasons. The Respondent must provide their pricing as requested utilizing the various pricing methodologies specified. **The Respondent/Vendor Partner must agree that they will not offer or provide a better price to any individual entities or cooperatives with equal or lesser volume than that through AEPA.** Please note the following that relates to pricing:

- 1. **Primary Pricing Strategies:** All Respondents will be required to submit "Primary Pricing" in the form of either "Catalog Pricing" or "Line-Item Pricing" or a combination of these two pricing strategies, or Proposal (RFP) pricing as defined in Part B, solicitation specifications. Respondents are also encouraged to offer OPTIONAL pricing strategies including "Hot List" and "Volume Discounts".
  - a. **Catalog Pricing:** Catalog pricing is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes, and configurations that are

identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Respondent offers a fixed discount(s) off the retail price, catalog price, published price, or list price. The discounts may be for the entire commercially available catalog, for specific products, product lines, manufacturers, or category of products as determined by the Respondent and in conformity with the scope of the solicitation.

- i. **Discounts:** Discount offers must clearly identify the percent of discount to apply to a commercially available catalog, manufacturer, manufacturer's suggested retail price (MSRP), retail, or nationally published price lists. Respondents shall identify and stipulate if the discounts apply to the entire catalog/price list, specific product lines, manufacturers, and/or categories of products. Respondents shall agree that there will be no reduction in discount(s) during the term of the contract.
- ii. **New Catalogs/Price Changes**: New catalogs and corresponding nationally published price lists may be submitted throughout the term of the contract and shall be submitted to the AEPA Category Committee for review prior to release to all AEPA Member Agencies. Prices may change based on manufacturer's price changes, newly published pricing, or price lists, but the original discount bid shall remain firm for the duration of the contract. New catalogs/products must conform to the scope of the solicitation.
- iii. Core List: In a Catalog Priced solicitation, a category (i.e. office supplies) may include a "core list" which contains a selection of the most commonly used products/services with the expectation that a deeper discount would be bid for these items. If a new catalog and price list are published during the contract term, the original discounts shall be applied to the newly published prices to establish the AEPA price for these core items.
- iv. **Product Addition/Discontinuation**: New products, within the same scope of work, may be added at the established percentage discounts at any time. Discontinued products may be dropped at any time during the year. In the event a Core item is discontinued by the manufacturer during the term of the contract, Vendor Partner is required to add a functionally equivalent substitute at the same discount structure.
- b. **Line-Item Pricing:** Line-item pricing is utilized when products and/or services that are broken down in detail by element, component, product categories, product type, and each product and/or service is presented as an individual item which needs to be combined with other items to make up a final project or solution. The Respondent offers firm pricing for specific line items in response to this bid; a project's cost is derived by the Vendor Partner preparing and providing a quote based on the project's terms, conditions, and requirements based on the line item pricing provided in the bid. The information provided in this bid for each item includes: Product Category, Product Description, Manufacturer, Manufacturer SKU, Vendor SKU, Unit of Measure, Item List Price, AEPA Bid Price.
  - i. **Fixed prices:** Prices bid shall be firm until each anniversary date of the contract, unless there is an occurrence of one or more economic price adjustment contingencies outlined in the bid. Fixed price offers shall include prices for any and all items.
  - ii. **Routine Price Adjustments (Without Economic Price Adjustment):** Vendors may request adjustments to the prices by submitting a fully documented written request to the AEPA Category Committee Chairperson. The request must specifically detail and document the cause and/or reason for price changes and include any supporting documentation (manufacturer's letter, indexes, etc.). All price changes require approval by the AEPA Category Committee and Member Agencies.
  - iii. **Unpredictable Economic Price Adjustment:** If economic price adjustment contingencies occur, Vendor Partner may submit a fully documented request (manufacturer's letter, indexes, etc.) for a price adjustment to AEPA Category Committee for review and approval by the committee and the AEPA Member Agencies. The documentation must substantiate the cause and/or reason for the

requested price increase and demonstrate that it was unpredictable at the time of bid submittal and/or contract renewal and out of the Vendor Partner's control. Pricing will take effect thirty (30) days after approval and acceptance.

- iv. **New Products/Services:** Vendor Partner may submit new products or technologies that are within the original scope of work for the bid, to be added to the contract pending review and approval of the AEPA Category Committee. Requests should be submitted to the AEPA Category Committee for review and written approval.
- c. Automated System for Pricing (ASP): The method consisting of an ASP and/or software application (e.g. RSMeans) that is self-contained and consists of a turn-key solution that includes a complete line-item listing of all of the products, supplies, materials, equipment, services, accessories and options with their description, specifications, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. The Bidder provides a percent of discount or fixed multiplier/factor to be applied to total project cost to allow for individual state conditions and requirements and to arrive at the AEPA price.
- d. **RSMeans (Construction Related Bids only)**: It is important for Vendor Partners to breakout all costs (quantity and price) of all items listed under RSMeans or an Alternative Pricing method. This includes all quoted items not on the approved AEPA bid submittal. The following are minimum requirements for using RSMeans for quoting projects to AEPA Member Agencies:
  - i. The Contractors must use the current year and standard cost data. Only the following cost data titles will be excepted:
    - a. Building Construction Cost Data Book
    - b. Facilities Construction Cost Data
    - c. Facilities Maintenance & Repair Cost Data
    - d. Site Work & Landscape Cost Data Book
  - ii. All work proposed under RSMeans must use RSMeans format, even if subcontractors are used.
  - iii. An RSMeans spreadsheet must be submitted to substantiate the quote given to the AEPA Member Agency. The spreadsheet columns must reveal the full RSMeans number and a sufficient amount of the description. This also applies to change orders.
  - iv. Pricing must be done by Location codes. National Average will not be allowed. To choose the "closest" location code, the first three (3) numbers of the zip code will be used to determine the city location index in the AEPA Member Agency State.
  - v. The AEPA contract holder factor, bonding cost, AEPA discount, and taxes if applicable must be shown as separate line items at the bottom of the RSMeans spreadsheet. This information can be shown on a separate summary sheet. The summary sheet must start with the RSMeans spreadsheet total and show the detail for each of the items stated above. This detail will be provided to that AEPA State Agency and the AEPA Buyer as required.
  - vi. All change orders which list items covered by RSMeans must be supported by an RSMeans spreadsheet.
- e. Alternative Method of Costing: This method covers any product and/or service not covered by catalog pricing, published price list, line-item price list, automated system for pricing, or is a product and/or service due to the projects or applications specifications, conditions and /or requirements that need to be custom-designed, developed, manufactured and/or produced to meet the requirements of an individual, project or sole source. The alternative pricing is calculated as follows:
  - i. The Bidder must prepare, issue and receive three written quotes from available suppliers and select the supplier that offers the products and services that meet the stipulated requirements and specifications, offers the best value, and the most cost-effective solution.
  - ii. All quotes must be made available upon request.
  - iii. The Bidder must indicate the percent of overhead and /or markup as part of their

response to be added to these costs to obtain the normal and customary retail price.

- iv. The AEPA price is calculated by taking the product and services to cost to the Contractor plus the indicated percent of profit/overhead to equal the normal and customary retail price. The Contractor will then subtract the approved AEPA discount to obtain the AEPA price. Example: item cost \$1,000; percent of profit/overhead of 20% equals retail price of \$1,200; less the AEPA discount of 10% or \$120 equals the AEPA price of \$1,080.
- 2. Secondary Pricing Methods (Catalog based solicitations only, see Part B for category designation): Respondents are required to offer Customized Price Lists (Catalog solicitations ONLY) and encouraged to offer Hot Lists and Volume Discounts as follows:
  - a. **Customized Price List:** Respondents are required to offer customized price lists to Participating Entities for items within the Vendor Partner's Commercially Available Catalog for Catalog solicitations ONLY (not pertinent to Line Item Bids). Customized price lists shall be allowed under the following conditions:
    - i. Items within the Vendor Partner's Commercially Available Catalog may be included on the customized price list providing they are not already on the Core Item list.
    - ii. Items are to be determined by the Participating Entity; Vendor Partner may object to up to ten (10) of the suggested items proposed by the customer and must offer substitutes until an agreement of the customized list is reached.
    - iii. Items on the customized price list shall be sold with an additional discount (deeper than what was originally bid on the non-core or catalog discount)
    - iv. Items may not include special order or customized service products unless agreed to by the Vendor Partner.
  - b. **Hot List Pricing:** Respondents are invited, at their option, to offer a selection of products/services, defined as a Hot List, at greater discounts than those listed in the standard catalog or core list discounts. Special, time-limited reductions are permissible under the following conditions: The price reduction is available to all AEPA Member Agencies equally. The price reduction is for a specific period, no less than thirty (30) days. May be used to discount and liquidate close-out and discontinued products/services as long as those items are clearly labeled as such. The original price for products/services is not exceeded after the time limit. The AEPA Category Committee and all AEPA Member Agencies shall be notified of any special or time-limited price reduction. New prices must be on record fifteen (15) days prior to any offer of the new prices being proposed or offered to AEPA Member Agencies and Participating Entities. Pricing for all Hot List items must be updated on the Vendor Partner's online catalog and submitted to all AEPA Member Agencies in an electronic format that can be posted to websites, emailed, and shared with Participating Entities/Buyers.
  - c. Volume Price Discounts: Respondents are encouraged to offer additional pricing discounts that may be offered for a group of agencies in a local geographic area that desire to combine requirements (one- time purchase or annual spend), i.e. local city, county, school district(s), etc. and/or for large one time purchases. Additional volume price discounts are permissible under the following conditions: Discounts should be tiered and based on spend ranges as established by the Bidder on the Pricing Forms. Volume determination shall be determined between the Vendor Partner and the individual Buyers on a case-by-case basis. All additional discounts are to be offered equally to all AEPA Member Agencies and Participating Entities and be based on the Volume Price Discounts originally bid providing the same or similar volume commitment, specific needs, terms and conditions, a similar time frame, seasonal considerations and provided the same manufacturer support is available to the Vendor Partner.

**Prime Vendor Partner:** For the purpose of this solicitation, a Vendor Partner will be considered a prime Vendor Partner and not a Subcontractor. Any Vendor Partner paid directly by the AEPA Member Agency or Participating Entity is a prime Vendor Partner; a Vendor Partner pays a Subcontractor. Prime Vendor Partners using Subcontractors are responsible for all actions of its Subcontractors.

**Procurement Code:** All Respondents/Vendor Partners must make themselves aware of and comply with all federal, state, and local statutes and regulations.

#### **Products and Services**

- 1. **Product Line:** If applicable, contracts will be awarded to Respondents able to provide their complete product line(s) of commodities, supplies, equipment, software, and services that meet the scope of work and specifications of this solicitation. Respondents with a published, priced catalog may submit their entire catalog; AEPA reserves the right to select or reject products within the catalog for recommendation without having to award all the contents.
- 2. **Serial Numbers:** Offers must be for equipment on which the original manufacturer's serial number has not been altered in any way.
- 3. **Current Products:** All offers shall be for commodities, supplies, equipment, supplies, and software in current production; meet or exceed commercial and industry standards; and marketed and provided nationally to the general public and/or educational/governmental agencies.
- 4. **Construction Products and/or Services:** Are associated with building, erecting, altering, repairing, installing or demolishing in the ordinary course of business any: (1) road, highway, bridge, parking area or related project; (2) building, stadium or other structure; (3) airport, subway or similar facility; (4) park, trail, athletic field, golf course or similar facility; (5) dam, reservoir, canal, ditch or similar facility; (6) sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; (7) radio, television or other tower; (8) shaft, tunnel or other mining appurtenance; (9) electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; (10) air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations; (11) leveling or clearing land; (12) excavating earth; (13) drilling, wells of any type, including seismographic shot holes or core drilling; and similar work, structures or installations.
- 5. **Services:** Are defined as the furnishing of labor, time, or effort by a Vendor Partner not involving the delivery of a specific tangible product other than reports and other materials which are merely incidental to the required performance.
- 6. **Professional Services:** Services relating to architects, archeologists, engineers, surveyors, landscape architects, medical arts practitioners, scientists, management and systems analysts, certified public accountants, registered public accountants, lawyers, psychologists, planners, researchers, educational specialist, construction managers and other persons or businesses providing similar professional services, which may be designated as part of this solicitation.
- 7. **Peripheral & Optional Items:** Respondents can include various peripheral products, equipment, accessories, services, deliverables, and related items that are associated with and function with the primary offering. Optional equipment or products may be added to the contract during the term of the contract. AEPA reserves the right to accept or reject such offerings under the following conditions: the enhancement is recommended by AEPA and approved by the Member Agency; the option is priced at a discount similar to other options; and the option is an enhancement to the unit.
- 8. **Descriptive Literature and Brand Names:** All offers are to include a complete set of the manufacturer's descriptive literature regarding the commodities, supplies, materials, equipment, and software offered. Brand names, trade names, and/or catalog numbers used in the solicitation will be intended to describe and identify the type, level, and quality of products, equipment, and software being requested.
- 9. **Discontinued Products:** If a product or model is discontinued by the manufacturer, Vendor Partner may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 10. **Product Specifications:** This solicitation is designed to enable a Respondent to satisfy a requirement for a commodity, supply, material, equipment, software, process, or service. A specification may be expressed as a standard, a part of a standard, or independent of a standard; by specifying a manufacturer's brand and model. No specification is intended to unnecessarily limit competition by eliminating items capable of satisfactorily and/or meeting the actual needs of the procurement. When a brand name product is specified and is only available for a single source,

Respondents are encouraged to offer alternative products that they believe to adhere to and comply materially, functionally, and operationally equal to or better than the brand name product specified. Any Respondent believing a specification is unnecessarily restrictive, shall indicate such in the form of a question during the solicitation process and prior to solicitation due date. The fact that a manufacturer or supplier chooses not to produce or supply the commodity, supply, material, equipment, software, or services to meet these specifications will not be considered sufficient cause to adjudge these specifications as restrictive. If the Respondent deviates from these specifications, reasons must be stated for such deviation and state why, in their opinion, the commodity, supply, material, equipment, software, or services they bid will render equivalent reliability, coverage, performance, and/or service. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire offer.

11. **Quality:** Unless otherwise modified elsewhere in this solicitation, Vendor Partner warrants the commodities, supplies, materials, equipment, and services delivered as stipulated in the Buyer's purchase order/contract, shall be: of quality to pass without objection in the industry and professional standards normally associated with them; fit for the intended purpose(s) for which they are used; of even kind, quantity and quality within each unit and among all units, within the variations permitted by the contract; adequately offered, presented, delivered, accomplished and complete as the contract may require; and conform to the written promises and/or oral affirmations of fact made by Vendor Partner.

**Product Information, Catalogs, and Price Lists:** Respondents shall include an electronic copy of the latest edition of the commercially available catalog and price lists that the discount will be applied to with the response. Throughout the term of the contract, Vendor Partner(s) shall furnish all AEPA Member Agencies and their Participating Entities with copies of approved commercially available catalogs and price lists in the format desired (electronic, paper, online shopping cart, etc.).

**Progress Payments:** Progress payments are allowed on purchases for goods and services under the following conditions: The Buyer and the Vendor Partner agree to the terms of the progress payments prior to issuing a purchase order; the purchase order describes the amounts to be paid and the date of payment; the Buyer has a satisfactory method of verifying progress described in writing in a letter or on the purchase order; that payments will only be made when actual goods and/or services are verified/received; and that any such payments be made in full compliance of Buyer's local board rules and any and all other applicable state rules and regulations.

**Protests:** Under this public procurement and AEPA's Solicitation, any Respondent who is aggrieved in connection with this procurement, can file a protest in accordance with (1) AEPA's Solicitation Document; (2) AEPA's Policies and Procedures; and (3) AEPA Member Agency's State Procurement Code and Board Policies. Venue for any and all legal actions regarding or arising out of the transactions covered herein shall be solely in the court of jurisdiction located in the state and county of the AEPA Member Agency and will govern any resulting transactions.

- 1. **Procurement Phases:** AEPA's solicitation process is broken down into three (3) phases. Any Respondent who is aggrieved in connection with any of the three (3) procurement/solicitation phases listed below and/or any functions or activities associated with each shall file their protest with the AEPA representative indicated below.
  - a. **Solicitation Due Date:** The preparation and contents of the solicitation, its terms, conditions, and specifications, the notification, distribution of solicitation documents and addendums (date published through the solicitation due date and time).
  - b. **AEPA Approval:** The receiving, opening, recording, evaluating, recommending, and approving Respondents to be considered for AEPA approval and/or actions relating to contract renewal and extension. (Date received and opened through the date of individual contract award and future renewals).
  - c. **Contract Award:** The awarding, implementing, and administering of resulting contracts and the disclosure of confidential data. (Date individual contracts awarded by AEPA Member Agencies or 120 days from AEPA approval).

- 2. **Protest contents:** Protests shall be in writing and must be filed with the appropriate AEPA represented below. A protest must include:
  - a. The name, address and telephone number of the protester;
  - b. The original signature of the protester or its representative;
  - c. Identification of the procurement function and/or contract activity with the solicitation or the contract number;
  - d. A detailed statement of the factual grounds or legal basis for the protest;
  - e. Supporting exhibits, evidence or documents to substantiate any claim unless not available within the filing time, in which case, the expected availability date shall be indicated; and
  - f. The form of relief requested.
- 3. **Protest Submittal:** Protester shall submit the solicitation protest in accordance with the requirements of the above three (3) procurement functions immediately or within ten (10) days of the date the protester knows or should have known the basis of the protest per the following:
  - a. Solicitation Due Date: Knows or should have known the basis of the protest upon the solicitation due date or ten (10) days after the due date, send a protest to Solicitation Question Coordinator (bid-committee@aepacoop.org).
  - a. AEPA Approval: Knows or should have known the basis of the protest upon notification from AEPA of the solicitation category approval, send a protest to AEPA President (protests@aepacoop.org).
  - b. Contract Award: Knows or should have known the basis of the protest or ten days after the notification from the AEPA Member Agency award, send a protest to Individual AEPA Member Agency; see AEPA Member Agency information sheet.
- 4. **Protest Resolution:** Protest shall be resolved, in accordance with AEPA's Board Policies, Procedures and/or the appropriate state statutes where the AEPA Member resides. AEPA intends that all solicitation protest decisions from the point a solicitation has been published through contract approval or rejection will be resolved by AEPA. Protests concerning contract award by AEPA Member Agencies will be resolved by the respective AEPA Member Agency.
- 5. **Protest Costs:** The losing party to the protest shall be responsible for the reasonable and justifiable costs of the protest. The protest costs shall be based on the costs and expenses incurred by the AEPA and its Member Agencies, including but not limited to staff salaries, attorneys' fees, hearing, reproduction, transcription, and travel costs.

**Provisions Required by Law:** By submitting a response to this solicitation, Respondents are acknowledging they have conducted and performed the required research to make themselves aware and knowledgeable of all federal, state and local laws/statutes that are referenced herein, may pertain to and/or govern the procurement activities and transactions covered by this solicitation. These provisions of law and any clause required by law that is associated with and relates to this solicitation and any resulting contract will be read and enforced as though it were included herein.

**Public Purchase:** An easy-to-use platform that provides Respondents with the automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit an organization's solicitation response. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process.

**Public Record:** All offers submitted to this invitation shall become the property of the AEPA and will become a matter of public record, available for review, subsequent to the solicitation due date. Offers may be viewed, by appointment only, at the Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI 48329, under the supervision of the AEPA Executive Director or his designee, from 8:30 a.m. to 3:30 p.m., Monday through Friday. Within fifteen days, the Solicitation Receipt Summary Report will be posted to the AEPA website (www.aepacoop.org).

**Questions:** Inquiries and questions related to this solicitation, must be submitted online in Public Purchase per solicitation and be submitted as follows:

1. From the time the solicitation is published until the deadline for questions for Respondents, questions should be submitted online via Public Purchase.

- 2. From the time solicitations are opened but prior to the approval of the contract by AEPA, questions should be submitted to bid-committee@aepacoop.org.
- 3. After notification of AEPA contract approval, questions should be submitted via email to questions@aepacoop.org.
- 4. Once a contract has been awarded by an individual AEPA Member Agency any inquiries and questions relating to contract implementation, execution, transactions, and/or concerns/issues occurring within that state should be addressed to the individual AEPA Member Agency.

**Reporting:** Vendor Partners are required to submit quarterly detailed sales reports to all AEPA Member Agencies. Access to reports will be granted after contract approval. <u>If there are no sales, \$0 reports are required.</u>

**Right to Assurance:** Whenever one party to this contract in good faith has reason to question the other party's intent to perform, he/she may demand that the other party give written assurance of this intent to perform. In the event that a demand is made, and no written assurance is given within ten (10) days, the demanding party may treat this failure as an anticipatory repudiation of the contract.

**Right to Request Additional Information:** AEPA, and its respective representatives, reserves the right to request any additional information during the procurement process that might be deemed necessary to better understand the submitted solicitation response including, but not limited to, clarifying questions. Respondents may be requested to submit such answers in writing but will not be allowed to change or alter their offer.

**Safety Measures:** Vendor Partners shall take all necessary precautions for the safety of employees on the worksite, and shall erect and properly maintain at all times, as required by job conditions and progress of the work, all necessary safeguards for the protection of the workers and public. They shall post danger-warning signs against the hazards created by their operation and work in progress. Proper precautions shall be taken pursuant to state law and standard construction practices in order to protect workers, the general public, and existing structures from injury or damage.

**Safety Standards:** All items supplied on this contract shall comply with the current applicable Occupational Safety and Health Standards, the National Electric Code, and the National Fire Protection Association Standards.

**Severability:** The provisions of this contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the contract that may remain in effect without the invalid provision or application.

**Substance Use & Conduct:** All Vendor Partners and Subcontractors must adhere to the local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on AEPA Member Agencies and Participating Entities premises.

**State Agency:** means any department, commission, council, board, committee, institution, legislative body, agency, government corporation, educational institution, or official of the executive, the legislative or judicial branch of the government of this state.

**Survival:** All applicable software license agreements, warranties, or service agreements that were entered into between Vendor Partner and Buyer under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All purchase orders issued and accepted by Vendor Partner shall survive expiration or termination of the Contract.

**Tare:** If the Vendor Partner requires the Buyer to pay for shipping, the weight of the empty container and any material used for packing shall be of the lightest weight practical for safe delivery of the contents.

**Taxes:** Different jurisdictions taxing authorities have different tax laws, rules, regulations, and processes, therefore, prices offered will not include applicable federal, state, and local taxes. All applicable taxes must be listed as a separate item on all cost proposals, invoices.

**Term of Contract and Extensions:** The initial term of the contract shall be for up to fifteen (15) months and will commence on the date as indicated by each Participating Member Agency on the Acceptance of Solicitation and Contract Award (Form B). The contract shall continue in accordance with the dates stipulated in the solicitation and Timeline schedule located in Part A of this solicitation unless terminated, canceled, or extended. By mutual written agreement, the contract may be extended for three additional 12-month periods, ending on the last day of February. AEPA may choose to recommend the contract extension. If so recommended, an individual Member Agency may choose, at their sole discretion, to extend the contract. In the event AEPA does not recommend or approve a contract extension, a Member Agency reserves the right to offer month-by-month extensions not to exceed six (6) months until a new contract is awarded by that Member Agency.

**Termination by Non-Approval of AEPA:** AEPA Member Agencies on annual basis assess, evaluate and review existing AEPA vendors to determine if the organization as a whole desire to extend its approval of those vendors. If an existing AEPA vendor's approval is not extended for an additional term, the AEPA Member Agencies can not extend the dis-approved vendor's contract. (See Term of Contract and Extensions)

**Termination by AEPA Member Agency:** An AEPA Member Agency may cancel any contract secured by the solicitation without any further obligation if any person significantly involved in initiating, negotiating, securing, drafting, or creating the contract on behalf of the AEPA Member Agency is or becomes, at any time while the contract or any extensions of the contract is in effect, an employee of, or a consultant to any other party to this contract with respect to the subject matter of the contract. Such cancellation shall be effective when the parties to this contract receive written notice from the AEPA Member Agency unless the notice specifies a later time. Cancellation by one AEPA Member Agency does not require other Agencies to cancel their contracts.

**Termination for Convenience:** AEPA Member Agency reserves the right to immediately terminate this contract, without penalty or recourse, in whole or in part, if the AEPA Member Agency determines that termination is in the best interest of Participating Entities. The Vendor Partner, after receipt of a "Notice of Termination," shall not accept any new orders after the termination date specified in the notice. Any termination shall not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency. Vendor Partner shall be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the cancellation. The Vendor Partner will not be reimbursed for any anticipated profit. The AEPA Member Agency reserves the right to cancel, or suspend the use thereof, any contract resulting from this SOLICITATION if the Vendor Partner files for bankruptcy protection or is acquired by an independent third party. Vendor Partner may cancel this contract upon written notice to the AEPA Member Agency prior to the intended termination date (or on the yearly anniversary of the solicitation). Any termination shall not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency.

**Termination for Default:** If either party is in default under this contract, it shall have an opportunity to cure the default within the time indicated (ten business days in most states) after it is given written notice of default by the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party shall have ten business days to provide a satisfactory response to the AEPA Member Agency. Failure on the part of the default is not cured within the time specified in the notice of default, the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement shall not constitute a waiver of any of the parties' rights

hereunder. The AEPA Member Agency reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Vendor Partner, or if the Vendor Partner fails to comply with any contract terms and conditions, or fails to provide the AEPA Member Agency, upon request, with adequate assurances of future performance. In the event of termination for cause, the AEPA Member Agency shall not be liable to the Vendor Partner for any amount for supplies or services not accepted, and the Vendor Partner shall be liable to the AEPA Member Agency or any Participating Entity for any and all rights and remedies provided by law. If it is determined that the AEPA Member Agency improperly terminated this contract for default, such termination shall be deemed a termination for convenience. The AEPA Member Agency will issue written notice to the Vendor Partner for acting or failing to act in any of the following:

- 1. The Vendor Partner provides material that does not meet the specifications of the contract;
- 2. The Vendor Partner fails to adequately perform the services set forth in the specifications of the contract;
- 3. The Vendor Partner fails to complete the work required or to furnish the materials required within a reasonable amount of time;
- 4. The Vendor Partner fails to make progress in the performance of the contract and/or gives the AEPA Member Agency reason to believe that the Vendor Partner will not or cannot perform to the requirements of the contract;
- 2. The Vendor Partner fails to extend lower pricing that has been offered to another customer or cooperative that have equal or lesser volume.
- 3. The Vendor Partner fails to observe any of the terms and conditions of the contract;
- 4. The Vendor Partner fails to follow the established procedure for purchase orders, invoices, and receipt of funds as stipulated by the AEPA Member Agency.

**Termination for Non-Appropriation:** Any individual Buyer's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the Buyer's governing board and/or it State Legislature. Such termination will be effected by sending fifteen (15) days written notice to the Vendor Partner. The Buyer's decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Vendor Partner and shall be final.

**Title and Risk of Loss:** The title and risk of loss of material or service shall not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery unless otherwise provided within this document.

**Trade-in Equipment:** Equipment for trade-in shall be dismantled by the Vendor Partner and removed at its expense. The conditions of the trade-in equipment at the time it is turned over to the Vendor Partner shall be the same as when the original agreement was made, except as affected by normal wear and tear from use between the time of the solicitation and the trade-in. Values placed on trade-in products are between the Buyer purchasing the new unit and the Vendor Partner.

**Type of Solicitation:** Due to the various types, kinds and levels of products and services solicited by AEPA in its solicitations; the various pricing methodologies and/or methods utilized and offered to price the various products and services offered; and the type of contracts that results from any one of AEPA's solicitations, AEPA has established the following two (2) types of bids.

- 1. Catalog Bid: A catalog bid is utilized when the products and /or services solicited are clearly identified with set and specific characteristics, attributes, and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Catalog for specific products, product lines, manufacturers, or category of products as determined by the Bidder. See the Pricing section for detailed information on Catalog pricing.
- 2. Line Item Bid: A Line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variable and configurations, it

is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product's or solutions' cost is derived by the Vendor Partner specially prepared and providing a quote based on the project's terms, conditions and requirements. See the Pricing section for detailed information on Line-Item pricing.

3. AEPA also uses Request for Proposal (RFP) for certain service/goods categories in accordance with AEPA bylaws and procedures.

**Vendor Partner:** Respondent who has been approved and awarded a contract for the delivery of construction, tangible personal property, supplies, or services in response to this solicitation.

**Vendor Partner Contact:** Vendor Partner will designate one individual who will represent them to the AEPA, its AEPA Member Agencies during the contract period. This contact person will correspond with each AEPA Member Agency for technical assistance, problems, or questions that may arise. If other staff, distributors and/or independent Vendor Partners will be performing the sales or support functions for different geographical areas (states), Vendor Partner shall include instructions and contact information that can be distributed to AEPA Member Agencies upon approval of this bid.

**Warranty:** Vendor Partner warrants that all commodities, supplies, materials, equipment, software, and service delivered under this contract shall conform to the specifications of this contract. All items should carry a warranty equal to the intended life cycle or a minimum 12-month manufacturer's warranty that includes parts and labor unless otherwise specified and agreed to. The manufacturer has the primary responsibility to honor a manufacturer's warranty; a distributor or dealer agrees to assist the purchaser to reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three-year warranty must be honored by the manufacturer and the Vendor Partner. All extended warranties must be passed on, without exception. If upon discovery, the Vendor Partner charges a Buyer for a replacement part that the Vendor Partner actually received at no cost under a warranty, the Vendor Partner will rebate the amount billed and the Buyer reserves the right to cancel the contract.



# INVITATION FOR BID AEPA IFB #021 - C

# Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

# **PART B – SPECIFICATIONS**

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# 1. Scope of Bid

AEPA is seeking qualified, experienced Vendor Partner(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials equipment, and labor to all 29 member states necessary to supply the technology supporting the lifecycle of a document or image, including:

- 1. Purchase and/or lease of digital multi-function devices/copiers, and related accessories, service, and supplies from equipment manufacturers, and
- 2. Single function printers, production printers, wide format printers, digital presses, and related accessories
- 3. Managed print services, enterprise content management (content/document/data management), Scanners and scanning services, cloud storage and management solutions,
- 4. And other related document and image management services (all in one servers, cloud storage, document signature solutions, new industry solutions related to the document and image lifecycle)

The successful Vendor Partner(s) will provide discount pricing on a range of equipment and services. The diversity of participating public agencies requires a broad choice of options. Manufacturers are requested to offer their entire catalog of available products at a discount from the current published schedule for public agencies.

Vendor Partner(s) must be able to supply product, installation, and service for MFP/copiers, printers, or any related equipment or service in the scope of this bid through a dealer network.

Responding Vendor Partners may respond to one, or more, of the four categories. Categories may be evaluated individually.

# 2. Type of Bid

This bid is considered a:

YES	NO	TYPE OF BID
		<b>CATALOG:</b> A catalog bid is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes, and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers, or category of products as determined by the Bidder. See the Pricing section for detailed information
		<b>LINE ITEM:</b> A line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of several different variables and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product's or solution's cost is derived by the Vendor Partner specially prepared and providing a quote based on the project's terms, conditions and requirements. See the Pricing section for detailed information on Line-Item Pricing.

# 3. Anticipated AEPA Member Agency Participation

State	Participate?	Other States Member Sells In
California	Yes	AZ, NV
Colorado	Yes	
Connecticut	Yes	MA, ME, NH, NY, RI, VT
Florida	Yes	AL
Georgia	Yes	
Illinois	Yes	
Indiana	Yes	
Iowa	Yes	
Kansas	Yes	ОК
Kentucky	Yes	AL, LA, MS, NC, SC, TN, WV
Massachusetts	Yes	
Michigan	Yes	
Minnesota	Yes	SD
Missouri	Yes	AR, IL, LA, SD
Montana	Yes	ID
Nebraska	Yes	
New Jersey	Yes	
New Mexico	Yes	
North Dakota	Yes	
Ohio	Yes	
Oregon	Yes	
Pennsylvania	Yes	DE, HA, MD, NY
South Carolina	Yes	
Texas	Yes	
Virginia	Yes	
Washington	Yes	AK, ID
West Virginia	Yes	
Wisconsin	Yes	
Wyoming	Yes	SD, UT
Total	29	

Please note that individual AEPA Member Agencies that have indicated that they intend to participate in any contract approved under this solicitation, does not guarantee or mean that the individual AEPA Member Agency will enter into a contract with any AEPA approved Vendor Partner. Each AEPA Member Agency will make that determination after reviewing Vendor Partner responses and AEPA's recommendation for acceptance and bid award. The AEPA Member Agency's contracting decision shall be final.

# 4. Anticipated Volume

Digital Multifunction Devices, Printers, Document Lifecycle Accessories and Services is a currently held category for AEPA. The resulting bid will be an Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). AEPA Member Agencies estimate approximately **\$40** million in sales in the first contract term. AEPA Member Agencies anticipate that purchase volume will increase over the course of contract years two (2) through four (4). This information is provided as an aid to Bidders in preparing responses only. It is not to be considered a guarantee of volume under this IFB. The successful Vendor Partner's discount and pricing schedule shall apply regardless of the volume of business under the contract.

# 5. Voluntary Pre-Bid Conference Call

AEPA will host a voluntary pre-bid conference call on <u>August 12, 2020</u>, for any interested Bidders or potential Bidders. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No pre-registration will be required. Recording of the conference call will be posted on the AEPA Website.

IFB	Eastern	Central	Mountai	Pacific
			n	
AEPA 021-A Athletic Facility Lighting	10:00 AM	9:00 AM	8:00 AM	7:00 AM
AEPA 021-B Hardwood & Synthetic Flooring	10:30 AM	9:30 AM	8:30 AM	7:30 AM
AEPA 021-C Digital Multi-Function Devices, Printers, Document Lifecycle Accessories & Services	11:00 AM	10:00 AM	9:00 AM	8:00 AM
AEPA 021-D Roofing & Building Envelope Services	11:30 AM	10:30 AM	9:30 AM	8:30 AM
AEPA 021-E HVAC & Mechanical Products and Solutions	12:00 PM	11:00 AM	10:00 AM	9:00 AM
AEPA 021-F Disaster Recovery Services	12:30 PM	11:30 AM	10:30 AM	9:30 AM
AEPA 021-G Security & Safety Solutions	1:00 PM	12:00 PM	11:00 AM	10:00 AM

Voluntary Pre-Bid Conference Call Schedule for all categories

# **Conference Call Meeting Link:**

https://us02web.zoom.us/j/85033448242?pwd=VERNWnBwd3JGNy9SK09aZ3JOVk4xQT09 Conference Call Meeting ID: 850 3344 8242 Conference Call Password: 2siNB5

# 6. Glossary of Terms and Abbreviations

Abbreviations and Acronyms for Standards and Regulations: Where abbreviations and acronyms are used in specifications or other contract documents, they shall mean the recognized name of the organizations responsible for the standards and regulations in the following list. Names, telephone numbers, and websites are subject to change and are believed to be accurate and up-to-date as of the date of the contract documents.

**Digital Multifunctional Devices** - a digital copier that also may serve as a fax machine, printer, scanner as one piece of equipment, usually serving in a network environment.

**Printers** - an external hardware output device responsible for taking electronic data stored on a computer or computing device and generating a hard copy of that data.

**Managed Print Services** - services offered by an external provider to optimize or manage all aspects of a company's document output from printers, scanners, faxes, and copiers. The optimization of these devices enables organizations to save money, produce less paper waste, and increase efficiency.

**Enterprise Content Management** - the technology used to capture, manage, store, preserve, and deliver content and documents related to organizational processes.

# FMV – Fair Market Value

**Related Products, Services, and Solutions** - the complete range of products, services, and solutions provided by the Vendor Partner relating to the solicitation, deployment, development and/or implementation activities that are appropriate to information management.

#### 7. Special Terms and Conditions

- 7.1 The Vendor Partner will warranty all parts and materials for at least 90 days from the date of purchase or manufactures' warranty, whichever is longer.
- 7.2 Vendor Partner will endeavor to supply products that are made in the United States of America.

#### 8. Standard Specifications

Item	Description
8.1	Vendor Partners will have access to a full inventory of the awarded product line(s).
8.2	Vendor Partners shall maintain a minimum monthly overall average fill rate of 95% or above. Line items that are reordered, back-ordered, or partially filled are not considered filled line items when calculating this service level.
8.3	Hardware orders must be shipped within 48 hours after receipt of order 90% of the time. The Vendor Partner will notify the Buyer if the product ordered cannot be shipped within this time period to provide the opportunity to secure the product elsewhere.
8.4	Vendor Partners must be a manufacturer's authorized sales and service dealer for all proposed equipment/software. An authorized sales and service dealer is defined in this solicitation as one purchasing their products for reselling directly from the manufacturer(s) or the manufacturer's approved channels. Products that result from new authorized sales and service dealer arrangements between the Vendor Partner and the manufacturer during the term of this contract may be added and offered through the AEPA contract.
8.5	All charges and components necessary for the performance of the contract shall be clearly identified even if such are not specifically addressed in any paragraph or sub-paragraph or form that is a part of this request.
8.6	If the Vendor Partners intends to utilize independent agents/distributors, subcontractors, and/or third- party agents to perform and/or provide any part of the products and services offered herein, the Vendor Partners must identify all providers and any and all associated costs with these providers.
8.7	Optional services must be identified separately and must include clear descriptions of proposed services.
8.8	Vendor Partners must provide a product or mix of products in a manner that will allow Buyers to migrate to emerging technologies/services and between legacy technologies with no penalty charge associated with maintaining the most appropriate selections of goods and services throughout the life of the contract.
8.9	Vendor Partners must be able to supply paper catalogs where requested. The catalog shall have a cover label indicating that the catalog's contents are available through the participating Member Agency and the AEPA contract. The label shall identify the agency's contract number, discount level(s) and any special ordering instructions.

Item	Description
8.10	Packing slips shall accompany all deliveries and shall contain Buyer's purchase order number, Vendor
	Partners' name, and name of the article. Cartons shall be identified by purchase order number and
	Vendor Partners' name.
8.11	Orders not filled and partials shall be indicated on the packing list. Vendor Partners shall inform the member of the anticipated availability date for unfilled and partial orders.
8.12	All products sold by Vendor Partners must be new. Only the newest versions of software and equipment will be bid.
8.13	Products that have a 30/60/90-day money-back guarantee will be clearly identified in the catalog and on the web site (if applicable).
8.14	Vendor Partners have the option to offer private label products. Vendor Partners shall maintain the same
	manufacturer specifications for private label products throughout the term of the contract. Any change
	of manufacturers for a private label shall result in offerings equal to or superior to the originally
	approved manufacturer at a price equal to or lower than the original offering.
8.15	Vendor Partners must maintain a toll-free technical support line open 8 a.m. Eastern Time zone until 5 p.m., Pacific Time zone, Monday through Friday. Calls must be answered by a live US technician.
8.16	Vendor Partners must have a 24-hour toll-free order fax line.
8.17	If the Vendor Partner makes an error in pricing (typographical or photographic error, for example), the
	Buyer reserves the right to return the product. The Vendor Partner agrees to pay for the cost of any
	returned product due to a pricing error.
8.18	All-inclusive cost per copy (CPC) programs may be offered upon request, as long as pricing does not
	exceed bid pricing. A breakdown of pricing which enables the purchasing agency to easily compare the
	CPC structure against the pricing in the bid response must be supplied if requested.
8.19	Vendor Partner shall provide a Safety Data Sheet (SDS) for all items sold if required. A separate sheet
	shall be provided for each item when the purchase is made.

# 9. Product | Category Specific Specifications

Item	Description – Hardware and Software
9.1	All copier and printer equipment will be new and warranted by the manufacturer. All equipment,
	including components, spare parts, application software, and ancillary equipment, must be of the best
	quality, workmanship, and material of their respective kind and conform to manufacturer specifications.
	All copiers and printers are to be new, plain paper machines. Refurbished equipment will not be
	considered. Copiers will be required to run recycled paper.
9.2	Vendor Partners will warrant all equipment for the term of the contract, against defects in materials or
	workmanship and will replace at no cost to the purchaser any defective equipment. In the event a piece
	of equipment goes out of service, a comparable loaner machine will be provided within two (2) business
	days. At the determination that the original machine is not repairable, a replacement will be sent within
0.2	seven (7) working days.
9.3	Vendor Partners must provide detailed and specific information regarding equipment features and
	capabilities including at minimum information on print applications, faxing, scanning, security,
0.4	middleware, and environmental features.
9.4	All MFD/copier machines, if required must be capable of account assignment, which tracks the copy
9.5	count usage of each account number assigned. The catalog of MFD/copiers should be capable of supplying these standard functions at the request of
9.5	the purchaser:
	Automatic Document Feed
	Collate, staple, duplex
	3-hole punch
	Multiple trays
	Auto duplex/feed
	Network printing
	Cloud printing
	Interruption capabilities
	Color and monochrome scanning to email or hard drive
	Job queuing
	Bypass tray

Item	Description – Hardware and Software			
	Centralized management of user account tracking			
	"Follow me" printing			
	Confidentiality copy/printing solutions			
	Scan to searchable PDF documents			
0.6	User authentication			
9.6	Bid price shall include all equipment cost, delivery, installation, removal, emergency and scheduled preventative maintenance repairs, all parts, all supplies (except paper and staples), and proper training to key personnel. All equipment shall equal or exceed, in all respects, the requested specifications provided in the schedule. Pricing shall not include taxes. The contractor shall make clear that any taxes not initially identified, that might occur in the future, are the responsibility of the Contractor.			
9.7	Installation of equipment to be networked must be coordinated with the customer's internal technology personnel in charge of the computer network and telephone system to which the machine may be connected.			
9.8	Routine updates, fixes, or patches to MFD software shall be included within the base license and shall not be subject to a separate maintenance contract. Any software customizations not covered in the maintenance terms must be clearly identified by the Vendor Partners in their response.			
9.9	Vendor Partners must have relevant and documented managed document service (MDS) experience with government and/or education entities with staff dedicated to MDS contracts.			
9.10	Vendor Partners must have an established MDS assessment process that is documented and identifies services, supplies, and parts for printers and copiers, current equipment output and total cost of ownership (TCO), and estimated cost savings.			
9.11	Vendor Partners must have an established MDS implementation strategy including a training plan,			
	communication plan, monitoring, and provision of consumables, "break/fix" services, ability to service and supply across manufacturers, and change management process.			
9.12	Vendor Partners must be able to provide regular and requested user reports for MDS services.			
9.13	Vendor Partners must have knowledge and experience of the use of ECM solutions in local government entities with multiple departments.			
9.14	<ul> <li>ECM solutions must have a user-friendly interface that allows users to easily navigate and perform their primary job tasks. ECM should include, at a minimum, the following functional requirements:</li> <li><b>Document Imaging</b>: capturing and storing documents in digital form.</li> </ul>			
	2. <b>Document Management</b> : including indexing and library services such as version control, search, retrieval, annotations, redaction, check-in, check-out, and document security features.			
	3. <b>Distribution</b> : delivery and completion of copying, printing, faxing, and emailing, including the ability to copy or move documents from one application to another.			
	<ul> <li>4. Records Management: defining retention schedules, classification of archival and permanent documents, disposing of/purging documents, and functions needed to meet federal, state, and local recordkeeping requirements.</li> </ul>			
	5. <b>Enterprise Workflow</b> : ability to manage and monitor and approve throughout the content lifecycle process.			
	6. <b>Tracking and Reporting:</b> support for document change tracking and report creation.			
	7. Optical Character Recognition: conversion of images into machine-encoded text.			

Item	Description – Service and Training
9.15	After being notified by the buyer, the arrival of a repair technician shall not exceed four (4) working
	hours. Working hours are defined by the buyer and will be supplied to the contractor upon request.
	Machines shall be kept in good working order so that work delays and copy problems will be minimized.
	If a copier exhibits continuing breakdowns or poor copy quality for one (1) month or five (5) emergency
	breakdown calls, the buyer reserves the right to reject the copier. The Contractor will, at the buyer's
	option, replace the copier/printer with an acceptable machine for the duration of the contract.
9.16	The successful Contractor must provide loaner equipment whenever service cannot be completed in a
	reasonable period of time. The Contractor shall be responsible for any delivery, installation/removal
	charges associated with equipment loaners.
9.17	The successful contractor will train one individual for each copier in the machine location as a key
	operator and will train replacement key operators as required. Arrangements for training shall be
	coordinated by the contractor with each district in which copiers are located.
9.18	Bid responders should provide any service and warranty that will be provided but not otherwise listed

Item	Description – Service and Training
	in this Bid.

Item	Description – Billing and Invoicing
9.19	Bid responders must describe billing method(s) and charges in a clear, straightforward fashion so that
	a true and accurate price may be derived, tested, and used in the evaluation of invoices rendered as the
	result of any contract/lease entered into as a result of this bid.
9.20	No recurring or like service charges may be applied to later invoices if omitted from the invoice on which
	the charge should have appeared.
9.21	One monthly invoice will be submitted to each buyer. The Contractor must be capable of summary
	invoicing. The contractor must submit with the invoice an itemization showing at minimum the location
	of each machine, I.D. number, and the number of copies run during the billing cycle.

Item	Description – Leasing
9.22	Lease and rental agreements shall not be subject to automatic renewals after the contracted leasing period. In the event that the term of a lease or rental agreement extends beyond the term of the AEPA Participating Agency Contract, the terms and conditions of this bid and any addendums shall continue to apply until the expiration of the lease/rental agreement.
9.23	<ul> <li>Upon the expiration of the Lease Term, a Purchasing Agency may do one of the following:</li> <li>a. Exercise their purchase option;</li> <li>b. Renew the lease on a month to month basis, or a 12 month basis, at the discretion of the Participating Agency; or</li> <li>c. Return the Equipment to the Awarded Vendor, or have the Awarded Vendor pick the Equipment up.</li> </ul>
9.24	<ul> <li>The Vendor Partner or Authorized Dealer must notify the Purchasing Agency, in writing, of their End of Term options at least sixty (60) to ninety (90) days prior to the end of any Lease or Rental Term. Such notification may include, but not be limited to, the following: <ul> <li>a. Any acquisition or return options, based on the type of lease or rental agreement;</li> <li>b. Any renewal options, if applicable; and/or</li> <li>c. Hard drive removal and surrender cost, if applicable</li> </ul> </li> </ul>
9.25	The Purchasing Agency may do an Equipment Upgrade or Downgrade on a lease or rental at anytime throughout the term of the lease or rental agreement. The Purchasing Entity and the Awarded Vendor shall negotiate the price of the Equipment Upgrade or Downgrade, but at no time shall the total cost of the Equipment Upgrade be less than the remaining stream of Equipment Payments.
9.26	Except in the case of Non-appropriation of funds, FMV, Capital, Straight Leases and Short-term Rentals may be subject to an early termination charge, and will involve the return of the Equipment (in good working condition; ordinary wear and tear excepted) by the Purchasing Agency to the Vendor Partner/Authorized Dealer. With respect to the Equipment, the termination charge shall not exceed the balance of remaining Equipment Payments (including any current and past due amounts), and with respect to Service or maintenance obligations, the termination charge shall not exceed four (4) months of the Service and Supply base charge or twenty-five percent (25%) of the remaining Maintenance Agreement term, whichever is less.
9.27	The continuation of any lease or rental agreement for AEPA member publically-funded members will be subject to, and contingent upon, sufficient funds being made available by the Participating state's State Legislature and/or federal sources. The Purchasing Agency may terminate any such lease or rental agreement, and Awarded Vendor waives any and all claim(s) for damages, effective immediately upon receipt of written notice (or any date specified therein) if for any reason the Purchasing Entity's funding sources are not available.

# 8. Pricing – See Pricing Section in Part A – General Terms & Conditions for details

AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid prices. The Vendor Partner agrees that the cost for any item bid or offered on this contract will be uniform for all states and that any differences in pricing are due to state-specific installation and labor costs, AEPA Member Agency's Administrative Fee, or other approved reasons. The Bidder must provide their pricing as requested utilizing the various pricing methodologies specified. **The Bidder/Vendor Partner must agree that they will offer prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume.** Please note the following that relates to pricing:

- 1. **Primary Pricing Strategies:** All Bidders will be required to submit "Primary Pricing" in the form of either "Catalog Pricing" or "Line-Item Pricing" or a combination of these two pricing strategies as defined in Part B, bid specifications. Bidders are also encouraged to offer OPTIONAL pricing strategies including "Hot List" and "Volume Discounts".
  - a. **Catalog Pricing:** Catalog pricing is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes, and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off the retail price, catalog price, published price, or list price. The discounts may be for the entire commercially available catalog, for specific products, product lines, manufacturers, or category of products as determined by the Bidder.
    - i. **Discounts:** Discount offers must clearly identify the percent of discount to apply to a commercially available catalog, manufacturer, MSRP, retail, or nationally published price lists. Bidders shall identify and stipulate if the discounts apply to the entire catalog/price list, specific product lines, manufacturers and/or categories of products. Bidder shall agree that there will be no reduction in discount(s) during the term of the contract.
    - ii. **New Catalogs/Price Changes**: New catalogs and corresponding nationally published price lists may be submitted throughout the term of the contract and shall be submitted to the AEPA C at e g o r y Committee for review prior to release to all AEPA Member Agencies. Prices may change based on manufacturer's price changes, newly published pricing, or price lists, but the original discount bid shall remain firm for the duration of the contract.
    - iii. **Core List:** In a Catalog Priced bid, a category (i.e. office supplies) may include a "core list" which contains a selection of the most commonly used products/services with the expectation that a deeper discount would be bid for these items. If a new catalog and price list are published during the contract term, the original discounts shall be applied to the newly published prices to establish the AEPA price for these core items.
    - iv. **Product Addition/Discontinuation**: New products, within the same scope of work, may be added at the established percentage discounts at any time. Discontinued products may be dropped at any time during the year. In the event a Core item is discontinued by the manufacturer during the term of the contract, the Vendor Partner is required to add a functionally equivalent substitute at the same discount structure.
- 2. Secondary Pricing Methods (Catalog Bids only, see Part B for category designation): Bidders are required to offer Customized Price Lists (Catalog Bids ONLY) and encouraged to offer Hot Lists and Volume Discounts as follows:
  - a. **Customized Price List:** Bidders are required to offer customized price lists to Participating Entities for items within the Bidder's Commercially Available Catalog for Catalog Bids ONLY (not pertinent to Line Item Bids). Customized price lists shall be allowed under the following conditions:

- i. Items within the Vendor Partner's Commercially Available Catalog may be included on the customized price list providing they are not already on the Core Item list.
- ii. Items are to be determined by the Participating Entity; Vendor Partner may object to up to ten (10) of the suggested items proposed by the customer and must offer substitutes until an agreement of the customized list is reached.
- iii. Items on the customized price list shall be sold with an additional discount (deeper than what was originally bid on the non-core or catalog discount)
- iv. Items may not include special order or customized service products unless agreed to by the Vendor Partner.
- b. **Hot List Pricing:** Bidders are invited, at their option, to offer a selection of products/services, defined as a Hot List, at greater discounts than those listed in the standard catalog or core list discounts. Special, time-limited reductions are permissible under the following conditions: The price reduction is available to all AEPA Member Agencies equally. The price reduction is for a specific time period, no less than thirty (30) days. May be used to discount and liquidate close-out and discontinued products/services as long as those items are clearly labeled as such. The original price for products/services is not exceeded after the time limit. The AEPA Oversight Committee and all AEPA Member Agencies shall be notified of any special or time-limited price reduction. New prices must be on record fifteen (15) days prior to any offer of the new prices being proposed or offered to AEPA Member Agencies and Participating Entities. Pricing for all Hot List items must be updated on the Vendor Partner's online catalog and submitted to all AEPA Member Agencies in an electronic format that can be posted to websites, emailed, and shared with Participating Entities/Buyers.
- c. **Volume Price Discounts:** Bidders are encouraged to offer additional pricing discounts that may be offered for a group of agencies in a local geographic area that desire to combine requirements (one time purchase or annual spend), i.e. local city, county, school district(s), etc. and/or for large one time purchases. Additional volume price discounts are permissible under the following conditions: Discounts should be tiered and based on spend ranges as established by the Bidder on the Pricing Forms. Volume determination shall be determined between the Vendor Partner and the individual Buyers on a case-by-case basis. All additional discounts are to be offered equally to all AEPA Member Agencies and Participating Entities and be based on the Volume Price Discounts originally bid providing the same or similar volume commitment, specific needs, terms and conditions, a similar time frame, seasonal considerations and provided the same manufacturer support is available to the Vendor Partner.

# 3. Part F - Pricing Workbook

Pricing shall be completed on the provided pricing sheets (Microsoft Excel Workbooks) with the individual tabs to be completed as follows:

<u>Forms F.1 – F.4</u> are provided as <u>individual Excel Workbooks</u>. Please note that each workbook has multiple individual tabs that will need to be completed. Forms F.1 through F.4 will be used for evaluation and comparison purposes only.

- **F.1. Black and White Multi-Function Devices (REQUIRED)** Complete all individual tabs found within this workbook.
- **F.2 Color Multi-Function Devices (REQUIRED)** Complete all individual tabs found within this workbook.
- **F.3 Black and White Printers (REQUIRED)** Complete all individual tabs found within this workbook.
- **F.4 Color Printers (REQUIRED)** Complete all individual tabs found within this workbook.

**Forms F.5 – F.8 Discount & Pricing Schedules** are provided on individual tabs within the Excel Workbook. <u>This pricing schedule is for the entire catalog of printers and multi-function devices available.</u> Please complete the workbook tabs as follows:

# F.5 Catalog Discount (REQUIRED)

Complete the form for this IFB, reset the 'print area' if lines were added, and save the file according to directions.

# F.6 Full Catalog Price Schedule (REQUIRED)

Use this tab of the workbook to provide the Bid Discount Percentage and item information for all catalog items.

## F.7 Services Price Schedule (REQUIRED)

If your company provides any design, installation, training, or support services to support the items you are bidding, use this form to provide your bid prices.

#### F.8 Volume Discounts Schedule (OPTIONAL)

Use this form if your company is offering additional discounts off of the base discounts bid for one-time purchases AND for public agencies that group their requirements (based on their estimated total annual spend for a commodity). Each Bidder must specify the dollar ranges required in order for the agency(ies) to receive the additional discount.

**Forms F.9 – F.11 Discount & Pricing Schedules** are provided on individual tabs within the Excel Workbook. This pricing schedule is for all related services, including Managed Print Services, Enterprise Content Management, and other related services available from a Bidder. Bidders can respond to one service or all. If offering the following services, please complete the associated workbook tabs as follows:

#### F.9 Managed Print Services

To be completed by each Bidder who is offering Managed Print Services.

#### F.10 Enterprise Content Management

To be completed by each Bidder who is offering Enterprise Content Management services.

#### F.11 Other Related Services

To be completed by each Bidder who is offering document lifecycle related services applicable to the scope of this IFB.

# Please note that the pricing workbooks are for price comparisons for evaluation of this bid only. Vendor partners are expected to provide discounts on their full offerings within the scope of this bid.

#### **10. Evaluation**

The AEPA Committee for this category will evaluate bid responses based on the entire response, and according to the criteria detailed in Part A for AEPA's definition of Responsive and Responsible bids. A recommendation may be made to recommend a single response or to recommend multiple bidders based on differentiation of product or service between bidders. AEPA will vote as a whole to accept or not accept a committee's recommendation. Once accepted, each recommended bid response will go to the individual states for contract approval. Please note, pricing evaluation may include other considerations, including the total cost of the acquisition and whether the Proposer's offering represents the best value. The evaluation committee may consider such factors as life-cycle costs, the total cost of ownership, quality, and the suitability of an offering in meeting AEPA members' needs.

# Below is a summary taken from the Evaluation section in Part A, F. Bid Evaluation, Approval, and Award:

Evaluation Criteria	
Cost Evaluation	
Complete Response to Bid	
Conformance to Bid Terms and Conditions	

Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume Quality and Suitability of Products Offered Marketing Plan

Financial Viability

Demonstrated Track Record of Performance in the Public Marketplace

Value Added attributes



# Invitation for Bid AEPA IFB #021-C Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

# Part C – Member Agency (State) Terms and Conditions

# **Table of Contents**

1.	Member Agency (State) Terms and Conditions	1
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3.	Member Agency General Overview Summary	2
4.	State Specific Terms and Conditions	3

# 1. Member Agency (State) Terms and Conditions

A single IFB is being published and distributed on behalf of the Member Agencies in many states. Differences in contract implementation and operation will exist between the Member Agencies. Each state may have special laws relating to this procurement that must be adhered to in addition to the previously stated constraints. *When Member Agency/State-Specific Terms and Conditions differ from the General Terms and Conditions, the Member Agency/State-Specific Terms and Conditions will prevail.* 

# 2. Common Terms and Conditions

**Active Promotion of Contract:** Agencies require that the Vendor Partner take ownership and actively promote the contract in cooperation with the AEPA Member Agency to all of the Agencies' qualified Participating Entities.

**Sales to Participating Entities:** AEPA Member Agencies require that all awarded Vendor Partners offer the Member Agency contract opportunity to all qualified Participating Entities of the cooperative.

**Legal Obligations:** All Vendor Partners shall comply with all applicable Federal, State, and Local Laws, Codes, and Regulations while fulfilling the contract. It is the Bidder's responsibility to be aware of and comply with all state and local laws governing this procurement. Applicable laws, codes, and regulations (etc.) must be followed even if not specifically identified herein.

**Administrative Fees:** AEPA Member Agencies charge Vendor Partners an administrative fee (a percentage of sales in their respective state or states that they extend the AEPA pricing to). Administrative Fees are generally paid to each Member Agency quarterly. Additional details of how these fees are charged may be found under each state's Terms and Conditions.

A summary of each State's Administrative Fee, any special terms and conditions, and special ordering process requirements are listed here for the convenience of the Bidders.

# 3. Member Agency General Overview Summary

General Ordering Process											Proc	lucts	and So	Potential Customers								
		ate						luired		pə.	JS		s Only									
AEPA Member Agency State	ttive Fee	Bid Security Required on bid due date	Special Reporting Requirements	Standard Ordering Process	Electronic Ordering	Special Ordering Process	Davis Bacon and State Wage Rates	Payment & Performance Bonds Required	Contractor's Licensing Required	Permits and/or Registration Required	Construction Project Cost Limitations	Participate in Construction Services	Participate in Construction Products Only	Products are taxable	axable	Education		ools	its	encies	cies	unties
EPAMei	Administrative Fee	d Securit	oecial Rep	andard 0	ectronic	oecial Orc	avis Baco	ayment &	Intractor	ermits an	Instructio	articipate	ırticipate	oducts a	Service is Taxable	K-••12 Educ	Higher Ed.	Private Schools	Non-••Profits	Federal Agencies	State Agencies	Cities & Counties
CA	¥ 2%		S <sub>T</sub>	Y St	표 Y	S <sub>F</sub>	Ä				<u></u> У	ы М	й Y	а Y	М	⊻ Y	Ξ Y	Г <mark>Д</mark>	Ž	Υ. Υ	St St	Ci Y
CO	2%	N N	IN N	Y Y	r N	N	- N	- N	- N	- N	r N	Y	Y	r N	N	Y Y	Y	Y Y	Y Y	Y Y	r N	Y Y
CT	2%	N	N	Y	Y	N	Y	N	Y	Y	N	Y	N	N	N	Y	Y	Y	Y	Y	Y	Y
FL	2%	N	N	Y	Y	N	Y	Ν	Y	Y	N	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
GA	2%	N	N	Y	Y	N	Y	Ν	Y	Y	Ν	Y	Y	N	N	Y	Y	Y	N	N	Ν	N
IA	2%	Ν	Y	Y	Y	Ν		**			Y	Lim	Lim	**		Y	Y	Y	N	Y	Y	Y
IL	2%	Ν	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Ν	Ν	Y	Y	Y	Ν	N	Y	Y
IN	Var	Ν	Ν	Ν	Ν	Y	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y
KS	2%	N	n	Y	Y	Y	Y	Y	Y	Y	Ν	Y	N	N	N	Y	Y	Y	Y	Y	Y	Y
KY	2%	N	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Ν	Y	Y	Y	Y	Y	Y	Y
MA	2%	N	Ν	Y	Y	Y	N	Ν	Ν	N	Ν	N	Ν	N	Ν	Y	Y	Y	Y	Y	Y	Y
MI	2%	Ν	N	Y	Y	Ν	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	TBD	Y	Y
MN	2%	N	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y/N*	N	Y	Y	Y	Y	Y	Y	Y
MO	2%	N	Y	Y	Y	N	Y	N	N	Y	N	Y	N	N	Y	Y	Y	Y	Y	Y	Y	Y
MT	2%	Y	N	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
NE NJ	2% 2%	N N	N N	Y Y	Y Y	N N	Y Y	Y Y	Y Y	Y Y	Y Y	Y N	Y Y	N N	N N	Y Y	Y Y	Y Y	N Y	N N	Y N	Y Y
NM	2%	Y	Y	I Y	Y	Y	I Y	I Y	Y	I Y	N	Y	I Y	N	Y	I Y	Y	I Y	Y	N Y	Y	I Y
ND	2%	Y	Y	Y	Y	N	I N	Y	Y	Y	Y	Y	Y	Y/N*	N	Y	Y	Y	Y	Y	Y	Y
OH	2%	Y	Y	Y	Y	N	Y	Ŷ	Y	Y	N	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
OR	2%	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
PA	2%	N	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	N	N	N	Y	Y	Y	Y	Y	Y	Y
SC	2%	Ν	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	TBD	Y	Y	Y	Y	N	Y	Y
ТХ	2%	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
VA	2%	N	N	Y	Y	Y	N	N	Y	Y	Y	Y	Y	N	N	Y	Y	Y	Y	Y	Y	Y
WA	2%	Ν	Y	N	Y	Y	Y	Y	Y	Y	Ν	Y	Y	Y	Y	Y	Y	N	N	N	Y	Y
WV	2%	Y	N	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
WI	2%	N	N	Y	Y	N	Y	Y	N	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y
WY	2%	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y			Y	Y	Y	Y	Y	Y	Y

# 4. State Specific Terms and Conditions

#### 1. California, Monterey County Office of Education dba CalSave

1) Governing Law and Venue

The laws of the State of California govern the Contract and prevail in the interpretation and administration of the Contract. California-specific Terms and Conditions prevail over any General Terms and Conditions. Each provision of law and clause required by law to be included in the Contract shall be deemed to be inserted herein, and the Contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction.

The venue for any litigation arising out of or related to the Contract shall be with either the Superior Court in and for the County of Monterey, State of California or the Federal District Court for the Northern District of California, San Jose Division.

#### 2. Authority

For California, this request for bids is issued under the authority of the elected Monterey County Superintendent of Schools, who administers the Monterey County Office of Education (MCOE), located at 901 Blanco Circle, Salinas California, 93912. In this document, MCOE may be referred to as Agency, being distinct from other parties who may use this contract who are hereinafter referred to as Local Education Agencies (LEAs), regardless of their hierarchy or their political and organizational status as schools or municipalities.

#### 3. CalSave and CalBuy, Administration, and Agent

Contracts awarded and Awarded Contractors/Vendors will automatically be part of the CalSave and CalBuy programs, and by bidding a Vendor must agree to participate. CalSave is cooperative purchasing program founded by the Monterey County Office of Education and administered by the Epylon Corporation under a contract with MCOE. MCOE is the lead agency for all Contracts, and the Monterey County Superintendent of Schools is the authority for the solicitation, evaluation, and award of all contracts. Epylon serves as MCOE's agent, but only the Monterey County Superintendent of Schools has the authority to award contracts. CalSave may also do business as CalBuy in certain jurisdictions. Correspondence and communication related to the contract award or administration of the program should be directed to Epylon, 630 San Ramon Valley Blvd., Suite 210, Danville, CA 94526.

MCOE reserves the right to change agents or to change the contact name of existing Agent's personnel administering the contract. If Agent or Agent's personnel change, Awarded Contractors/Vendors will be notified with new instructions.

# 4. Transaction Fees

Transaction Fees are the funding source for the operation of the self-supporting CalSave cooperative purchasing program. Awarded Contractors/Vendors shall be required to pay a Transaction Fee for all purchases by LEAs and other eligible entities made through the awarded Contract. For the purpose of this bid through Monterey County Office of Education and all Contracts awarded using this document, the Transaction Fee shall be 2 percent of Net Sales, which means gross sales less returns and cancelled orders within 30 days, shipping and sales and other taxes (excluding taxes based on net income). Transaction Fees will not be charged to or paid by the buyers themselves. Neither Awarded Contractor/Vendor nor its designated authorized reseller(s) shall itemize any additional amount corresponding to the Transaction Fees in the awarded Contract prices. This Transaction Fee applies to all orders, regardless of the method used to submit the order, or the quantity or dollar amount of the order.

Epylon will collect the full Transaction Fee on behalf of the CalSave and CalBuy programs, unless otherwise advised by Epylon. The Contractor/Vendor will make all participation fee payments within two weeks after sending the quarterly report. Checks are to be made payable to the Epylon Corporation and sent to 630 San Ramon Valley Blvd., Suite 210, Danville, CA 94526.

#### **5. Non-Conforming Jurisdictions**

Notwithstanding Section 4 (immediately above) no Transaction Fee is authorized to be charged to Awarded Contractors/Vendors for sales within any jurisdiction where prohibited by law or local- government policy. Instead, the cost of products, services, licenses, and goods sold under this contract in such jurisdictions shall be the same as for all school districts in all other counties of California. However, any LEA using this contract where Section 4 fees are not permitted shall be required to pay a 2 percent fee for use of the contract, imposed by MCOE on the authority of Public Contract Code Section 20118 and 20652, which allows MCOE to charge reasonable costs to the public corporation or agency for furnishing the services incidental to the purchase of items under contract.

# 6. CMAS Conversion

If an Awarded Vendor uses an MCOE or another AEPA-affiliated contract for the purpose of obtaining a separate CMAS (California Multiple Awards Schedule) contract from the State of California, the Awarded Vendor is responsible for paying both the CMAS fee and MCOE's 2 percent transaction fee for all orders submitted under the authority of the CMAS program. In exchange for this fee, the Vendor is given a license to use and duplicate MCOE/AEPA terms and conditions for the purpose of applying for a CMAS contract. Also, CalSave or CalBuy will post pricing allowing prospective buyers to check for pricing that is compliant with the MCOE and CMAS contract. Vendor must comply with MCOE's quarterly reporting requirements. Public records of sales through CMAS will be used to verify quarterly reports and sales made through the CMAS program.

# 7. Reports

The Contractor/Vendor will compile a quarterly report listing each purchase made by participating Agencies and persons under this contract, and send them by the 15th of April, July, October, and January to Racquel Landolf with the e-mail address of rlandolf@epvlon.com. These reports shall be in Microsoft Excel format and shall have file names that identify the contractor/Vendor and the month being reported. The file at a minimum shall include the fields listed below and shall allow for sorting on any of these fields:

- Date of Order
- Name of Participating Agency (LEA) •
- **Description of Item Purchased**
- . Manufacturer's SKU Number
- Quantity ٠
- **Contract Unit Price**
- Extended Price •
- List Price Before AEPA Discount .

# 8. Length of Term

The term of the agreement shall commence on the date of the award and continue as stipulated in General Terms and Conditions, unless terminated, canceled, or extended. Contract may be terminated by MCOE if LEAs have not used the contract in any 12-month period, or if orders from participating LEAs do not total \$10,000 in any 12-month period. California statutory term limits and extensions shall apply. In no case will the Contract be in force for more than three years at one time.

# 9. Marketing and Advertising under this Agreement

Vendor will actively promote the use of this contract by LEAs in California. Vendor must comply with the marketing plan offered as part of its bid submission. Unless other arrangements are made with the CalSave administrator, Vendor is also required to perform the following:

- Vendor will include the approved CalSave logo, web address, and toll-free number in all print electronic mail and other advertising and promotion intended for release to California K-12 schools, excluding national marketing releases.
- The CalSave logo and associated CalSave information shall be of a clearly readable size and in appropriate proportion to ٠ other elements in the printed material.
- Vendor agrees to provide CalSave with a copy or proof sheet of the advertisement or promotion material. Vendor will provide CalSave with date of release and name of publication, journal, etc.
- Vendor shall place a supplied CalSave Vendor sign on booths, tables, etc. of any or all exhibits for which the Vendor displays/participates at California tradeshows, conventions, and the like. Vendor will supply in advance scheduled exhibit dates. Vendor agrees to make available at the exhibit CalSave supplied brochures or other promotion materials.
- Vendor agrees to insert the approved CalSave logo, web address, and toll-free number on the Vendor's web site promoting or a specific CalSave landing page and providing a link to the CalSave website.
- Vendor will supply product catalog information, product description, pricing, etc., in a spreadsheet format as specified by CalSave for inclusion on the CalSave website. AEPA IFB #021-C Part C Member Agency

- Vendor agrees to cooperate in developing appropriate website content to promote its products, services, and their advantages to school districts.
- Requested materials will be submitted to CalSave within 30 days.

# 10. Conformance to Public Contract Code 20111

An award by the Monterey County Superintendent of Schools under this solicitation will be for the purchase of equipment, materials, supplies, services, or repairs to be furnished, sold, or leased in accordance with Public Contract Code 20111 and 20650. Awards shall include allowance for installation and assembly services incidental and necessary to the use of the equipment, materials, supplies, and repairs purchased or leased.

# 11. Conformance to Public Contract Code 20118 and 20652

All public agencies (LEAs) are authorized by law to purchase off a contract awarded by an agency that has itself gone to bid, including all K-12 schools districts, college districts, special community districts and JPAs serving education, pursuant to Public Contract Code Sections 20118 and 20652. Using these statutes, the Monterey County Office of Education hereby declares its intent and authorization to make all contracts awarded under this contract "piggybackable" by other agencies in the state. The Agency waives any right to receive payment from other California agencies making purchases off the awarded contracts and those agencies will make payment directly to the vendors. Any legislative changes to Public Contract Codes 20118 and 20652 during the term of the contract(s) with Award Vendor(s) shall apply to the contract(s) immediately when such changes become law.

# 12. Additional Piggyback and Standard School Supply and Equipment Authority

The Monterey County Office of Education declares that items, materials, personal property, equipment, and licenses under Contract as a result of this Invitation to Bid will qualify as items to be included within its Standard School Supply and Equipment List. Because many County Offices of Education have banded together to create both the EdBuy and the CalSave programs for the purpose of collectively creating both a standard School Supply & Equipment List and cooperative contracts, the items solicited and awarded through this bid may also constitute a portion of an official Standard School Supply and Equipment List for other participating County Offices of Education and County Superintendents of Schools. Purchases by other County Offices of Education and LEAs may be made, not only in accordance with Public Contract Code 20118 and 20652, but also in accordance with Education Code 38110 and 38112 dealing with cooperatives and Standard School Supplies & Equipment.

# **13. Intended for Personal Property**

An award by the Monterey County Superintendent of Schools under this solicitation will be for the purchase of equipment, materials, supplies, services, or repairs to be furnished, sold, or leased in accordance with Public Contract Code 20111 and 20650. Awards shall include allowance for installation and assembly services incidental and necessary for use of the equipment, materials, supplies, and repairs purchased or leased. When any services or repairs fall into a category of Public Works as defined in Public Contract Code 22002, an LEA may use this California contract only up to \$14,999 for labor and services, but for an unlimited dollar amount for any supplies, materials, equipment or personal property to be staged and ready for use in a local Public Works project. Other rules may apply in the event an MCOE contract award is converted to a CMAS contract.

# 14. Public Works Limitations

When Public Works services cost \$15,000 or more, an LEA, under most situations, must bid itself independently for the services and labor related to the public work, but may use this contract for the contracted supplies, material or equipment related to the project. If circumstances allow, LEAs may also combine this competitively bid contract with other alternative authorities for Public Works projects as may be allowed by law, such as Public Contract Code 22030, Education Code17406 or Government Code 1466. LEAs should consult with their own legal counsel to see if such statutes apply to their Public Works projects.

# 15. Start Date

Once the award is made to the Contractor/Vendor and signatures have been placed on the contract from both parties, the Awarded Contractor/Vendor is authorized to begin selling to eligible Agencies. MCOE will begin informing LEAs of the Contract once the Contract has been signed.

# 16. Posted Prices and Requests for Quotes

The Awarded Contractor/Vendor, in cooperation with MCOE's agent, must make provision for LEAs to quickly ascertain bid

prices by posting prices, posting a link or contact for prices, distributing catalogs and price lists, responding to requests for quotations, or participating in eCommerce.

The 2 percent Transaction Fee on all sales is a cost of doing business to the Vendor and the requirement for the fee is publicly disclosed in these bid documents for the edification of all buying agencies and LEAs. Transaction fees should not appear as a line item on a quotation or on listed bid pricing. The final price quoted or displayed must be inclusive of the participation fee on all pricing and quotations.

#### 17. Submission of Orders and Delivery

After entering into an agreement with MCOE, an LEA electing to use this Contract will enter into a separate contract with the Vendor by way of a purchase order or separate contracting document ("Separate Contract"). Purchase orders will be issued by participating LEAs to contractor/Vendor.

LEAs will fax or mail purchase orders directly to the CalSave office fax at (866) 488-3729) unless other arrangements have been made and agreed to by the CalSave Administrator. LEAs may also use Epylon eCommerce software for transmission of purchase orders. Standard business practice is for all purchase orders received by 3:00 p.m. Pacific Time to be logged and forwarded to the appropriate Vendor on the same day received, unless unusual circumstances occur. It is the responsibility of the awarded/Vendor contractor to track any purchase order received directly from an LEA and to include that order on quarterly reports.

Awarded Contractor/Vendor will deliver goods, services, and corresponding invoices directly to the participating LEAs and receive payments directly from the participating LEAs as per bid specifications.

# 2. Colorado, Colorado BOCES Association (CBA)

#### A. Additional Agency Terms and Conditions

**Advertising:** CBA will require a marketing flier, in electronic format, and timely updates from each vendor promoting the contract and AEPA/CBA relationship. CBA will assist in the development of the marketing flier and other appropriate materials which will include logos representing the vendor/AEPA/CBA. This flier will be for distribution and dissemination to all qualified customers through the CBA website and other appropriate and available methods.

**Sales to Qualified Customers:** Boards of Cooperative Educational Services (BOCES) in Colorado are legislatively created cooperative organizations directed by Colorado state statute 22-105 to serve all qualified agencies in a cooperative manner. BOCES are governed by publicly elected officials and by state and federal laws. No agency is obligated to use these services and contracts, but they find the benefits of low price and the satisfied bidding process most advantageous. Qualified agencies in Colorado include all public or private educational institutions, K-12 and higher education, all non-profit organizations, and all county or local governmental agencies. CBA requires that all participating vendors offer the Agency contract opportunities to all qualified customers.

- *A.* **Procedure for Processing Orders:** Once the award is made to the vendor.
  - CBA will inform its members of the contract by:
    - *i.* Including the contract in the agency database that is available on the CBA website
    - *ii.* Announcing the award through normal communication channels, CBA member presentations as well as regular electronic and direct mail communications.
    - *iii.* Offering the opportunity to the vendor to publish their marketing information on the CBA website link to cooperative purchasing opportunities.
  - A listing of CBA members, institutional names, contact names, addresses and phone numbers is available to the vendors through the CBA website. At this point the vendor must contact the members and qualified customers; and the customers have the right to contact the vendors directly. Note: CBA requires the awarded vendors to take ownership and actively promote the contract in cooperation with CBA to all members and qualified customers.
  - When the customer identifies a desired product or service as available through the AEPA/CBA contract and agrees on price as presented to the customer by the awarded AEPA/CBA vendor, the customer then issues to the vendor a purchase order for that item or service.
  - The awarded price must include an additional two percent (2%) administrative fee in the total cost (not as a separate line item), based on the total cost of goods and services including installation. This fee is to be forwarded by the vendor to CBA after the sale and payment is made to the vendor. Payment shall be made to CBA on a quarterly basis along with the complete sale report as specified in the general terms and conditions.
  - The sale and transaction may continue without delay or anticipation of the CBA denial of said transaction.
  - The administrative fee percentage (2%) is based on the total sale of goods and services including installation and must be included in the original cost quoted to the customer. In the event of a lease, the total administrative fee for the value of goods and services shall be paid to CBA by the vendor at the front end of the lease.

Vendor makes all deliveries and installation of products and services. CBA does not warehouse items nor provide services.

#### 3. Connecticut, Capitol Region Education Council (CREC)

#### A. ADDITIONAL MEMBER AGENCY GENERAL TERMS AND CONDITIONS

Affirmative Action - The Contractor must have an employment policy that there shall be no discrimination against anyone on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, mental retardation, physical disability or sexual orientation in the hiring, upgrading, demotions, recruitment, termination and selections for training, in any manner prohibited by the laws of the United States or of the State of Connecticut. The Contractor further agrees to be an "affirmative action-equal opportunity employer."

**Applicability of Contract Provisions to Connecticut Participants -** The Capitol Region Education Council (CREC) is the AEPA Member Agency. Any entity that uses the contract awarded by CREC under this document is referred to as a "Participant." The bidder that is awarded the contract by CREC is referred to as the "Contractor."

#### **Conflict of Interest**

The Contractor shall disclose any relationship with a CREC employee that would not be considered an "arms-length" or independent transaction, as described below. This disclosure must be made in writing to CREC for an evaluation. CREC will respond to this disclosure in writing.

A CREC employee (including independent contractors for purposes of this definition) placing an order or recommending a vendor must disclose any relationship with that vendor which would not be considered an "arms-length" or independent transaction. This disclosure must be made in writing to CREC for an evaluation. CREC will respond to this disclosure in writing.

For a transaction to be considered "arms-length" or "independent", a CREC employee should not be influenced, dependent upon, guided or controlled by a vendor into choosing that vendor, or item to purchase; nor should it appear to a third party that a CREC employee made a purchasing decision which appears to be based upon a personal relationship between the CREC employee and vendor.

The following are examples when a transaction is NOT considered arms-length or independent: (1) when there exists a personal relationship between a CREC employee and a vendor, (2) when there exists the potential for a personal benefit to a CREC employee, or (3) the parties to a business deal are dependent upon one another for "something" other than the purchase itself.

In addition, the Contractor shall, if given a copy of the potential Participant's conflict of interest policy, follow the process in that policy, or otherwise disclose to a potential Participant any relationship that would not be considered an "arms-length" or independent transaction with that Participant, as described above. This disclosure must be made in writing to the chief official (for example, the Superintendent at a board of education) at the potential Participant.

Determination of the existence of a conflict of interest does not prohibit CREC and/or a Participant from entering into the contract and purchase order, respectively.

Financing Arrangements - Any financing arrangements (including lease purchasing arrangements) will be made directly between the Contractor and a Participant. Financing arrangements may be subject to additional laws, rules and regulations, terms and conditions not described in this document and are subject to separate negotiation with each Participant that is interested in such an arrangement. Each Participant should seek its own legal advice prior to entering into a financing arrangement. CREC must receive a report annually summarizing the executed lease purchases along with the summary of the customer purchases. CREC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Contractor and the Participant only.

**Freedom of Information Act -** The Contractor acknowledges that CREC and some Participants are subject to the Freedom of Information Act, Connecticut General Statutes Sections 1-200 et seq., and submitted to CREC and/or such Participants may be made available to the public under the provisions of the Freedom of Information Act.

**Incorporation of Bid Documents -** The bid documents, including all appendices executed by Contractor that have been accepted by CREC (the "Bid") are specifically incorporated into this Contract.

**Independent Contractor -** The Contractor shall not be held or deemed in any way to be the agent or employee of CREC and/or a Participant. It is the intention of the parties that the Contractor shall be and is to be considered an independent contractor.

**Marketing and Advertising -** Contractor agrees to provide CREC with a copy or proof sheet of all advertisements, customer communications or promotional material for prior approval.

Modification to Bid Language in the AEPA Invitation for Bid - The Bidder by submitting its bid hereby declares that this Bid is AEPA IFB #018 Part C Member Agency Page 8 Terms & Conditions made without any connection with any other person or persons making any proposal for the same items, that it is in all respects fair and without collusion or fraud and that no person acting for or employed by CREC or a Participant is directly or indirectly interested in the proposal or in the goods or services to which it relates, or in any portion of the profits therefrom.

#### A. ADDITIONAL MEMBER AGENCY TERMS AND CONDITIONS FOR NON-CONSTRUCTION PRODUCTS AND SERVICES

None

#### B. ADDITIONAL MEMBER AGENCY TERMS AND CONDITIONS FOR CONSTRUC-TION PRODUCTS AND SERVICES

#### **CT Commission on Human Rights and Opportunities**

Municipal Public Works contracts funded in whole or in part by the State of Connecticut are subject to contract compliance requirements and set-aside goals as follows:

The contractor who is selected to perform this State project must comply with CONN. GEN. STAT. §§ 4a-60, 4a-60a, 4a-60g, and 46a-68b through 46a-68f, inclusive, as amended by June 2015 Special Session Public Act 15-5.

State law requires a minimum of twenty-five (25%) percent of the state-funded portion of the contract for award to subcontractors holding current certification from the Connecticut Department of Administrative Services ("DAS") under the provisions of CONN. GEN. STAT. § 4a-60g. (25% of the work with DAS certified Small and Minority owned businesses and 25% of that work with DAS certified Minority, Women and/or Disabled owned businesses.) The contractor must demonstrate good faith effort to meet the 25% set-aside goals.

For municipal public works contracts and quasi-public agency projects, the contractor must file a written or electronic nondiscrimination certification with the Commission on Human Rights and Opportunities. Forms can be found at:

#### http://www.ct.gov/opm/cwp/view.asp?a=2982&q=390928&opmNav GID=1806

#### C. PROCEDURES FOR PROCESSING ORDERS

- A. Purchase orders will not be accepted or processed by CREC. All business will be contracted directly with the Participant, which will issue a purchase order and provide payment for the applicable good or service directly to the Contractor.
- B. To the extent not otherwise described in this document, once a purchase order is issued by a Participant to a Contractor, all of the provisions of the contract shall benefit and be enforceable by such Participant, unless specifically identified as applying to CREC only.

## D. AGENCIES ALLOWED TO PURCHASE UNDER THE MEMBER AGENCY

There are 169 school districts in Connecticut and all are eligible for membership. No district is obligated to use these services. Additional members may include other public educational institutions, public colleges or universities, community colleges, vocational or technical schools, municipal governments, and other governmental, quasi-governmental, or non-profit organizations.

#### Work in Other States

CREC is making the CT AEPA contract available for vendors to use in all New England states – CT, ME, NH, RI, VT – and New York, and any other state without AEPA member representation. Our contract is also available in MA for vendors who TEC has been unable to sign with.

Sales made in any of these states using the AEPA contract are to be reported to CREC, with the 2.0% administrative fee made payable to CREC. The Contractor must advise CREC its intent to use the contract in any of these states.

All Terms and Conditions for Connecticut apply to work in these states. It is the Contractor's obligation to ensure that the purchaser fully understands the AEPA contract, including whether it is allowable under applicable state regulations.

## 4. Florida, Panhandle Area Education Consortium/Florida Buy Purchasing Program

#### A. Additional Agency Terms and Conditions

Vendor Contact: Vendor will designate to the Panhandle Area Educational Consortium Florida Buy, one individual who will represent them during the agreement period. This contact person will correspond with each ordering member for technical assistance, problems, or questions that may arise, including instructions if different contacts for different geographical areas are needed. This information will be distributed to all school districts upon award of this bid. Vendors may use this contract to sell products or services in addition to school districts to any government agency, non-profit organizations or institutions.

Vendor agrees to abide by all federal, state and local laws and regulations. It is the responsibility of the Vendor to determine applicability and requirements of any such laws and to abide by them.

All terms and conditions may be modified and revised by PAEC Florida Buy with the written consent of both PAEC Florida Buy and the Awardee.

PAEC Florida Buy, at its discretion, may offer the use of the awarded agreement to governmental entities such as state agency purchasing programs, to extend the use of the contract to eligible users. This option will be referred to as an Interlocal Agreement. Under such conditions, the participating agency may, with written consent from the Awardee, modify and revise the terms and conditions of the master agreement.

Other state and public agency purchasing program agreements may require additional administrative fees, associated with sales, to be paid by the Awardee for the management of the contract. The Awardee will be notified in writing and will have the option of accepting or rejecting the Interlocal Agreement program fees.

No right or interest in the Contract shall be assigned or transferred by the Contractor without the prior written consent of the PAEC Florida Buy program. No delegation of any duty of the Contractor shall be assigned without prior written permission of PAEC Florida Buy. If the original Vendor/Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. PAEC Florida Buy reserves the right to reject the acquiring person or entity as a Vendor/Contractor. A change of name agreement will not change the contractual obligations of the Vendor/Contractor.

The Awardee, may, upon entering into negotiations with qualified buyers, amend their prices to offer volume discounts below the lowest unit rates established in the pricing portion of this agreement.

#### **B.** <u>Procedures For Processing Orders</u>

Once the award is made to the Vendor, PAEC Florida Buy will inform all school districts of the contract by:

- 1. Including the award information on the PAEC Web site at <u>www.floridabuy.org</u>
  - 2. Announcing the award in its PAEC Florida Buy website
- 3. Announcing the award via electronic mail to all members

Any members, contact names, addresses and phone numbers will be available at the PAEC Web site <u>www.floridabuy.org</u>. At this point, the Vendor may contact the members and the members may contact the Vendor. The member will identify a desired product or service available through the AEPA contract and agrees on the price and conditions as presented to the member by the awarded AEPA Vendor. The member then issues to the Vendor a purchase order for that item or service. The purchase order must include an additional (2%) administrative fee built into the total invoiced cost, based on the total costs of good, services and installation. A final copy of the customer purchase order or sales summary must be sent to PAEC Florida Buy by the Vendor after completion of the service or installation. The Vendor has (30) thirty days to forward this purchase order. This will insure compliance of the contract.

Vendor makes all deliveries and installations of products and services. PAEC Florida Buy does not warehouse items. All participating Vendors agree to and are subject to audit proceedings of the AEPA sales to members.

The Vendors price will include a (2%) administrative fee that the Vendor shall collect from the member and r e m i t to PAEC Florida Buy on a quarterly basis. The Vendor will produce and provide to PAEC Florida Buy quarterly reports ending March 31, June 30, September 30 and December 31 throughout the contract period. The reports shall identify the Vendor and the quarter being reported, shall include a minimum of the fields listed below:

- 1. Date of Order
- 2. School district
- 3. List or academic price sales totals
- 4. PAEC Florida Buy price sales totals

#### 5. Member savings total

Quarterly reports and administrative fee payments to PAEC Florida Buy are due the 15<sup>th</sup> of the succeeding month, and all checks are to be made payable to the Panhandle Area Educational Consortium and sent to: PAEC, 753 West Blvd, Chipley, Florida 32428 and Attention: Florida Buy. PAEC may designate another agent for collecting and administrative fee that will be negotiated with Vendor for e-commerce transactions.

## C. Agency Members Purchasing Under The Member Agency

The Panhandle Area Educational Consortium is a fourteen-member consortium that includes a voluntary purchasing program developed for schools in Florida. All other school districts in Florida are participating members in the programs of the Panhandle Area Educational Consortium (PAEC), including participation in the statewide cooperative purchasing program. Agencies that use this contract will be in compliance with FS1001.42. PAEC was established to provide easily accessible information for our member and participating public school districts and the communities we serve. Since the creation of PAEC in 1967, our school districts have benefitted from shared services made available through leading edge technology. While school districts access our teaching and learning, training and technology, and business operations services in varying degrees of need, all come for the mutually beneficial purpose of reaching their goals together.

## 5. Georgia, Cooperative Purchasing Agency (CPA)

#### 1. General Overview

a. Cooperative Purchasing Agency is now the AEPA representative for the state of Georgia. In Georgia we advertise our bids on the state procurement registry website:

http://doas.ga.gov/state-purchasing/georgia-procurement-registry-for-local-governments

- b. In 1971 several small school systems in North Georgia decided to work together & form Cooperative Purchasing Agency (CPA), a non-profit organization built by & for the school systems to combine their purchasing power. As a division of North Georgia, Northeast Georgia, & Pioneer RESA; Pioneer RESA serves as our fiscal agent and as such we currently show up on the Georgia Procurement Registry as Pioneer RESA. CPA serves as a purchasing agent for classroom & office supplies for its 35-member school systems plus neighboring ones who choose to take advantage of cooperative buying. CPA also serves as a recipient agency for USDA commodities that member systems receive through the USDA school lunch program. In addition to items included in our catalog & website, CPA has access to brands, custom items, & entire product categories that meet systems' office & classroom needs including furniture options (indoor & outdoor), playground equipment, shelving installations, print supplies, & more.
- 2. Additional Participating Agency Terms and Conditions for Construction Related Products and Services
  - a. Georgia requires all local school boards to post any bids requiring capital improvements / public works construction over \$100,000.00 to be posted on the Georgia procurement website, regardless of who they are purchasing through.
- 3. Local Government Provisions Provisions Applicable to Counties, Municipal Corporations, And Other Governmental Entities

§ 36-91-20. Written contract required; advertising; competitive sealed bidding; timing of addendums; prequalification

- a. All public works construction contracts subject to this chapter entered into by a governmental entity with private persons or entities shall be in writing and on file and available for public inspection at a place designated by such governmental entity. Municipalities and consolidated governments shall execute and enter into contracts in the manner provided in applicable local legislation or by ordinance.
- b. Prior to entering into a public works construction contract other than those exempted by Code Section 36-91-22, a governmental entity shall publicly advertise the contract opportunity. Such notice shall be posted conspicuously in the governing authority's office and shall be advertised in the legal organ of the county or by electronic means on an Internet website of the governmental entity or an Internet website identified by the governmental entity which may include the Georgia Procurement Registry as provided by Code Section 50-5-69.
  - i. Contract opportunities that are advertised in the legal organ shall be advertised a minimum of two times, with the first advertisement occurring at least four weeks prior to the opening of the sealed bids or proposals. The second advertisement shall follow no earlier than two weeks from the first advertisement.
  - ii. Contract opportunities that are advertised solely on the Internet shall be posted continuously for at least four weeks prior to the opening of sealed bids or proposals. Inadvertent or unintentional loss of Internet service during the advertisement period shall not require the contract award or bid or proposal opening to be delayed.
  - iii. Contract opportunities that will be awarded by competitive sealed bids shall have plans and specifications available on the first day of the advertisement and shall be open to inspection by the public. The plans and specifications shall indicate if the project will be awarded by base bid or base bid plus selected alternates and:
    - 1. A statement listing whether all anticipated federal, state, or local permits required for the project have been obtained or an indication of the status of the application for each such permit including when it is expected to be obtained; and
    - 2. A statement listing whether all anticipated rights of way and easements required for the project have been obtained or an indication of the status as to when each such rights of way or easements are expected to be obtained.
  - iv. Contract opportunities that will be awarded by competitive sealed proposals shall be publicly advertised with a request for proposals which request shall include conceptual program information in the request for proposals describing the requested services in a level of detail appropriate to the project delivery method selected for the project.
  - v. The advertisement shall include such details and specifications as will enable the public to know the extent and character of the work to be done.
  - vi. All required notices of advertisement shall also advise of any mandatory prequalification requirements or pre-bid conferences as well as any federal requirements pursuant to subsection (d) of Code Section 36-91-22. Any advertisement which provides notice of a mandatory prebid conference or prequalification shall provide reasonable advance notice of said conference or for the submittal of such prequalification information.
- c. Governmental entities are authorized to utilize any construction delivery method, provided that all public works construction contracts subject to the requirements of this chapter that:
  - i. Place the bidder or offeror at risk for construction; and

- ii. Require labor or building materials in the execution of the contract shall be awarded on the basis of competitive sealed bidding or competitive sealed proposals. Governmental entities shall have the authority to reject all bids or proposals or any bid or proposal that is nonresponsive or not responsible and to waive technicalities and informalities.
- d. No governmental entity shall issue or cause to be issued any addenda modifying plans and specifications within a period of 72 hours prior to the advertised time for the opening bids or proposals, excluding Saturdays, Sundays, and legal holidays. However, if the necessity arises to issue an addendum modifying plans and specifications within the 72 hour period prior to the advertised time for the opening of bids or proposals, excluding Saturdays, Sundays, and legal holidays, then the opening of bids or proposals shall be extended at least 72 hours, excluding Saturdays, Sundays, sundays, and legal holidays, from the date of the original bid or proposal opening without need to readvertise as required by subsection (b) of this Code section.
- e. Bid and contract documents may contain provisions authorizing the issuance of change orders, without the necessity of additional requests for bids or proposals, within the scope of the project when appropriate or necessary in the performance of the contract. Change orders may not be used to evade the purposes of this article.
- f. Any governmental entity may, in its discretion, adopt a process for mandatory prequalification of prospective bidders or offerors; provided, however, that:
  - i. Criteria for prequalification must be reasonably related to the project or the quality of work;
  - ii. Criteria for prequalification must be available to any prospective bidder or offeror requesting such information for each project that requires prequalification;
  - iii. Any prequalification process must include a method of notifying prospective bidders or offerors of the criteria for or limitations to prequalification; and
  - iv. Any prequalification process must include a procedure for a disqualified bidder to respond to his or her disqualification to a representative of the governmental entity; provided, however, that such procedure shall not be construed to require the governmental entity to provide a formal appeals procedure. A prequalified bidder or offeror can not be later disqualified without cause. History Code 1981, § 36-91-20, enacted by Ga. L. 2000, p. 498, § 1; Ga. L. 2001, p. 820, § 12; Ga. L. 2007, p. 640, §

#### 6. Illinois

The following State Specific Terms and Conditions shall apply to all contracts involving public schools and/or other educational entities operating in Illinois, (hereinafter "Illinois Customers") and shall prevail over any General Terms and Conditions if/when they differ.

#### Illinois Law to Govern.

The Agreement, as modified by these Illinois Terms & Conditions, is (and shall be) governed by, construed under, subject to compliance with, and interpreted in accordance with, the laws and regulations of the State of Illinois, expressly including, (but not limited to): the Illinois School Code, 105 ILCS 5/1-1 *et seq.*; its procurement and bidding standards and prerequisites delineated at 105 ILCS 5/10-20.21; the Illinois Public Officer Prohibited Activities Act, 50 ILCS 105/0.01 *et seq.*; the Illinois Criminal Code, 720 ILCS 5/1-1 *et seq.*; its prohibitions against interference with public contracting delineated at 720 ILCS 5/33E-1, *et seq.*; the Illinois State Officials and Employees Ethics Act, 5 ILCS 430/1 *et seq.*; the Illinois Public Officer Prohibited Activities Business Enterprises for Minorities, Females and Persons with Disabilities Act, 30 ILCS 575/0.01 *et seq.*; the Illinois Human Rights Act, 775 ILCS 5/2-105 *et seq.*; and policies of the Illinois Customer relating to the subject matter of the Agreement with Contractor.

When Contractor and/or its agents will be on an Illinois Customer's premises (whether for delivery, installation, the provision of contractual services, or otherwise), Contractor shall also comply in all respects with: all background check requirements set forth at 105 ILCS 5/10-21.9; the Illinois Smoke Free Illinois Act, 410 ILCS 82/1 *et seq.*, and the Illinois Firearm Concealed Carry Act, 430 ILCS 66/1 *et seq.* 

Any contractual payment requested of an Illinois Customer shall be invoiced, processed, and remitted to a Contractor in accordance with the requirements and provisions of the Illinois Local Government Prompt Payment Act, 50 ILCS 505/1 *et seq*.

This Agreement shall be construed and incorporated in accordance with the laws of the State of Illinois, regardless of any choice of law provision that might otherwise authorize construction of its terms in accordance with the law(s) of another state, states, or federal law.

By entering into this Agreement with an Illinois Customer, the Contractor's signature on the executed contract shall serve as Contractor's certification of Contractor's compliance with the foregoing laws and all requirements thereunder.

#### Entire Agreement and Construction

The Agreement, as modified by these Illinois Terms & Conditions, represents the entire agreement between Contractor and the Illinois Customer, and supersedes all prior negotiations or agreements, written or oral, which are not included herein. This Agreement may only be amended by written instrument executed by the Illinois Customer and Contractor. In the event of a conflict between the Agreement, as modified by these Illinois Terms & Conditions, and a proposal from Contractor, the terms of this modified Agreement will take precedence.

Each party has reviewed and approved the Agreement, and no rule of construction that resolves ambiguities against the drafting party will be employed in the interpretation of this Agreement.

#### Dispute Resolution.

Any dispute arising in any manner hereunder shall be subject to resolution by litigation, unless all involved parties consent to an alternative means of dispute resolution. Venue for any legal action brought hereunder shall be the Illinois state circuit court of the county in which the Illinois Customer's administrative office is located or (if different and only if the Illinois Customer so elects) the Illinois state circuit court of the county where the Project is performed. Any provision of the General Terms purporting to change, limit, restrict, or shorten any Illinois period of repose and/or the duration of any applicable Illinois stature of limitation shall be of no force or effect against an Illinois Customer, it being understood by the parties that the Illinois periods of repose and statutes of limitation applicable to the subject matter hereof shall govern actions relating to this Agreement. No provision from the General Conditions shall limit, restrict, or shorten the duration of any period of repose or statute of limitation applicable under Illinois law.

#### Termination of the Agreement.

The Illinois Customer may terminate this Agreement at any time, in whole or in part, with or without cause, upon providing written notice to Contractor. If this Agreement is terminated by the Illinois Contractor for cause, the Contractor shall be liable to the Owner for any increase in cost incurred by the Owner in replacing the goods under contract and/or completing the contractual work, and for any additional or other damages the Illinois Customer suffers. In the event this Agreement is terminated by the Illinois Customer solely for the Illinois Customer's convenience, Contractor shall be compensated for items properly provided and/or work properly rendered through the date of termination, as can be documented to the reasonable satisfaction of the Illinois Customer. The Illinois Customer shall have no liability to Contractor beyond the date of termination. In no event shall Contractor be compensated for anticipated profit or lost opportunity.

#### Insurance and Indemnification Provisions.

Contractor hereby agrees to indemnify and hold the Illinois Customer, its board members, officers, agents, employees, administrators, attorneys, and any other parties designated by the Illinois Customer (hereinafter collectively called the AIndemnitees@) harmless from all losses, claims, liabilities, injuries, damages and expenses, including (but not limited to) all attorneys= fees and defense and court costs and expenses, that the Indemnitees may incur arising out of, or occurring in connection with, the performance, acts, omissions, negligence, willful and/or wanton behavior, and/or breaches by Contractor of its duties and obligations under or pursuant to this Agreement. This indemnification obligation shall not be limited by a limitation on amount or type of damages, compensation or benefits payable by or for the Contractor or a Subcontractor under workers= or workmen=s compensation acts, disability benefit acts or other employee benefit acts.

Contractor shall procure, at no expense to the Illinois Customer, the insurance coverages set forth in the General Conditions. In each such instance, Contractor shall, by endorsement, name the Illinois Customer as an additional insured and shall provide copies of said policies and endorsements to the Illinois Customer prior to commencement under this Agreement.

#### Funding Contingencies for Multi-Year Projects.

All contracts with Illinois Customers that call for performance, or otherwise extend, beyond the Illinois Customers' current fiscal year, are, and shall be, expressly contingent upon annual appropriations. In the event an Illinois Customer's entry into an Agreement with Contractor constitutes a lease purchase (whether for financing purposes or otherwise), that Agreement shall be subject to the provisions of 105 ILCS 5/10-22.25a in addition to all other terms set forth in this Agreement.

#### Warranties and Claims.

No provision(s) set forth in the General Conditions shall serve to limit the Contractor's liability with respect to damages of any sort (whether actual, incidental, consequential, or otherwise) suffered by an Illinois Customer, nor will any disclaimer of warranties be effective against an Illinois Customer.

#### Attorney Fee Provisions.

No provision providing for the payment of prevailing party costs and expenses (including legal fees) resulting from litigation or other method of dispute resolution shall be applicable to Illinois Customers.

#### Automatic Renewals.

No provision calling for automatic renewals or "evergreen" renewals, (wherein the term of the agreement automatically renews for a period beyond the initial term unless a party provides affirmative advance notice of termination to the other party) shall be effective in an Agreement with an Illinois Customer, it being the parties' understanding, instead, that the contractual arrangements with Illinois Customers will terminate upon completion of the initial term or satisfaction of the original scope, unless the parties subsequently and affirmatively agree to supplemental renewal provisions.

#### Successors and Assigns; No Subcontracting.

Contractor shall not assign any rights under, or interest in, this Agreement, nor may Contractor subcontract any duties arising hereunder, without the prior written consent of the Illinois Customer. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

#### 7. Indiana, Wilson Education Service Center (WESC)

#### A. Additional Agency Terms and Conditions

Participating entities and approved vendors must be in full compliance with statutory requirements of all applicable federal, state, and local laws, rules, regulations, and ordinances including applicable public works and prevailing wage projects. All provisions required thereby to be included herein and are hereby incorporated for reference. This contract shall be construed in accordance with and governed by the laws of the State of Indiana. Awarded pricing must be made available to all participating entities regardless of size.

#### **B. Procedure for Processing Orders**

Wilson Education Service Center will inform all public school corporations, private/parochial schools, charter schools, nonprofit entities, municipalities, other governmental entities and higher education entities of contract awards via web sites and various marketing strategies. Vendors will have the primary responsibility to market contracts to eligible buyers within Indiana. After contracts are awarded and product information is available on our e-procurement sites vendors are free to contact eligible buyers and vice versa. The Wilson Education Service Center utilizes an e-procurement facilitation system as the primary mechanism for ordering and the primary method of marketing. Vendors are required to use the IAESC Procurement System and GovPro systems upon award. A 2.25% administrative fee will be assessed on gross monthly sales for IAESC Procurement (used by schools) and a 3.25% administrative fee will be assessed on gross monthly sales on GovPro (all other entities) after a 1% price increase. Vendors shall not include shipping and handling charges, federal excise tax, or state sales tax on invoices. Taxes do not apply to purchases by the participating entities. All participating entities have a "Not for Profit Tax Exemption Certificate" which will be furnished by the buyer upon request by the vendor. Quantities shipped in excess of quantities designated in the Purchase Order, or unapproved product substitutions will be returned at the vendor's expense.

#### C. Members Purchasing Under the Agency

All public school corporations, private/parochial schools, charter schools, nonprofit entities, municipalities, other governmental entities and higher education entities are eligible buyers. The Wilson Education Center as established by Indiana Code 20-1-11.3-1 with Inter-local Agreement Powers as established by Indiana Code 36-1-7-2 represents all eligible buyers in this program within Indiana.

#### 8. Iowa, AEA Purchasing

A. Additional Member Agency General Terms and Conditions that apply for all categories

#### **Right to Assign**

AEA Purchasing specifically reserves the right, in its sole discretion, to assign and transfer its interest in the Contract with the Vendor Partner, consistent with the terms and conditions of said Contract, to any organization, along with all corresponding duties, responsibilities, and obligations of both parties, and under the terms provided herein.

B.Additional Member Agency Terms and Conditions for Non-Construction Products and Services None.

#### C. Additional Member Agency Terms and Conditions for Construction Products and Services

AEA Purchasing may participate in Construction Products and Services bids through AEPA on a limited basis due to the restrictions mandated in the Iowa Code, Chapter 26 and 573.

#### D. Procedure for Processing Orders

AEA Purchasing's eligible clients follow a standard or electronic ordering process. The awarded Contractor will invoice and deliver products and services directly to AEA Purchasing's eligible clients. All invoices for payment shall be sent directly to the AEA Purchasing eligible client ordering under the terms and conditions of this agreement. The AEA Purchasing eligible client will make payment directly to the awarded Contractor(s). AEA Purchasing does not process any orders.

- E. <u>Agencies Allowed to Purchase under the Member Agency</u>
  - K-12 Public & Private Schools
  - Area Education Agencies
  - Colleges & Universities
  - PublicLibraries
  - City, County & State Government
  - Non-ProfitEducationOrganizations

#### 9. Kansas, Greenbush-Southeast Kansas Education Service Center (SEKESC)

#### A. Additional Member Agency General Terms and Conditions that apply for all categories

#### **Kansas Mandatory Contract Provisions**

**Terms Herein Controlling Provisions**: It is expressly agreed that the terms of each and every provision in this attachment shall prevail and control over the terms of any other conflicting provision in any other document relating to and a part of the contract in which this attachment is incorporated. Any terms that conflict or could be interpreted to conflict with this attachment are nullified.

**Kansas Law and Venue**: This contract shall be subject to, governed by, and construed according to the laws of the State of Kansas, and jurisdiction and venue of any suit in connection with this contract shall reside only in courts located in the State of Kansas.

**Termination Due To Lack Of Funding Appropriation**: If, in the judgment of the Director of Accounts and Reports, Department of Administration, sufficient funds are not appropriated to continue the function performed in this agreement and for the payment of the charges hereunder, State may terminate this agreement at the end of its current fiscal year. State agrees to give written notice of termination to contractor at least 30 days prior to the end of its current fiscal year, and shall give such notice for a greater period prior to the end of such fiscal year as may be provided in this contract, except that such notice shall not be required prior to 90 days before the end of such fiscal year. Contractor shall have the right, at the end of such fiscal year, to take possession of any equipment provided State under the contract. State will pay to the contractor all regular contractual payments incurred through the end of such fiscal year, plus contractual charges incidental to the return of any such equipment. Upon termination of the agreement by State, title to any such equipment shall revert to contractor at the end of the State's current fiscal year. The termination of the contract pursuant to this paragraph shall not cause any penalty to be charged to the agency or the contractor.

**Disclaimer Of Liability**: No provision of this contract will be given effect that attempts to require the State of Kansas or its agencies to defend, hold harmless, or indemnify any contractor or third party for any acts or omissions. The liability of the State of Kansas is defined under the Kansas Tort Claims Act (K.S.A. 75-6101 et seq.).

**Anti-Discrimination Clause**: The contractor agrees: (a) to comply with the Kansas Act Against Discrimination (K.S.A. 44-1001 et seq.) and the Kansas Age Discrimination in Employment Act (K.S.A. 44-1111 et seq.) and the applicable provisions of the Americans With Disabilities Act (42 U.S.C. 12101 et seq.) (ADA) and to not discriminate against any person because of race, religion, color, sex, disability, national origin or ancestry, or age in the admission or access to, or treatment or employment in, its programs or activities; (b) to include in all solicitations or advertisements for employees, the phrase "equal opportunity employer"; (c) to comply with the reporting requirements set out at K.S.A. 44-1031 and K.S.A. 44-1116; (d) to include those provisions in every subcontract or purchase order so that they are binding upon such subcontractor or vendor; (e) that a failure to comply with the reporting requirements of (c) above or if the contractor is found guilty of any violation of such acts by the Kansas Human Rights Commission, such violation shall constitute a breach of contract and the contract may be cancelled, terminated or suspended, in whole or in part, by the contracting state agency or the Kansas Department of Administration; (f) if it is determined that the contract may be cancelled, terminated or suspended, in whole or in part, by the contracting state agency or the Kansas Department of Administration; state agency or the Kansas Department of Administration; the contract and the contract may be cancelled, terminated or suspended, in whole or in part, by the contract of Administration; the contract and the contract of has violated applicable provisions of ADA, such violation shall constitute a breach of contract and the contract of Administration.

Contractor agrees to comply with all applicable state and federal anti-discrimination laws.

The provisions of this paragraph number 5 (with the exception of those provisions relating to the ADA) are not applicable to a contractor who employs fewer than four employees during the term of such contract or whose contracts with the contracting State agency cumulatively total \$5,000 or less during the fiscal year of such agency.

**Acceptance Of Contract**: This contract shall not be considered accepted, approved or otherwise effective until the statutorily required approvals and certifications have been given.

**Arbitration, Damages, Warranties**: Notwithstanding any language to the contrary, no interpretation of this contract shall find that the State or its agencies have agreed to binding arbitration, or the payment of damages or penalties. Further, the State of Kansas and its agencies do not agree to pay attorney fees, costs, or late payment charges beyond those available under the Kansas Prompt Payment Act (K.S.A. 75-6403), and no provision will be given effect that attempts to exclude, modify, disclaim or otherwise attempt to limit any damages available to the State of Kansas or its agencies at law, including but not limited to the implied warranties of merchantability and fitness for a particular purpose.

**Representative's Authority To Contract**: By signing this contract, the representative of the contractor thereby represents that such person is duly authorized by the contractor to execute this contract on behalf of the contractor and that the contractor agrees to be bound by the provisions thereof.

**Responsibility For Taxes**: The State of Kansas and its agencies shall not be responsible for, nor indemnify a contractor for, any federal, state or local taxes which may be imposed or levied upon the subject matter of this contract. **Insurance**: The State of Kansas and its agencies shall not be required to purchase any insurance against loss or damage to property or any other subject matter relating to this contract, nor shall this contract require them to establish a "self-insurance" fund to protect against any such loss or damage. Subject to the provisions of the Kansas Tort Claims Act (K.S.A.

75-6101 et seq.), the contractor shall bear the risk of any loss or damage to any property in which the contractor holds title.

#### Information: No provision of this contract shall be construed as limiting the Legislative Division of Post Audit from having access to information pursuant to K.S.A. 46-1101 et seq.

The Eleventh Amendment: "The Eleventh Amendment is an inherent and incumbent protection with the State of Kansas and need not be reserved, but prudence requires the State to reiterate that nothing related to this contract shall be deemed a waiver of the Eleventh Amendment."

**Campaign Contributions / Lobbying:** Funds provided through a grant award or contract shall not be given or received in exchange for the making of a campaign contribution. No part of the funds provided through this contract shall be used to influence or attempt to influence an officer or employee of any State of Kansas agency or a member of the Legislature regarding any pending legislation or the awarding, extension, continuation, renewal, amendment or modification of any government contract, grant, loan, or cooperative agreement.

#### Assignment - SEKESC Right to Assign

In the event of a cancellation, the SEKESC specifically reserves the right, in its sole discretion, to assign and transfer its interest in any contract, consistent with the terms and conditions of any contract, to any organization, along with all corresponding duties, responsibilities for both parties and provisions contained herein.

#### **Purchase Orders**

Any purchase order issued by SEKESC, or one of its eligible entities, is cancelable under provisions of K.S.A. 10-1113. All purchase orders shall be issued by the SEKESC or its participating eligible entities desiring to acquire the products or services under the contract. Said purchase order shall include adequate reference to identify the bid to which it relates.

#### Marketing

- Awarded Vendor will proactively market the awarded contract to all eligible entities. The SEKESC will enhance • the Awarded Vendor's marketing efforts through communication and meetings with eligible entities, participation in marketing events and tradeshows, through its website and social media resources and through day-to-day customer support activities.
- Awarded Vendor will train its professional staff and sales force in the provisions and benefits of the awarded • contract. The SEKESC will enhance such effort by providing joint trainings and participating in joint sales calls as needed.
- The SEKESC and Awarded Vendor will jointly design presentations, documents, and other promotional material to • assist in the promotion of the awarded contract.
- Awarded Vendor will include the SEKESC (Greenbush) logo on all sales materials targeted to eligible entities for the awarded contract. The SEKESC hereby grants to Awarded Vendor a non-exclusive, revocable, nontransferable, permission to use the SEKESC (Greenbush) name and logo during the term of this Agreement. Likewise, during the term of this agreement, the Awarded Vendor grants the SEKESC (Greenbush) permission to reproduce their name and logo in connection with marketing and promotion of the awarded contract.

B. Additional Member Agency Terms and Conditions for Non-Construction Products and Services SEKESC has no additional terms and conditions for non-construction products and services.

#### C. Additional Member Agency Terms and Conditions for Construction Products and Services

K.S.A. 60-1111. Public works bond. (a) Bond by contractor. Except as provided in this section, whenever any public official, under the laws of the state, enters into contract in any sum exceeding \$100,000 with any person or persons for the purpose of making any public improvements, or constructing any public building or making repairs on the same, such officer shall take, from the party contracted with, a bond to the state of Kansas with good and sufficient sureties in a sum not less than the sum total in the contract, conditioned that such contractor or the subcontractor of such contractor shall pay all indebtedness incurred for labor furnished, materials, equipment or supplies, used or consumed in connection with or in or about the construction of such public building or in making such public improvements.

A contract which requires a contractor or subcontractor to obtain a payment bond or any other bond shall not require that such bond be obtained from a specific surety, agent, broker or producer. A public official entering into a contract which requires a contractor or subcontractor to obtain a payment bond or any other bond shall not require that such bond be obtained from a specific surety, agent, broker or producer.

(b) Filing and limitations. The bond required under subsection (a) shall be filed with the clerk of the district court of the county in which such public improvement is to be made. When such bond is filed, no lien shall attach under this article. Any liens which have been filed prior to the filing of such bond shall be discharged. Any person to whom there is due any sum for labor or material furnished, as stated in subsection (a), or such person's assigns, may bring an action on such bond for the AEPA IFB #018 Part C Member Agency Page 19

recovery of such indebtedness but no action shall be brought on such bond after six months from the completion of such public improvements or public buildings.

(c) In any case of a contract for construction, repairs or improvements for the state or a state agency under K.S.A. 75-3739 or 75-3741, and amendments thereto, a certificate of deposit payable to the state may be accepted in accordance with and subject to K.S.A. 60-1112, and amendments thereto. When such certificate of deposit is so accepted, no lien shall attach under this article. Any liens which have been filed prior to the acceptance of such certificate of deposit shall be discharged. Any person to whom there is due any sum for labor furnished, materials, equipment or supplies used or consumed in connection with or for such contract for construction, repairs or improvements shall make a claim therefor with the director of purchases under K.S.A. 60-1112, and amendments thereto.

#### **D.** <u>Procedure for Processing Orders</u>

The SEKESC utilizes the following ordering/delivery procedures:

- Purchase orders will be issued by the individual eligible entity.
- Vendors must issue invoices directly to the ordering eligible entity as specified on each purchase order.
- Delivery of all items included in this solicitation will be made to the locations within each eligible entity as will be specified on the purchase order.
- Each order shall contain a packing slip of its contents to assist in prompt processing of payments to Vendor.
- The SEKESC reserves the right to implement a Vendor Quotation Number process for contract awards related to, but not limited, to project-based and construction related proposal activities.

#### Additionally

- Awarded Vendor agrees to demonstrate the benefit of the pricing agreement with the SEKESC over alternative options, including competitive solicitation pricing.
- Awarded Vendor agrees to proactively offer terms and pricing under this agreement to eligible entities and a more effective alternative to the cost and time associated with alternate bids and solicitation.
- When responding to third party procurement solicitations, Awarded Vendor may:
  - Choose not to respond and make this agreement available as an alternative and comparison to the agency's solicitation responses.
  - Respond with pricing, terms, and conditions of this agreement. If awarded the contract, sales will be reported as defined in the solicitation.
  - Provide lower prices when the competitive process requires without being required to extend the lower pricing to all eligible entities. In such case, if Awarded Vendor is awarded the contract, the sales will be reported as defined in the solicitation.
  - Respond to the solicitation with higher pricing than is available through this agreement and if an
    alternative response is permitted, may offer the pricing under this agreement as an alternative for
    consideration. If Awarded Vendor is awarded the contract with alternative SEKESC pricing, the
    resulting sales will be reported as defined in the solicitation.
- Provide notification to the SEKESC of the response to a solicitation, including but not limited to the name of the soliciting agency, general description of scope, timeline, and resulting award or non-award. Such notification shall be submitted to Tina Smith at tina.smith@greenbush.org within 5 business days of the proposal submission and resulting award information within 5 business days of agency's notification to Awarded Vendor.

#### *E.* <u>Agencies Allowed to Purchase under the Member Agency</u>

Eligible Entities: Entities eligible to purchase from Southeast Kansas Education Service Center (Greenbush) cooperative purchasing contracts include but may not be limited to:

- K-12 Public Schools
- K-12 Private Schools
- Colleges & Universities
- City, County, and State Governments
- Public Libraries

Non-profit organizations holding form #501C3

#### 10. Kentucky, Green River Regional Educational Cooperative (GRREC)

Additional Member Agency General Terms and Conditions that apply for all categories The Green River Regional Educational Cooperative, Inc. (GRREC) is one of eight educational cooperatives in Kentucky, all of which are participants in the AEPA bids. GRREC serves as contact agency for all AEPA correspondence for all eight educational cooperatives. For the Kentucky Educational Cooperatives, the collective bidding process is conducted consistent with KRS Chapter 45A, the Kentucky Model Procurement Code. Contracts with GRREC shall include the provision granting GRREC employees the right to access to the Contractor's records.

Vendor Contact: Vendor will designate to GRREC one individual who will represent them to Kentucky Bidding Cooperative members during the agreement period. This contact person will correspond with each ordering member for technical assistance, problems, or questions that may arise. Include instructions if different contacts for different geographical areas are needed; this information will be distributed to Kentucky Bidding Cooperative members upon award of this bid. The following Federal Clauses are required as a part of KY bid documents: 1. CLEANAIR/CLEANWATER A. Vendor Partner agrees to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act as amended (33 U.S.C. §§ 1251 et seq). Vendor Partner agrees to report each violation to the USDA and the appropriate EPA Regional Office.

B. Vendor Partner agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. §§ 7401 et seq. Vendor Partner agrees to report each violation to the USDA and the appropriate EPA Regional Office. 2. SUSPENSIONANDDEBARMENT Vendor Partner understands that a contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." By signing and submitting its bid or proposal, the bidder or proposer certifies as follows: The certification in this clause is a material representation of fact relied upon by GRREC. If it is later determined that Vendor Partner knowingly rendered an erroneous certification, in addition to remedies available to GRREC, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment. Vendor Partner agrees to comply with the requirements of 2 CFR 180.220 while the above referenced contract is valid. Vendor Partner further agrees to include a provision requiring such compliance in its lower tier covered transactions. 3. LOBBYING Vendor Partner will comply with the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352) and the New Restrictions on Lobbying and has signed and attached to this Addendum the Certificate Regarding Lobbying and, if applicable, the Disclosure of Lobbying Activities (Forms SF-LLL) and annually will sign and submit a certificate, if applicable, Form SF-LLL to GRREC. 4. PROCUREMENTOFRECOVERED MATERIALSPURSUANTTO2 C.F.R. § 200.322 Vendor Partner agrees to comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. 5. BUYAMERICAN "Domestic Commodity or Product" are defined as an agricultural commodity that is produced in the United States and a food product that is processed in the United States using substantial agricultural commodities that are produced in the United States. "Substantial" means that over 51 percent of the final processed product consists of agricultural commodities that were grown domestically. Products from Guam, American Samoa, Virgin Islands, Puerto Rico, and the Northern Mariana Islands are allowed under this provision as territories of the United States. The Buy American provision (7 CFR Part 210.21(d)) is one of the procurement standards School Food Authorities ("SFAs") must comply with when purchasing commercial food products served in the school meals programs. Buy American: AEPA Member Agencies or Participating Entities participating in the federal school meal programs are required to purchase domestic commodities and products for school meals to the maximum extent practicable. Domestic commodity or product means an agricultural commodity that is produced in the US and a food product that is processed in the US substantially (atleast51percent) using agricultural commodities that are produced in the US. Federal regulations require that all foods purchased for Child Nutrition Program be of domestic origin to the maximum extent practicable. While rare, two (2) exceptions may exist when: the product is not produced or Manufactured in the US in sufficient, reasonable and available quantities of a satisfactory quality, such as bananas and pineapple; and competitive proposals reveal the cost of a domestic product is significantly higher than a non-domestic product. ALL products that are normally purchased by Vendor Partner as non-domestic and proposed as part of this contract must be identified with the country of origin. Vendor Partner shall outline their procedures to notify GRREC when products are purchased as non-domestic. Any substitution of a non-domestic product for a domestic product (which was originally a part of the solicitation), must be approved, in writing, by GRREC, prior to the delivery of the product to the AEPA Member Agency or Participating Entities. Any non-domestic product delivered to the AEPA Member Agencies or Participating Entities, without the prior, written approval of GRREC will be rejected. Vendor Partner must affirm its willingness to assert its best and reasonable efforts to ensure compliance with this federal rule. 6. COST REIMBURSEMENTCONTRACTS Solicitation Requirements for cost reimbursable contracts:

A. Allowable costs will be paid from the nonprofit school food service account to the contractor net of all discounts, rebates and other applicable credits accruing to or received by the contractor or any assignee under the contract, to the extent those credits are allocable to the allowable portion of the costs billed to the school food authority;

B. Contractor will separately identify for each cost submitted for payment to the school food authority the amount of that cost that is allowable (can be paid from the nonprofit school food service account) and the amount that is unallowable (cannot be paid from the nonprofit school food service account); or (B) Contractor will exclude all unallowable costs from its billing documents and certify that only allowable costs are submitted for payment and records have been established that maintain the visibility of unallowable costs, including directly associated costs in a manner suitable for contract cost **AEPA IFB #018 Part C Member Agency** 

determination and verification;

C. Contractor's determination of its allowable costs will be made in compliance with the applicable

Departmental and Program regulations and Office of Management and Budget cost circulars;

D. Contractor will identify the amount of each discount, rebate and other applicable credit on bills and invoices presented to the school food authority for payment and individually identify the amount as a discount, rebate, or in the case of other applicable credits, the nature of the credit;

E. Contractor must identify the method by which it will report discounts, rebates and other applicable credits allocable to the contract that are not reported prior to conclusion of the contract; and F. Contractor must maintain documentation of costs and discounts, rebates and other applicable credits, and must furnish such documentation upon request to the school food authority, the State agency, or the Department.

B. Additional Member Agency Terms and Conditions for Construction Products and Services

The Contractor and subcontractors shall pay all laborers, workmen and mechanics performing work under this contract not less than the rate of wages set forth in the prevailing wage schedule incorporated in the contract conditions as determined by the Kentucky Department of Labor in accordance with the provisions of KRS 337.505 through KRS337.550. Bidders are informed that construction contracts of the Commonwealth of Kentucky and political subdivisions are not exempt from the provisions of the Kentucky Sales and/or Use Tax. Current sales and/or Use Tax shall be provided for and included in the bid amount as no adjustments will be permitted nor made after receipt of bids.

1. It should be noted that where performance bonds are required, it should include both performance and payment bonds. 2. State Prevailing Wages shall apply for projectsof\$250,000.00ormore, or Davis Bacon wages (when federal funds are utilized) if higher than State Prevailing Wages.

3. All work shall be in accordance with necessary approvals from the Kentucky Department of Housing, Buildings and Construction and the Kentucky Building Code.

4. All processes of the project comply with 702 KAR 4:160, the Capital Construction Process, including necessary approvals from the Kentucky Department of Education.

5. Performance and payment bond on AIA document 312 must be provided for all projects that exceed \$25,000.(Also provide that the Surety shall comply with state requirements.)

6. In accordance with 702 KAR 4:160, AIA and KDE documents be utilized on all projects including but limited to: AEPA IFB #021 Part C Member Agency Terms & Conditions Page 20

a. A 101 Standard form of Agreement between Owner and Contractor (including KDE amendments)
b. A201 General Conditions of the Standard Form of Agreement between Owner and Contractor (including KDE amendments)

c. AIA A701 Instructions to bidders, with KDE amendment and KDE Form of proposal (may require editing AEPA instructions to bidders to eliminate conflicts).

d. KDE purchase Order (for direct purchase of materials with tax number, to exempt materials from state sales tax)

e. If applicable, where architectural services are provided by the Owner, Form B141, Standard Form of Agreement between Owner and Architect

7. Architectural services shall be provided in accordance with KRS 322.360 and other relevant Kentucky Revised Statutes by the vendor or the Owner at the Owner's preference.

C. Procedure for Processing Orders Once the award is made to the Contractor/vendor, GRREC and Kentucky's other cooperatives will inform their members (school districts and other entities) of the contract by: 1) including the contract in the Current Bids section on their websites and 2) publishing the contract information in catalogs disseminated to all members. A list of members, contact names, addresses and phone numbers is made available to the Contractor. At this point the Contractor/vendor contacts the members and members may contact the Contractor/vendor. When the member identifies a product or service, it will issue a purchase order for that item to the vendor. The vendor's price will include a two percent (2%) administrative fee that the vendor will collect from the member and remit to GRREC on a quarterly basis. Municipal and county governments, and other governmental, quasigovernmental, or nonprofit organization price will reflect a two percent (2%) administrative fee. On the occasion that an AEPA contract awarded by Kentucky is utilized by public school and public non-school entities in other states, purchases in these instances will also reflect a two percent (2%) administrative fee. The vendor will also compile and provide to GRREC a quarterly report showing all purchases made by Kentucky members (with specific detail as to what purchases were made by which members) under this contract. Further, if no purchases are made in any given quarter, the Vendor shall remit a "No Activities" statement to GRREC for that quarter. The vendor will also produce and provide to GRREC an annual summary report for all purchases made under this contract for a period of beginning with the award of the contract through December 31st and all consecutive annual periods if contract is extended. The vendor will make all administrative fee payments to the GRREC by the 15th of the month following the end of the quarter (i. e. April 15th, July 15th, October 15th and January 15th). All checks are to be made payable to GRREC and sent to GRREC, 230 Technology Way, Bowling Green, KY 42101 and Attention: Bids Coordinator. GRREC may designate another agent for collecting an administrative fee that will be negotiated with vendor for e-commerce transaction. GRREC will share information from the quarterly and annual reports and distribute the administrative fee among the other KY Educational Cooperatives according to membership.

D. Members Purchasing under the Agency: Currently there are 8 Bidding Cooperatives in Kentucky and all are participating in this invitation through GRREC's solicitation. There are 170+ independent and county school districts and all are eligible for

membership in a Bidding Cooperative and approximately 98% of the districts are members of one of the cooperatives. No district is obligated to use these services. Additional members may include other public educational institutions in the state, public colleges or universities, community colleges, vocational or technical schools, municipal and county governments, and other governmental, quasi- g o v e r n m e n t a l or non- profit organizations. Kentucky currently shares its AEPA contracts with the following states: AL, LA, MS, NC, SC, and TN. Only those districts or institutions listed on an approved Bidding Cooperative membership list are eligible to purchase under these contracts. This list may change during the contract period

# 11. Massachusetts, The Education Cooperative

This Commonwealth Terms and Conditions form is jointly issued by the Executive Office for Administration and Finance (ANF), the Office of the Comptroller (CTR) and the Operational Services Division (OSD) for use by all Commonwealth of Massachusetts ("State") Departments and Contractors. *Any changes or electronic alterations by either the Department or the Contractor to the official version of this form, as jointly published by ANF, CTR and OSD, shall be void.* Upon execution of these Commonwealth Terms and Conditions by the Contractor and filing as prescribed by the Office of the Comptroller, these Commonwealth Terms and Conditions will be incorporated by reference into any Contract for Commodities and Services executed by the Contractor and any State Department, in the absence of a superseding law or regulation requiring a different Contract form. Performance shall include services rendered, obligations due, costs incurred, commodities and deliverables provided and accepted by the Department, programs provided or other commitments authorized under a Contract. A deliverable shall include any tangible product to be delivered as an element of performance under a Contract. The Commonwealth is entitled to ownership and possession of all deliverables purchased or developed with State funds. Contract shall mean the Standard Contract Form issued jointly by ANF, CTR and OSD.

**1.** <u>Contract Effective Start Date</u>. Notwithstanding verbal or other representations by the parties, or an earlier start date indicated in a Contract, the effective start date of performance under a Contract shall be the date a Contract has been executed by an authorized signatory of the Contractor, the Department, a later date specified in the Contract or the date of any approvals required by law or regulation, whichever is later.

**2**. *Payments And Compensation.* The Contractor shall only be compensated for performance delivered and accepted by the Department in accordance with the specific terms and conditions of a Contract. All Contract payments are subject to appropriation pursuant to M.G.L. C. 29, §26, or the availability of sufficient non-appropriated funds for the purposes of a Contract, and shall be subject to intercept pursuant to M.G.L. C. 7A, §3 and 815 CMR 9.00. Overpayments shall be reimbursed by the Contractor or may be offset by the Department from future payments in accordance with state finance law. Acceptance by the Contractor of any payment or partial payment, without any written objection by the Contractor, shall in each instance operate as a release and discharge of the State from all claims, liabilities or other obligations relating to the performance of a Contract.

**3.** <u>Contractor Payment Mechanism</u>. All Contractors will be paid using the Payment Voucher System unless a different payment mechanism is required. The Contractor shall timely submit invoices (Payment Vouchers - Form PV) and supporting documentation as prescribed in a Contract. The Department shall review and return rejected invoices within fifteen (15) days of receipt with a written explanation for rejection. Payments shall be made in accordance with the bill paying policy issued by the Office of the Comptroller and 815 CMR 4.00, provided that payment periods listed in a Contract of less than forty-five (45) days from the date of receipt of an invoice shall be effective only to enable a Department to take advantage of early payment incentives and shall not subject any payment made within the forty-five (45) day period to a penalty. The Contractor Payroll System, shall be used only for "Individual Contractors" who have been determined to be "Contract Employees" as a result of the Department's completion of an Internal Revenue Service SS-8 form in accordance with the Omnibus Budget Reconciliation Act (OBRA) 1990, and shall automatically process all state and federal mandated payroll, tax and retirement deductions.

**4.** <u>Contract Termination Or Suspension</u>. A Contract shall terminate on the date specified in a Contract, unless this date is properly amended in accordance with all applicable laws and regulations prior to this date, or unless terminated or suspended under this Section upon prior written notice to the Contractor. The Department may terminate a Contract without cause and without penalty, or may terminate or suspend a Contract if the Contractor breaches any material term or condition or fails to perform or fulfill any material obligation required by a Contract, or in the event of an elimination of an appropriation or availability of sufficient funds for the purposes of a Contract, or in the event of an unforeseen public emergency mandating immediate Department action. Upon immediate notification to the other party, neither the Department nor the Contractor shall be deemed to be in breach for failure or delay in performance due to Acts of God or other causes factually beyond their control and without their fault or negligence. Subcontractor failure to perform or price increases due to market fluctuations or product availability will not be deemed factually beyond the Contractor's control.</u>

**5.** <u>*Written Notice*</u>. Any notice shall be deemed delivered and received when submitted in writing in person or when delivered by any other appropriate method evidencing actual receipt by the Department or the Contractor. Any written notice of termination or suspension delivered to the Contractor shall state the effective date and period of the notice, the reasons for the termination or suspension, if applicable, any alleged breach or failure to perform, a reasonable period to cure any alleged breach or failure to perform, if applicable, and any instructions or restrictions concerning allowable activities, costs or expenditures by the Contractor during the notice period.

**6.** <u>Confidentiality</u>. The Contractor shall comply with M.G.L. C. 66A if the Contractor becomes a "holder" of "personal data". The Contractor shall also protect the physical security and restrict any access to personal or other Department data in the Contractor's possession, or used by the Contractor in the performance of a Contract, which shall include, but is not limited to the Department's public records, documents, files, software, equipment or systems.

7. <u>Record-keeping And Retention, Inspection Of Records.</u> The Contractor shall maintain records, books, files and other data as specified in a Contract and in such detail as shall properly substantiate claims for payment under a Contract, for a minimum retention period of seven (7) years beginning on the first day after the final payment under a Contract, or such longer period as is necessary for the resolution of any litigation, claim, negotiation, audit or other inquiry involving a Contract. The Department shall have access, as well as any parties identified under Executive Order 195, during the Contractor's regular **AEPA IFB #018 Part C Member Agency** 

business hours and upon reasonable prior notice, to such records, including on-site reviews and reproduction of such records at a reasonable expense.

**8.** <u>Assignment.</u> The Contractor may not assign or delegate, in whole or in part, or otherwise transfer any liability, responsibility, obligation, duty or interest under a Contract, with the exception that the Contractor shall be authorized to assign present and prospective claims for money due to the Contractor pursuant to a Contract in accordance with M.G.L. C. 106, §9-318. The Contractor must provide sufficient notice of assignment and supporting documentation to enable the Department to verify and implement the assignment. Payments to third party assignees will be processed as if such payments were being made directly to the Contractor and these payments will be subject to intercept, offset, counter claims or any other Department rights which are available to the Department or the State against the Contractor.

**9**. *Subcontracting By Contractor.* Any subcontract entered into by the Contractor for the purposes of fulfilling the obligations under a Contract must be in writing, authorized in advance by the Department and shall be consistent with and subject to the provisions of these Commonwealth Terms and Conditions and a Contract. Subcontracts will not relieve or discharge the Contractor from any duty, obligation, responsibility or liability arising under a Contract. The Department is entitled to copies of all subcontracts and shall not be bound by any provisions contained in a subcontract to which it is not a party.

**10.** *Affirmative Action, Non-Discrimination In Hiring And Employment.* The Contractor shall comply with all federal and state laws, rules and regulations promoting fair employment practices or prohibiting employment discrimination and unfair labor practices and shall not discriminate in the hiring of any applicant for employment nor shall any qualified employee be demoted, discharged or otherwise subject to discrimination in the tenure, position, promotional opportunities, wages, benefits or terms and conditions of their employment because of race, color, national origin, ancestry, age, sex, religion, disability, handicap, sexual orientation or for exercising any rights afforded by law. The Contractor commits to purchasing supplies and services from certified minority or women-owned businesses, small businesses or businesses owned by socially or economically disadvantaged persons or persons with disabilities.

**11.** <u>Indemnification.</u> Unless otherwise exempted by law, the Contractor shall indemnify and hold harmless the State, including the Department, its agents, officers and employees against any and all claims, liabilities and costs for any personal injury or property damages, patent or copyright infringement or other damages that the State may sustain which arise out of or in connection with the Contractor's performance of a Contract, including but not limited to the negligence, reckless or intentional conduct of the Contractor, its agents, officers, employees or subcontractors. The Contractor shall at no time be considered an agent or representative of the Department or the State. After prompt notification of a claim by the State, the Contractor shall have an opportunity to participate in the defense of such claim and any negotiated settlement agreement or judgment. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph. Any indemnification of the Contractor shall be subject to appropriation and applicable law.

**12**. <u>*Waivers.*</u> Forbearance or indulgence in any form or manner by a party shall not be construed as a waiver, nor in any way limit the legal or equitable remedies available to that party. No waiver by either party of any default or breach shall constitute a waiver of any subsequent default or breach.

**13.** <u>*Risk Of Loss.*</u> The Contractor shall bear the risk of loss for any Contractor materials used for a Contract and for all deliverables, Department personal or other data which is in the possession of the Contractor or used by the Contractor in the performance of a Contract until possession, ownership and full legal title to the deliverables are transferred to and accepted by the Department.

**14.** <u>Forum, Choice of Law And Mediation.</u> Any actions arising out of a Contract shall be governed by the laws of Massachusetts, and shall be brought and maintained in a State or federal court in Massachusetts which shall have exclusive jurisdiction thereof. The Department, with the approval of the Attorney General's Office, and the Contractor may agree to voluntary mediation through the Massachusetts Office of Dispute Resolution (MODR) of any Contract dispute and will share the costs of such mediation. No legal or equitable rights of the parties shall be limited by this Section.

**15.** *Contract Boilerplate Interpretation, Severability, Conflicts With Law, Integration.* Any amendment or attachment to any Contract which contains conflicting language or has the affect of a deleting, replacing or modifying any printed language of these Commonwealth Terms and Conditions, as officially published by ANF, CTR and OSD, shall be interpreted as superseded by the official printed language. If any provision of a Contract is found to be superseded by state or federal law or regulation, in whole or in part, then both parties shall be relieved of all obligations under that provision only to the extent necessary to comply with the superseding law, provided however, that the remaining provisions of the Contract, or portions thereof, shall be enforced to the fullest extent permitted by law. All amendments must be executed by the parties in accordance with Section 1. of these Commonwealth Terms and Conditions, and filed with the original record copy of a Contract as prescribed by CTR. The printed language of the Standard Contract Form, as officially published by ANF, CTR and OSD, which incorporates by reference these Commonwealth Terms and Conditions, shall supersede any conflicting verbal or written agreements relating to the performance of a Contract, or attached thereto, including contract forms, purchase orders or invoices of the Contractor. The order of priority of documents to interpret a Contract shall be as follows: the printed language of the Commonwealth Terms and Contract Form, the Department's Request for Response (RFR) solicitation document and the Contractor's Response to the RFR solicitation, excluding any language stricken by a Department as unacceptable and including any negotiated terms and conditions allowable pursuant to law or regulation.

Prior to award, the Contractor must certify under the pains and penalties of perjury that it shall comply with these Commonwealth Terms and Conditions for any applicable Contract executed with the Commonwealth as certified by

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#### their authorized signatory.

# INSTRUCTIONS FOR FILING THE COMMONWEALTH TERMS AND CONDITIONS

A. "Request for Verification of Taxation Reporting Information" form (Massachusetts Substitute W-9 Format), that contains the Contractor's correct TIN, name and legal address information, must be on file with the Office of the Comptroller. If the Contractor has not previously filed this form with the Comptroller, or if the information contained on a previously filed form has changed, please fill out a W-9 form and return it attached to the executed COMMONWEALTH TERMS AND CONDITIONS.

If the Contractor is responding to a Request for Response (RFR), the COMMONWEALTH TERMS AND CONDITIONS must be submitted with the Response to RFR or as specified in the RFR. Otherwise, Departments or Contractors must timely submit the completed and properly executed COMMONWEALTH TERMS AND CONDITIONS (and the W-9 form if applicable) to the: *Payee and Payments Unit, Office of the Comptroller, 9th Floor, One Ashburton Place, Boston, MA 02108* in order to record the filing of this form on the MMARS Vendor File. Contractors are required to execute and file this form only once

# 12. Michigan, Oakland Schools, (OS)

# A. Additional Member Agency <u>General Terms and Conditions that apply for all categories</u>:

# 1. <u>Conflict of Interest</u>

Contractor shall disclose in writing to Buyer any conflicts of interest with Board members, administrators, and or employees of any Participating Entity (as defined below). A conflict of interest may include, but is not limited to, a financial ownership interest in, or employment with Contractor or Subcontractor by a Participating Entity' Board member, administrator, or employee or their family member. A "family member" means a person's spouse or spouse's sibling or child; a person's sibling or sibling's spouse or child; a person's child or child's spouse; or a person's parent or parent's spouse, and includes these relationships as created by adoption or marriage. Determination of the existence of a conflict of interest does not prohibit the Participating Entity from entering into a contract with the Contractor (MCL 380.634; MCL 15.322 et seq).

# 2. Iran Economic Sanctions Act

Public Act 517 of 2012, commonly known as the "Iran Economic Sanctions Act" (the "Act"). The Act provides that beginning April 1, 2013, an "Iran Linked Business" is not eligible to submit a bid on a request for proposal with a "public entity" (OS). The Act also requires that a person that submits a proposal in response to an OS request for proposal must certify to the public entity that it is not an Iran Linked Business. This requirement applies to all requests for proposals issued by OS, and not just to construction projects.

The Act defines an Iran Linked Business as:

a. A person engaging in investment activities in the energy sector of Iran, including a person that provides oil or liquefied natural gas tankers or products used to construct or maintain pipelines used to transport oil or liquefied natural gas for the energy sector of Iran;

b. A financial institution that extends credit to another person, if that person will use the credit to engage in investment activities in the energy sector of Iran.

If the OS determines, using credible information available to the public, that a person or entity has submitted a false certification, OS must provide written notice to the person or entity of its determination and of its intent not to enter into or renew the contract. The notice must include information on how to contest the determination. The notice must also specify that the individual or entity may become eligible for future contracts with the public entity if the activities that caused it to be an Iran Linked Business are ceased.

# 3. <u>Hazardous Materials</u>

If any hazardous chemicals are supplied under a contract/purchase order arising out of this solicitation, a Material Safety Data Sheet (MSDS) shall accompany the delivery of any hazardous chemicals supplied by the Contractor. All MSDS sheets shall be sent to the attention of the Participating Entity. Ref: State of Michigan Act 154, Section 14, P.A. 1974 as amended. Copies of MSDS for all purchased hazardous materials must be provided prior to delivery of any items by the Contractor. Additionally, the MSDS needs to be attached to the invoice and all products delivered must be labeled according to Section 14 of Act 154, of the public Acts of 1974, as amended. Any appropriate products not labeled will be refused and the Contractor will be responsible for additional freight charges. Payment may be withheld until the Participating Entity receives the MSDS.

# 4. Modifications to Contracts

No modifications to a contract/purchase order with a Participating Entity shall be binding upon such Participating Entity unless agreed to in writing signed by an authorized representative of the Participating Entity.

# 5. <u>Governing Law</u>

Any contract arising out of this solicitation shall be governed by and construed under the laws of the State of Michigan. In the event of any legal action to enforce or interpret any contract arising out of <u>this solicitation</u>, the sole and exclusive venue shall <u>be the state or federal court of the local</u> jurisdiction where the Participating Entities located.

# B. Additional Member Agency Terms and Conditions for:

# 1. <u>Non-Construction Products and Services</u>:

All supplies, materials, and equipment sold or leased to Michigan intermediate school districts or K-12 public school districts must be in accordance with MCL 380.623a and 380.1274, respectively. The procurement of supplies, materials and/or equipment in a single transaction costing more than the State of Michigan Competitive Bidding threshold set forth in MCL 380.623a and 380.1274 by an intermediate school districts or K-12 public school districts requires the district to obtain competitive bids and the purchase must be approved by the district's Board of Education.

# 2. Construction Products and Services:

All Contractors understand and agree that the use of AEPA contracts is not intended for use by Michigan intermediate school AEPA IFB #018 Part C Member Agency Page 27 Terms & Conditions

districts or public K-12 school districts for construction, renovation or remodeling projects under MCL 380.1267 and agree to comply with all applicable standards and statutes for said construction projects.

# C. Procedure for Processing Orders:

Once the award is made to a Contractor, OS will inform the Participating Entities and Other Agencies of the award by announcing the award through its general and usual methods of disseminating information.

1. OS follows the AEPA Standard Ordering Process (see Part A, General Terms and Conditions for All Agencies, "Ordering Procedures").

2. Contractors shall be required to pay a two percent (2%) administrative fee (the "Fee") based on the total cost of goods or services purchased, including installation and freight, if applicable. In the event of a lease arrangement, the total Fee for the value of goods leased shall be paid to OS by the Contractor at the front end of the lease. Contractor or its designated authorized reseller(s) shall not include any additional amount corresponding to the Fee in the bid responses or awarded prices.

# D. Agencies Allowed to Purchase under the Member Agency:

OS serves all local school districts located in Oakland County, Michigan. In addition to, and in accordance with the terms and conditions set forth in this solicitation, all **public school districts**, **private schools**, **public school academies**, **intermediate school districts colleges**, **universities**, **counties**, **cities**, **townships**, **villages**, **and non-profit organization** in the State of Michigan shall be permitted to use AEPA solicitations approved by OS.

It should be clearly understood that OS is assisting these Participating Entities as a service to procure selected supplies, materials and equipment and services desired by the Participating Entity. Both the Contractor and any Participating Entity using this solicitation agree that the OS makes no representation that use of this solicitation by any Participating Entity is, in fact, in compliance with rules, regulations, policy or procedures of the Participating Entity. In this regard, the OS strongly suggests that, at a minimum, the Contractor and any Participating Entity considering such use consult with their own legal counsels before doing so. All Participating Entities using AEPA solicitations shall be responsible for adhering to their own applicable rules, regulations, policies, procedures and state statutes, etc., which may govern the use of cooperative purchasing contracts within their respective jurisdictions.

# 13. Minnesota, Cooperative Purchasing Connection (CPC)

1. General Terms and Conditions that apply for all categories

- a. **Governing Law:** The laws of the State of Minnesota govern all contracts resulting from this IFB. Each provision of law and clause required by law to be included in a contract shall be deemed to be inserted herein and the contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction.
- b. **Governing Venue:** The resulting contract award shall be deemed to have been made and performed in Otter Tail County, Minnesota. For venue, all legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Otter Tail County, Minnesota.
- c. **Hazardous Substances:** All hazardous products purchased by members shall include a Safety Data Sheet (SDS) with the delivery.
- d. Lease and Rental Agreements: The Vendor may allow participating agencies to enter into a rental, lease, or leasepurchase agreements, providing such agreements comply with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Vendor and the participating agency. The Vendor agrees that leases will comply with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications. The Vendor should attempt to work with CPC's current leasing vendor. Note, the current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the Vendor be required to utilize their own financial leasing company, this should be noted/requested as an exception. In the event of a lease, the total administrative fee for the value of goods shall be paid to CPC by the vendor at the front end of the lease. CPC reserves the right to review all purchase orders, lease documents and invoices to ensure contract compliance.
- e. **Marketing and Promotion:** Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its websites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings regularly. CPC may assist in the development of these materials if requested by the Vendor, but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC website. Any web page or link, or other marketing tools shall be dedicated to CPC information only.
- f. Non-Discrimination: Any resulting contract for on or behalf of participating agencies, said Vendor agrees to:
  - i. That, in the hiring of common or skilled labor for the performance of any work under any contract, or any subcontract, no contractor, material supplier, or vendor, shall, because of race, creed, or color, discriminate against the person or persons who are citizens of the United States or resident aliens who are qualified and available to perform the work to which the employment relates;
  - ii. That no contractor, material supplier, or vendor, shall, in any manner, discriminate against, or intimidate, or prevent the employment of any person or persons identified in clause (1) of this section, or on being hired, prevent, or conspire to prevent, the person or persons from the performance of work under any contract on account of race, creed, or color;
  - iii. That a violation of this section is a misdemeanor; and
  - iv. That this contract may be canceled or terminated by the state, county, city, town, school board, or any other person authorized to grant the contracts for employment, and all money due, or to become due under the contract, shall be forfeited for a second or any subsequent violation of the terms or conditions of this contract.
- g. **Participating Agency:** A participating agency shall be defined under Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11 and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, nonprofit organization, or other entity contracted to conduct business on behalf of a participating agency provided that they are required to follow state and local procurement regulations.
- h. **Prompt Payment:** Participating Agencies will follow M.S. §471.425 regarding prompt payment of local government bills.
- i. **Substance Use and Conduct:** All Vendor partners and subcontractors must adhere to local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on a participating agencies' premises.
- j. **Vendor Orientation (CPC 101):** The Vendor and their participating resellers/sub-contractors will be required to participate in an online training session that is designed to educate the Vendor and resellers/sub-contractors on the purpose and nature of CPC. The Vendor will not be marketed to participating agencies until they have completed the vendor orientation session.

# 2. Additional Participating Agency Terms and Conditions for Non-Construction Products and Services

If requested by CPC, the contracted vendor will work with CPC to develop an order form, or order forms, containing the most

commonly purchased items, that CPC can utilize to market the contracted vendor to its participating agencies.

# 3. Additional Participating Agency Terms and Conditions for Construction Related Products and Services

Upon acceptance and approval of the Vendor's offer by AEPA, CPC will independently consider the offer and conduct a conference call with the Vendor to determine if the Vendor can meet the requirements for construction- related products and services and to enter and execute a contract in the state of Minnesota. The contracted vendor will be required to work with CPC's participating agencies and require that an architect's signature or certification is noted on the specifications as required by **Minnesota Statute §326.12 subd. 3**. With certain exceptions, **Minnesota Rules part 1800.5200**, **subpart 1**, requires a licensed architect or engineer to prepare and certify specifications for building alterations or renovations. Once CPC and the Vendor can confirm that business can be conducted in Minnesota, CPC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction-related projects, products, and services, the contracted vendor must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

**Performance Bond** *(for construction and/or installation related projects)*: Performance bonds will be required on all projects valued at fifty-thousand dollars (\$50,000) or more in Minnesota and North Dakota and, twenty-five thousand dollars (\$25,000) or more in South Dakota. All performance bonds will be issued by a corporate surety authorized to do business in the state in which the work will be conducted and by a surety listed in the US Treasury Circular 570. Performance bonds will be posted by the Vendor and submitted to the specific participating agency for the assigned project. Should the contract be the result of a piggyback agreement, performance bonds will reflect each state's bonding requirements.

The Vendor will execute a performance bond in an amount equal to one hundred percent (100%) of the value specified in the contract between the participating agency and the Vendor unless the participating agency requires less to be posted. This bond will protect all persons supplying labor and material to the Vendor for the performance of the work provided in the contract. Subcontractors who may work on the contract may have to provide the Vendor with a performance bond. If the contract price increases after the bond is provided, the participating agency may consider obtaining additional bonds from the Vendor.

The Vendor will deliver the performance bond to the eligible participating agency at the time the contract is executed between the agency and the Vendor. <u>Work will not commence between the Vendor and the eligible participating agency until the performance bond is received by the participating agency and a copy has been sent to CPC via email (info@purchasingconnection.org)</u>. The Vendor will be responsible for providing CPC with a copy of all contracts and bonds following CPC purchasing procedures. Should the Vendor fail to satisfactorily perform the contract, the bonding company that provided the performance bond will be required to pay the dollar amount of the bond to the participating agency.

It is the Vendor's responsibility to ensure that they can obtain the required bonding for all construction products based on an awarded contract arising from this solicitation. <u>Payment will not be issued for any project for which the required bonds have not been received.</u>

With said construction based project, the participating agency may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this solicitation and resulting Master Contract Agreement (i.e. project timeline, completion dates, progress payments, delivery requirements, invoice requirements, etc.). Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Vendor and the participating agency. CPC, its agents, members, and employees shall not be a party to any claim for breach of such agreement.

**4. Insurance:** The Vendor shall purchase, maintain and <u>provide</u> certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor shall provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. Respondents shall provide a statement of insurance from the issuing company or their authorized agent with their proposal. The Vendor shall meet the following requirements:

- 1. Commercial General Liability: \$1,000,000 each occurrence, \$500,000 annual aggregate
- 2. Automobile Liability: \$1,000,000 each occurrence
- 3. Workers Compensation: \$100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. The Vendor shall provide the COI with their submission.

5. Procedure for Contract Award, Notification and Processing Orders AEPA IFB #018 Part C Member Agency Page 30 Terms & Conditions Once the award is recommended by the AEPA Review Committee, CPC considers the recommendation based on the value of the potential contract for its participating agencies. Participating agency is defined as any city, county, public or private educational agency, nonprofit or governmental agency that is a participant of CPC. In the event of an award by the Board of Directors, CPC will inform its members of the award and contract by the following methods along with contract instructions and ordering process.

- a. The contract is listed and promoted on the CPC website (www.purchasingconnection.org).
- b. Announcing the award in CPC newsletters.
- c. CPC will publish the contract and marketing information through a hard copy marketing flier and electronic email. Contracts are promoted through PDF and a hard copy product catalog distributed at statewide trade shows and agency meetings regularly. CPC will require a marketing flyer, brochure, or other similar marketing pieces, in an editable, electronic format, from each vendor promoting the available contract with the vendor, and/or a web page or link. CPC may assist in the development of the marketing flier and material (if requested by the vendor), but in all cases shall have the authority to review and approve any marketing materials. If a web site is used, the link will be made available from the CPC web page. Any web page or link, or other marketing tools shall be dedicated to AEPA information only.
- d. When the member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative fee in the quoted price. The administrative fee shall be based upon the total cost of goods and/or services including installation costs. The administrative fee shall not be listed as a separate line item on the quote. When a member decides to purchase through the CPC-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on
  - i. The total cost of goods, service, and installation, including the 2% administrative fee.
  - ii. Notification will be made to the vendor in the event the purchase order is not in compliance with the contract and adjustments will be made at that time. CPC and the Vendor will mutually resolve any issues concerning past purchases. The purchase orders are to continue to be processed and viewed as approved unless notified by CPC otherwise. All sales and transactions may continue without delay or in anticipation of the CPC purchase order verification.
  - iii. Once all the items and services on the purchase order have been delivered to the member completely and satisfactorily, the Vendor then files a copy of the final invoice, which is available to CPC by request in support of the quarterly sales summary. The invoice is to be marked "Copy".
  - iv. The Vendor makes all deliveries and installations of products and services. CPC does not warehouse items or provide installation services.
  - v. This administrative fee is to be paid by the vendor to CPC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to CPC a sales report, in Excel format, listing the following information:
    - 1. Name of purchasing agency
    - 2. Address of purchasing agency (city, state, zip code)
    - 3. Date of purchase
    - 4. Invoice number
    - 5. Amount of purchase
    - 6. Administrative fee generated by sale
    - 7. Savings generated by sale

This report shall include all sales made and payments received by the vendor in said quarter. The sales report shall be emailed to Melissa Mattson at **mmattson@lcsc.org** and copied to Lori Mittelstadt at **lmittelstadt@lcsc.org**. Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to CPC for completion. ACH remittance notification must be sent to the individual indicated on the ACH enrollment/authorization form prior to ACH payment. If mailing a check, the payment shall be delivered to Melissa Mattson, CPC, 1001 East Mt. Faith, Fergus Falls, MN 56537. The check shall be made out to Lakes Country Service Cooperative.

- vi. CPC requires that all participating vendors offer the contract opportunity to all CPC participating agencies.
- 6. **Express Online Marketplace:** CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies can search for and purchase items. Essentially, Express is a one-stop-shop for many of CPC's commodity-based contracts. The Vendor does not have to have an e-commerce site to be included in Express. Express offers integration into two (2) of the main K-12 school financial systems in Minnesota. CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. CPC will work with the Vendor to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express promptly as outlined in the solicitation.

# 14. Missouri, EducationPlus (EDPLUS) [Formerly Cooperating School Districts of the Greater St. Louis Area (CSD)

# A. Additional Agency Terms and Conditions

Lease and Rentals: Vendor may allow EDPLUS members to enter into rental, lease, or lease purchase agreements, providing such agreements are in compliance with Missouri statutes and State Department of Education policies, rules and regulations. EDPLUS must receive a copy of the executed leasing documents prior to processing a purchase order. EDPLUS will not collect lease payments. Bidder agrees that leases will be in compliance with the Uniform Commercial Code. All terms of leasing must be included in the proposal, with interest rates described as related to a government standard. Bidder must indicate in its response to this solicitation if the shipping costs for the return of leased or rented equipment are the responsibility of the EDPLUS member, and what that cost will be. No sale of a contract to a third party will be made without first informing EDPLUS and the EDPLUS member of the sale. If Bidder sells a lease contract to a third party, the cost of return must not be greater than the cost of return to the original vendor. A 2% administrative fee must be included in the lease cost based on the total value of the goods purchased. This fee is referred to under ordering process.

# B. Procedure for Processing Orders

(1.) Once the award is made to the vendor, EDPLUS will inform its members (and non-members eligible to purchase from EDPLUS) of the contract by announcing the award in its periodic newsletter and other EDPLUS presentations as well as regular electronic communications.

(2.) EDPLUS may require a marketing flier from each vendor promoting the contract and AEPA relationship. EDPLUS will assist in the development of the marketing flier and material. This flier will be for distribution as well as posting on the EDPLUS website and disseminated to potential customers. Note: EDPLUS requires the awarded vendor to take ownership and actively promote the contract in cooperation with EDPLUS to all qualified customers.

(3.) When the member identifies a desired product or service as available through the AEPA contract and makes a purchase on the EDPLUS online Marketplace or agrees on price as presented to the member by the awarded AEPA vendor, the member then issues to the vendor a purchase order for that item or service.

(4.) The purchase order must include an additional two percent (2%) administrative fee in the total cost, based on the total cost of goods and service including installation and freight if applicable. This fee is to be forwarded by the vendor to EDPLUS after the sale and payment is made to vendor. Payment shall be made to EDPLUS on a quarterly basis along with complete sales history during that period.

(5.) Vendor makes all deliveries and installations of products and services. EDPLUS does not warehouse items nor provide services.

(6.) All participating vendors agree to and are subject to audit proceedings of AEPA member sales.

# C. <u>Members Purchasing Under the Agency</u>

We take great pride in the fact that EducationPlus is providing a complete line of purchasing services to our 50+ member school districts and hundreds of additional school districts, educational institutions, and nonprofit organizations throughout Missouri and Illinois. EducationPlus was created in 1928 with its primary focus aimed at improving educational opportunities for all students. Our goal is to promote efficient use of educational dollars, and simultaneously provide an ongoing market for those vendors doing business with EducationPlus. EducationPlus serves schools and political subdivisions in Missouri and Illinois.

# D. Governing Law

**MO. REV. STAT. §70.220. 1.** Any municipality or political subdivision of this state, as herein defined, may contract and cooperate with any other municipality or political subdivision, or with an elective or appointive official thereof, or with a duly authorized agency of the United States, or of this state, or with other states or their municipalities or political subdivisions, or with any private person, firm, association or corporation, for the planning, development, construction, acquisition or operation of any public improvement or facility, or for a common service; provided, that the subject and purposes of any such contract or cooperative action made and entered into by such municipality or political subdivision shall be within the scope of the powers of such municipality or political subdivision.

# 15. Montana, Montana Cooperative Services (MCS)

1. General Standards: Purchases by public entities in excess of \$80,000 are subject to public bid; purchases under this amount are subject to requirements of public contracts. See Sections 7-5-230 I and 7- 5-2304, Montana Code Annotated (Counties); Sections 7-5-4302 and 7-5-4303, Montana Code Annotated (Municipalities).

Note: purchases of less than \$80,000 are not subject to public bid requirements, which provides local government entities with considerable flexibility to make purchases. Public bidding requirements do not appear to prohibit local government entities who are members of AEPA or MCS from soliciting bids from approved vendors for purchases in excess of \$80,000.

2. Local Government Cooperative Purchasing Authority: Local governments may also elect to purchase cooperatively through the Montana Department of Administration in lieu of soliciting their own bids. 51 A.G. Op. 15 (2006). Procurement by government entities generally falls within the Montana Procurement Act, Section 18-4-101, MCA, et seq.

a. Local Governments are authorized to adopt and implement the rules and standards of the Act:

18-4-124. Local government adoption of procu rement provisions -- alternative project delivery contracts. (1) A pol itical subdivision or school district may adopt any or all parts of this chapter and the accompanying rules promulgated by the department.

b. Local governmental entities and school districts are specifically authorized to purchase cooperatively in the public interest:

18-4-401. Definitions. As used in this pail, the following definitions apply:

(1) "Cooperative purchasing" means procurement conducted by or on behalf of more than one public procurement uni t.

(2) "Local public procurement unit" means a county, city, town, or other subdivision of the state or a public agency of any such subdivision; public authority; educational, health, or other institution; to the extent provided by law, any other entity that expends public funds for the procurement of supplies and services; and any non profit corporation operating a charitable hospital.

(3) "Public procurement unit" means a local or state public procurement unit of this or any other state, including an agency of the United States, or a tribal procurement unit.

(4) "State public procurement unit" means a state depa11ment, agency, or official that expends public funds for the procurement of supplies and services.

(5) "Tribal procurement unit" means a tribal government, tribal entity, or official of a tribal government located in Montana that expends tribal funds or fonds administered by a tribe for the procurement of supplies and services to the extent provided by tribal or federal law.

18-4-402. Cooperative purchasing authorized. The depa11ment may participate in, sponsor, conduct, or administer a cooperative purchasing agreement for the procurement of any supplies or services with one or more public procurement units in accordance with an agreement entered into between the pa11cipants independent of the requirements of part 3. Cooperative purchasing may include purchasing through federal supply schedules of the United States general services administration, joint or multiparty contracts

between public procurement units, open-ended state public procurement unit contracts that are made available to local public procurement units, and competitive contracts established by for-profit, not-for- profit, or nonprofit cooperative entities. (emphasis added).

Note: Cooperative purchasing by local governmental entities may require entering into an agreement with the Montana Department of Administration. This requirement does not appear to preclude local entities from participating as members of purchasing groups.

c. Local governmental entities are authorized to enter agreements with each other in order to purchase cooperatively.

7-11-104. Authorization to create interlocal agreements -- issuance of bonds for joint construction -- hiring of teacher, specialist, or superintendent. One or more public agencies may contract with any one or more other public agencies to perform any administrative service, activity, or undertaking or to participate in the provision or maintena nce of any public infrastructure facility, project, or service, including the issuance of bonds for the joint construction of a facility under 20-9-404, the hiring of a teacher or specialist under 20-4-201 or a superintendent under 20-4-401, or the hiring of or contracting with any other professional person licensed under Title 37, that any of the public agencies entering into the contract is authorized by law to perform. The contract must be authorized and approved by the governing body of each party to the contract. The contract must outline fully the purposes, powers, rights, obligations, and responsi bilities of the contracting parties. (emphasis added).

**3.** School and school district cooperative purchasing authority: Schools and school districts are specifically authorized to purchase cooperatively utilizing qualifying purchasing entities:

"A [school] district may enter into a cooperative purchasing contract for the procurement of supplies or services with one or more districts. A district participating in a cooperative purchasing group may purchase supplies and senrices through the group without complying with the provisions of [soliciting public bids and awarding a contract] if the cooperative purchasing group has a publicly available master list of items available with pricing included and provides an opportunity at least twice yearly for any vendor, including a Montana vendor, to compete, based on a lowest responsible bidder standard, for inclusion of the vendor's supplies and services on the cooperative purchasing group's master list." Section 20-9-204(4), Montana Code Annotated (emphasis added).

Note: Montana's AEPA member, Montana Cooperative Services, meets all of the statutory requirements of Section 20-9-204(4), MCA, with respect to cooperative purchasing groups.

Cooperative purchasing is another tool in the bag for local governmental entities, including school districts, to acquire services and supplies at better prices than may otherwise be available. Membership in MCS provides access to AEPA-approved vendors as well as in-state suppliers who have been carefully vetted for reliability and quality.

Disclaimer: The above discussion is for informational purposes only and does not constitute legal advice.

# 16. North Dakota, North Dakota Educators Service Cooperative (NDESC)

- 1. General Terms and Conditions that apply for all categories
  - a. **Governing Law:** The laws of the State of North Dakota govern all contracts resulting from this IFB. Each provision of law and clause required by law to be included in a contract shall be deemed to be inserted herein and the contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction.
  - b. **Governing Venue:** The resulting contract award shall be deemed to have been made and performed in Cass County, North Dakota. For venue, all legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Cass County, North Dakota.
  - c. **Hazardous Substances:** All hazardous products purchased by members shall include a Safety Data Sheet (SDS) with the delivery.
  - d. Lease and Rental Agreements: The Vendor may allow participating agencies to enter into a rental, lease, or leasepurchase agreements, providing such agreements comply with North Dakota Statutes and guidelines. NDESC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. NDESC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Vendor and the participating agency. The Vendor agrees that leases will comply with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications. The Vendor should attempt to work with NDESC's current leasing vendor. Note, the current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the Vendor be required to utilize their own financial leasing company, this should be noted/requested as an exception. In the event of a lease, the total administrative fee for the value of goods shall be paid to NDESC by the vendor at the front end of the lease. NDESC reserves the right to review all purchase orders, lease documents and invoices to ensure contract compliance.
  - e. **Marketing and Promotion:** Upon award and completion of the vendor orientation, NDESC will promote the contract opportunity via its websites. NDESC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings regularly. NDESC may assist in the development of these materials if requested by the Vendor, but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the NDESC website. Any web page or link, or other marketing tools shall be dedicated to NDESC information only.
  - f. Non-Discrimination: Any resulting contract for on or behalf of participating agencies, said Vendor agrees to:
    - i. That, in the hiring of common or skilled labor for the performance of any work under any contract, or any subcontract, no contractor, material supplier, or vendor, shall, because of race, creed, or color, discriminate against the person or persons who are citizens of the United States or resident aliens who are qualified and available to perform the work to which the employment relates;
    - ii. That no contractor, material supplier, or vendor, shall, in any manner, discriminate against, or intimidate, or prevent the employment of any person or persons identified in clause (1) of this section, or on being hired, prevent, or conspire to prevent, the person or persons from the performance of work under any contract on account of race, creed, or color;
    - iii. That a violation of this section is a misdemeanor; and
    - iv. That this contract may be canceled or terminated by the state, county, city, town, school board, or any other person authorized to grant the contracts for employment, and all money due, or to become due under the contract, shall be forfeited for a second or any subsequent violation of the terms or conditions of this contract.
  - g. **Participating Agency:** A participating agency shall be defined under Chapter 54-40.3 of the North Dakota Century Code, as amended. An eligible agency includes any school, higher education, city, county, other governmental agency, nonprofit organization, or other entity contracted to conduct business on behalf of a participating agency provided that they are required to follow state and local procurement regulations.
  - h. **Substance Use and Conduct:** All Vendor partners and subcontractors must adhere to local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on a participating agencies' premises.
  - i. **Vendor Orientation:** The Vendor and their participating resellers/sub-contractors will be required to participate in an online training session that is designed to educate the Vendor and resellers/sub-contractors on the purpose and nature of NDESC. The Vendor will not be marketed to participating agencies until they have completed the vendor orientation session.

#### 2. Additional Participating Agency Terms and Conditions for Non-Construction Products and Services

If requested by NDESC, the contracted vendor will work with NDESC to develop an order form, or order forms, containing the most commonly purchased items, that NDESC can utilize to market the contracted vendor to its participating agencies. AEPA IFB #018 Part C Member Agency Page 30 Terms & Conditions

# 3. Additional Participating Agency Terms and Conditions for Construction Related Products and Services

Upon acceptance and approval of the Vendor's offer by AEPA, NDESC will independently consider the offer and conduct a conference call with the Vendor to determine if the Vendor can meet the requirements for construction- related products and services, according to <u>Chapter 48-01.2 of the North Dakota Century Code</u>, and to enter and execute a contract in the state of North Dakota. Once NDESC and the Vendor can confirm that business can be conducted in North Dakota, NDESC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction-related projects, products and services, the contracted vendor must also send a duplicate quote to NDESC. The quote provided to NDESC must include the contact information of the participating agency.

**Performance Bond** *(for construction and/or installation related projects)*: Performance bonds will be required on all projects valued at fifty-thousand dollars (\$50,000) or more in North Dakota. All performance bonds will be issued by a corporate surety authorized to do business in the state in which the work will be conducted and by a surety listed in the US Treasury Circular 570. Performance bonds will be posted by the Vendor and submitted to the specific participating agency for the assigned project. Should the contract be the result of a piggyback agreement, performance bonds will reflect each state's bonding requirements.

The Vendor will execute a performance bond in an amount equal to one hundred percent (100%) of the value specified in the contract between the participating agency and the Vendor unless the participating agency requires less to be posted. This bond will protect all persons supplying labor and material to the Vendor for the performance of the work provided in the contract. Subcontractors who may work on the contract may have to provide the Vendor with a performance bond. If the contract price increases after the bond is provided, the participating agency may consider obtaining additional bonds from the Vendor.

The Vendor will deliver the performance bond to the eligible participating agency at the time the contract is executed between the agency and the Vendor. <u>Work will not commence between the Vendor and the eligible participating agency until the performance bond is received by the participating agency and a copy has been sent to NDESC via email (info@purchasingconnection.org)</u>. The Vendor will be responsible for providing NDESC with a copy of all contracts and bonds following NDESC purchasing procedures. Should the Vendor fail to satisfactorily perform the contract, the bonding company that provided the performance bond will be required to pay the dollar amount of the bond to the participating agency.

It is the Vendor's responsibility to ensure that they can obtain the required bonding for all construction products based on an awarded contract arising from this solicitation. <u>Payment will not be issued for any project for which the required bonds have not been received.</u>

With said construction based project, the participating agency may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this solicitation and resulting Master Contract Agreement (i.e. project timeline, completion dates, progress payments, delivery requirements, invoice requirements, etc.). Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Vendor and the participating agency. NDESC, its agents, members, and employees shall not be a party to any claim for breach of such agreement.

- 4. **Insurance:** The Vendor shall purchase, maintain and <u>provide</u> certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of NDESCs individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor shall provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying NDESC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to NDESC. COIs must be updated and sent to NDESC upon insurance coverage renewal. Respondents shall provide a statement of insurance from the issuing company or their authorized agent with their proposal. The Vendor shall meet the following requirements:
  - 1. Commercial General Liability: \$1,000,000 each occurrence, \$500,000 annual aggregate

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- 2. Automobile Liability: \$1,000,000 each occurrence
- 3. Workers Compensation: \$100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. The Vendor shall provide the COI with their submission.

# 5. Procedure for Contract Award, Notification and Processing Orders

Once the award is recommended by the AEPA Review Committee, NDESC considers the recommendation based on the value of the potential contract for its participating agencies. Participating agency is defined as any city, county, public or private

educational agency, nonprofit or governmental agency that is a participant of NDESC. In the event of an award by the Board of Directors, NDESC will inform its members of the award and contract by the following methods along with contract instructions and ordering process.

- a. The contract is listed and promoted on the NDESC website (<u>www.ndesc.org</u>).
- b. Announcing the award in NDESC newsletters.
- c. NDESC will publish the contract and marketing information through a hard copy marketing flier and electronic email. Contracts are promoted through PDF and a hard copy product catalog distributed at statewide trade shows and agency meetings regularly. NDESC will require a marketing flyer, brochure, or other similar marketing pieces, in an editable, electronic format, from each vendor promoting the available contract with the vendor, and/or a web page or link. NDESC may assist in the development of the marketing flier and material (if requested by the vendor), but in all cases shall have the authority to review and approve any marketing materials. If a web site is used, the link will be made available from the NDESC web page. Any web page or link, or other marketing tools shall be dedicated to AEPA information only.
- d. When the member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative fee in the quoted price. The administrative fee shall be based upon the total cost of goods and/or services including installation costs. The administrative fee shall not be listed as a separate line item on the quote. When a member decides to purchase through the NDESC-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on
  - i. The total cost of goods, service, and installation, including the 2% administrative fee.
  - ii. Notification will be made to the vendor in the event the purchase order is not in compliance with the contract and adjustments will be made at that time. NDESC and the vendor will mutually resolve any issues concerning past purchases. The purchase orders are to continue to be processed and viewed as approved unless notified by NDESC otherwise. All sales and transactions may continue without delay or in anticipation of the NDESC purchase order verification.
  - iii. Once all the items and services on the purchase order have been delivered to the member completely and satisfactorily, the Vendor then files a copy of the final invoice, which is available to NDESC by request in support of the quarterly sales summary. The invoice is to be marked "Copy".
  - iv. The Vendor makes all deliveries and installations of products and services. NDESC does not warehouse items or provide installation services.
  - v. This administrative fee is to be paid by the vendor to NDESC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to NDESC a sales report, in Excel format, listing the following information:
    - 1. Name of purchasing agency
    - 2. Address of purchasing agency (city, state, zip code)
    - 3. Date of purchase
    - 4. Invoice number
    - 5. Amount of purchase
    - 6. Administrative fee generated by sale
    - 7. Savings generated by sale

This report shall include all sales made and payments received by the vendor in said quarter. The sales report shall be emailed to Jane Eastes at <u>jeastes@lcsc.org</u> and copied to Lori Mittelstadt at <u>lmittelstadt@lcsc.org</u>. Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to CPC for completion. ACH remittance notification must be sent to the individual indicated on the ACH enrollment/authorization form prior to ACH payment. If mailing a check, the payment shall be delivered to Jane Eastes, NDESC, 1001 East Mt. Faith, Fergus Falls, MN 56537. The check shall be made out to Lakes Country Service Cooperative.

- vi. NDESC requires that all participating vendors offer the contract opportunity to all NDESC participating agencies.
- 6. Express Online Marketplace: NDESC provides participating agencies with an online purchasing platform called Express, powered by EqualLevel. Through Express, agencies can search for and purchase items. Essentially, Express is a one-stop-shop for many of NDESC's commodity-based contracts. A Vendor does not have to have an e-commerce site to be included in Express. NDESC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. NDESC will work with the Vendor to determine if the contract agreement is suitable for the online platform. If deemed suitable, NDESC will require integration into Express promptly.

# 17. Nebraska, Educational Service Unit Coordinating Council (ESUCC)

# A. Additional Agency Terms and Conditions

**1) Bid Award Determination:** The bidder hereby agrees to these bidding conditions by virtue of submitting this signed document on or before the Bid Opening date as specified below.

**2)** Natural Gas Contractors: Any bids relating to natural gas shall be based upon an awareness of NEB. REV. STAT. § 75-501, adopted in conformity with Rules, Regulations, and Interpretations of Federal Agencies with authority to regulate pipeline common carriers and interstate commerce.

**3) Performance and Payment Bonds:** Upon execution of a contract between an ESUCC member and the prime contractor for construction or public improvement, performance and payment bonds described above in the AEPA General Terms and Condition shall be provided to the member. Performance and payment bonds between the member and the prime contractor shall be on standard forms. The prime contractor shall deliver copies of both the performance and payment bonds to ESUCC at the time the contract between the member and the prime contractor is executed. All suits for nonpayment or nonperformance shall be filed as allowed under Nebraska law.

**4) Insurance**: Contractors shall secure and keep in force during the term of any awarded agreement the following insurance coverages from insurance companies authorized to do business in Nebraska:

- Commercial general liability, including premises or operations, contractual, and products or completed operations coverages (if applicable), with minimum liability limits of \$1,000,000 per person for any number of claims arising out of a single occurrence and \$5,000,000 for all claims arising out of a single occurrence.
- Automobile liability, including Owned (if any), Hired, and Non-Owned automobiles, with minimum liability limits of \$1,000,000 per person for any number of claims arising out of a single occurrence and \$5,000,000 for all claims arising out of a single occurrence.
- Workers compensation coverage meeting all statutory requirements.

**5) Debarment and Suspension:** Contractors shall comply with Executive Orders 12549 and 12689 as applicable. Contractors may be debarred for a period of two (2) years, unless earlier modified by the Special Awards Committee of ESUCC for any of the following conduct: (a.) Repeatedly not following the bid process. (b.) Repeatedly submitting non-responsive bids. (c.) Any behavior, which has as its effect injuring the integrity of the bid process. (d.) Failure to deliver goods pursuant to a successful bid. (e.) Repeated lack of acceptable handling and delivery of goods pursuant to a successful bid. (f.) Repeatedly not meeting delivery deadlines. (g.) Repeated failure to timely rectify damages of goods, or shortages of goods when it is the responsibility of the contractor to take such action. (h.) Conviction of a crime of dishonesty. (i.) Debarment or suspension by any agency or

Federal Agency by the contractor or any of its key employees. (j.) Other conducts which materially and adversely affects the services of ESUCC Cooperative Purchasing program.

**6) Statement Filed:** A bidder who is awarded a contract for any goods or services pursuant to this IFB shall file with ESUCC a statement as required by NEB. REV. STAT. § 73-102.

**7)** Nondiscrimination: The Contractor and all subcontractors, if any, shall not discriminate against any employee or applicant who is to be employed for performance of any awarded bid or agreement with respect to his or her hire, tenure, terms, conditions, or privileges of employment, because of his race, color, religion, sex, disability, or national origin.

**8) Employment Eligibility Verification:** The Contractor shall use a federal immigration verification system to determine the work eligibility status of employees hired on or after October 1, 2009 and who are physically performing services within the State of Nebraska. If the Contractor employs or contracts with any subcontractor in connection with any awarded bid or agreement, the Contractor shall include a provision in the contract requiring the subcontractor to use a federal immigration verification system to determine the work eligibility status of new employees physically performing services within the State of Nebraska.

**9) Federal Funding.** It is understood that purchases may be funded in whole or in part with funds allocated by the Federal government, including the U.S. Department of Education and is therefore subject to those regulations, restrictions, and conditions normally associated with federally funded programs and any other requirements that the state or federal government may prescribe including, but not necessarily limited to, the "Federal Requirements" listed above in the AEPA Terms and Conditions and the following:

- **Lobbying:** The Bidder agrees and understands that under the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352) that Bidders that apply or bid for an award of \$100,000 or more must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352.
- **Patent Rights:** The USDOE's and any other federal agency's requirements and regulations pertaining to patent rights with respect to any discovery or invention which arises or is developed in the course or under this Agreement include, but are not necessarily limited to, 34 CFR Part 80.
- **Copyrights and Right in Data:** The USDOE's and any other federal agency's requirements and regulations pertaining to copyrights and rights in data include, but are not necessarily limited to, 34 CFR Part 80.
- Access to Documents: The Parties and their grantees, the USDOE and/or other federal grantor agency, the

Comptroller General of the United States, or any of their duly authorized representatives shall have access to any books, documents, papers, and records of the Bidder which are directly pertinent to this Agreement for the purpose of making audit, examination, excerpts, and transcriptions.

- **Energy Policy and Conservation Act:** The parties shall comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6201).
- **Buy American:** To the maximum extent practicable, the Bidder will purchase domestic commodities or products produced in the United States or processed substantially using commodities produced in the United States
- **Minority Business Owners**: The ESUCC will contract with minority-owned businesses, women's business enterprises, and labor surplus firms when possible. Steps to ensure compliance with this provision will include:
  - .1 Qualified small, minority, and women's businesses on solicitation lists so that when such businesses are potential vendors, they are included in ESUCC solicitations.
  - .2 Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation for such businesses.
  - .3 Establishing delivery schedules, where requirement permits, which encourage such enterprises
  - .4 Use services of Small Business Administration, Minority Development Agency, or similar state agency to maximize participation.
  - .5 Require prime Bidder, if subcontracts are to be let, to follow the above steps
- **Reporting Notice:** The USDOE's and any other federal agency's requirements and regulations pertaining to reporting include, but are not necessarily limited to, 34 CFR Part 80.
- Work Hours: The parties agree to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5) which requires each contractor to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week.
- **Debarment and Suspension:** The parties agree and understand that under Executive Orders 12549 and 12689 that a contract award (see 2 CFR 180.220) must not be made to any party listed on the government-wide Excluded Parties List System in the System for Award Management (SAM).
- Solid Waste Disposal Act: The parties agree to comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- **Remedies:** Contracts for more than the simplified acquisition threshold (currently set at \$150,000, but is subject to inflation adjustment) must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

**11)** Governing Law and Venue: All bids and contracts shall be governed by and construed in accordance with the laws of the State of Nebraska. The venue for any litigation arising out of or related to a bid or contract will be in any eligible state or federal court of Nebraska.

**12) Public Records:** The Contractor acknowledges that the ESUCC and its affiliated schools and members must comply with NEB. REV. STAT. § 84-712 through § 84-713 and release public records as defined law upon request, which may include any bid documents or contracts and all records created and maintained in relation to them.

**13) Conflict of Interest:** By submitting a proposal, Contractor certifies that there does not now exist any relationship between the Contractor and any person or entity which is or gives the appearance of a conflict of interest related to this Request for Proposal. The Bidder certifies that it shall not take any action or acquire any interest, either directly or indirectly, which will conflict in any manner or degree with the performance of its services hereunder or which creates an actual or appearance of conflict of interest. The Bidder certifies that it will not employ any individual known by Bidder to have a conflict of interest.

The Contractor shall not, at any time, recruit or employ any employee or agent who has worked on the Request for Proposal or project, or who had any influence on decisions affecting the Request for Proposal or project.

The submission of the offer did not involve collusion or other anti-competitive practices. Neither signatory nor any person on his behalf, has not agreed, connived or colluded to produce a deceptive show of competition in the matter of the bidding or award of a contract under this solicitation.

The Contractor, by submitting a bid, certifies that it has not had a contract with education organizations in State of Nebraska

terminated early. If Contractor has had a contract terminated early within the State of Nebraska, Contractor must provide the contract number, along with an explanation of why the contract was terminated early.

Contractor has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer.

Contractor certifies that Contractor and Contractor's employees, officers, and associates directly involved in obtaining contracts with the State of Nebraska, ESUCC, or any subdivision of the state have not been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985

ESUCC may cancel any contract if it is found that gratuities in the form of entertainment, gifts or otherwise, were offered or given by Contractor or any agent or representative of Contractor, to any employee of ESUCC with a view toward securing a contract or with respect to the performance of this contract. Paying the expenses of normal business meals, which are generally made available to all eligible school and government employees, shall not be prohibited by this paragraph. Samples of software, equipment or hardware provided to ESUCC for demonstration or evaluation are not considered gratuities.

# B. Procedure for Processing Orders

ESUCC affiliated schools or members send their purchase orders both directly and electronically to the vendor, the vendor ships directly to the school/member, and direct bills the schools/members the cost of merchandise plus the ESUCC 2% administrative fee. Vendors must provide a quarterly report to ESUCC Cooperative Purchasing. The report will include: Date of sales, school name, ESU affiliation, selling price, list price and savings. The ESUCC Cooperative Purchasing administrative Fee of 2% will accompany each quarterly report.

# C. Members Purchasing Under the Agency

ESUCC represents 17 Educational Service Units statewide who in turn service Nebraska school districts with over 300,000 students. ESUCC is authorized to coordinate purchases for public school districts, nonpublic school systems, other ESUs, and other public agencies, including any county, city, village, school district, or agency of the state government, any drainage district, sanitary and improvement district, or other Municipal Corporation or political subdivision of the State of Nebraska.

# D. Procedure for Processing Orders

All purchase orders will be submitted directly from the purchasing entity to the vendor. ESUCC will not facilitate the processing of purchase orders unless the offering is service related. If it is a service related purchase then the purchase order shall be submitted by ESUCC.

#### E. Agencies Allowed to Purchase under the Member Agency

Purchases through ESUCC contracts are to be primarily for K-12. However other state entities may use the ESUCC contracts. All inquiries to purchase on the behalf of a non-profit group not in state statute or receiving state funding must be approved by ESUCC.

# 18. New Jersey, Educational Services Commission of New Jersey (ESCNJ)

# Applicability of Contract Provisions to New Jersey Participants

ESCNJ is the AEPA Member Agency. Any entity that uses the contract awarded by ESCNJ under this document is referred to as a "New Jersey Participant." To be a New Jersey Participant the entity must be a member of the ESCNJ Cooperative Pricing System. The bidder that is awarded the contract by ESCNJ is referred to as the "Contractor."

Once a contract is awarded by ESCNJ, a New Jersey Participant may enter into a purchase order agreement directly with the Contractor. To the extent not otherwise described below or in this document, once a purchase order is issued by a New Jersey Participant to a Contractor, all of the provisions of the contract shall benefit and be enforceable by such New Jersey Participant, unless specifically identified as applying to ESCNJ only.

1. The Bidder by submitting its bid hereby declares that this Bid is made without any connection with any other person or person making any proposal for the same items, that it is in all respects fair and without collusion or fraud and that no person acting for or employed by ESCNJ or a New Jersey Participant is directly or indirectly interested in the proposal or in the goods or services to which it relates, or in any portion of the profits there from.

#### 2. Event of default and termination of Contract:

ESCNJ shall have the right to cancel the contract based upon a default by Contractor. A New Jersey Participant shall have the right to cancel its purchase arrangement based on a default by the Contractor with regard to such purchase arrangement. In addition, ESCNJ and each New Jersey Participant reserves the right to withhold payments for goods and services that are not in compliance with the terms of the contract or if the Contractor is in default. Any of the following shall be a default under the contract: 1) The Contractor fails to adequately perform the services set forth in the contract; 2) Contractor fails to deliver all or any part of the goods, or delivers defective goods; 3) The Contractor fails to make progress in the performance of the contract and/or does not deliver within the agreed-upon schedules; 4) The Contractor fails to observe any of the terms and conditions of the contract, including, without limitation, assigning the contract and/or failing to deliver required insurance or performance bonds; 5) The Contractor fails to follow the established procedure for purchase orders, invoices and receipt of funds as stipulated by the New Jersey Participant; or 6) the Contractor has become insolvent, makes an assignment for the benefit of creditors, files a voluntary petition in bankruptcy or is subject to an involuntary petition in bankruptcy not discharged within thirty (30) days. ESCNJ and each New Jersey Participant shall follow the following procedure if the contract or purchase order is to be terminated:

Step 1 - Issue a warning letter of concern outlining the violations and length of time to correct the problem(s). The length of time to correct the problem shall be determined by ESCNJ or the New Jersey Participant, as applicable, in its sole discretion, based on the problem.

Step 2 - Issue a letter of intent to cancel the contract or purchase order, if the problem(s) is not resolved by the given date.

Step 3 - Issue the letter to cancel contract or purchase order.

Upon receipt of the written notice of concern, the Contractor shall have ten (10) business days to provide a satisfactory response to ESCNJ and the New Jersey Participant that provided the notices. Failure on the part of the Contractor to address adequately all issues or concerns may result in contract cancellation.

The remedy to terminate and withhold payments is in addition to any other remedies ESCNJ and the New Jersey Participants may have. In the event of Contract termination by a New Jersey Participant, such New Jersey Participant's payment obligation shall cease as of the final date on which services in accordance with this Contract are last performed by the Contractor. Upon termination of this Contract under this section, the Contractor (and its surety) will be responsible for all of such New Jersey Participant's expenses, losses and damages incurred in replacing Contractor for the remainder of the term of the Contract.

#### 3. Assignment:

Contractor shall not subcontract, assign, transfer, convey, sublet or otherwise dispose of its/his/her contractual duties to any other person, firm, or corporation, without the previous written consent of ESCNJ and any New Jersey Participant that has an outstanding open purchase order or financing arrangement. If the Contractor wants to assign its/his/her right to payment of the Contract, Contractor shall notify ESCNJ and any New Jersey Participant that has an outstanding open purchase order or financing, of such assignment of right to payment. In no case shall such assignment of Contract relieve the Contractor from its/his/her obligations or change the terms of the Contract.

# 4. Indemnification:

Contractor shall indemnify, defend, keep and save harmless ESCNJ, each New Jersey Participant and its respective agents, officials, employees and volunteers (each an "Indemnified Party") against claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, cost and expenses (including attorneys' fees) which result from, arise out of, or in connection with the performance, or breach of performance, under the Contract of Contractor and any of its/his/her employees, agents or personnel. The Contractor shall, at its/his/her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising there from or incurred in connection therewith; and if any judgment shall be rendered against the Indemnified Party in any such action, the Contractor shall, at its/his/her own expense, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep and save harmless and defend the Indemnified Party as herein provided.

# 5. **New Jersey** Participant Policies:

The Contractor must be familiar with a New Jersey Participant's policies or regulations which affect the services provided under this Contract and that have been or will be distributed during the term of this Contract. Policies and regulations include, but are not limited to, New Jersey Public Contracts Law, school district policies, municipality policies, charters school policies, and county ordinances.

As each board of education, municipality governmental agency, educational institution in the State of New Jersey may have or may be required to have individual policies and procedures for the procurement of goods and services; and as one of the aforementioned institutions/agencies may be dependent upon the policies/procedures of another institution or agency, it is required for the Contractor to be familiar with the policies of the New Jersey Participant that impact the purchase. In limited situations, there may be State statutes which govern the allow ability of purchases to be reimbursed by State funding. The New Jersey Participant should obtain its own legal advice on these statutes prior to purchasing under a contract.

The following documentation will be required prior to the award of any contract for New Jersey Participants:

- 1. New Jersey Business Registration Certificate Before award in NJ, not at time of bid
- 2. New Jersey Contractors Registration Certificate (All time and material bids.) Before award in NJ not at time of bid
- 3. New Jersey Pay-to-Play Documentation (Political Contribution Disclosure)
- 4. Statement of Ownership (Ownership Declaration Certification)
- 5. New Jersey Affirmative Language (Exhibit A) and (Exhibit B) for construction repair and maintenance contracts
- 6. Acknowledgement of the Contractor's/Vendor's responsibility to pay prevailing wage. <u>http://lwd.dol.state.nj.us/labor/wagehour/wagerate/prevailing wage determinations.html</u> (Time and material bids.)
- 7. NewJerseyAffirmativeActionQuestionnaire/Documentation
- 8. Disclosure of Investment Activities in Iran
- 9. Years of experience is not a criterion for the evaluation of bids to be awarded for the State of New Jersey. For additional informationvisit<u>www.nj.gov/dca/divisions/dlgs</u>

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- 11. Certificate of Insurance with the ESCNJ named as insured and the bid title/# listed Before award in NJ, not at time of bid
- 12. DPMC (All time and material bids.) Before award in NJ, not at time of bid
- 13. Total Amount of Uncompleted Contracts (All time and material bids.) Before award in NJ, not at time of bid
- 14. Americans with Disabilities ACT of 1990
- 15. Statement of Suspension or Debarment Form
- 16. Sworn Contractor Certification; Qualifications Credentials (All time and material bids.)
- 17. Subcontractor Disclosure Statement (All time and material bids.)
- 18. Prevailing Wages Certification—Submission with Bid (All time and material bids.)
- 19. Pre-Qualification Affidavit/No Material Adverse Change (All time and material bids.)
- 20 Total Amount of Uncompleted contracts (All time and material bids.)
- 21. Certificate of Authority (All time and material bids.)
- 22. Assurance of Compliance
- 23. Contractors licenses (All time and material bids.)
- 24. New Jersey School Development Authority (All time and material bids.)

# 6. Performance Bonds:

Each New Jersey Participant may require a performance bond in the case of services to be performed under the Contract if

required. The Contractor shall furnish to the New Jersey Participant a Surety Performance Bond ("Performance Bond") with an option to renew each succeeding year of the Contract in a form satisfactory to the New Jersey Participant assuring the faithful performance of the Contract. The Bond shall be equal to one hundred percent (100%) of each year's estimated Contract price as reviewed and agreed upon by the New Jersey Participant, and shall be continued for the life of the Contract in amounts equal to one hundred percent (100%) of each year's estimated Contract price as reviewed and agreed upon by the New Jersey Participant. The Contractor must send such Performance Bond to the New Jersey Participant prior to the commencement of any services under the Contract. Each such Performance Bond shall be furnished by a surety company acceptable to the New Jersey Participant and licensed or authorized to do business in New Jersey. Failure to deliver the bond shall be considered a default under the Contract, at the discretion of and upon notice by the New Jersey Participant.

# 7. GoverningLaw:

This Contract shall be governed by, and construed and enforced in accordance with, the laws of the State of New Jersey without regard to its conflicts of laws principles.

# 8. Financing Arrangements:

Any financing arrangements (including lease purchasing arrangements) may be made directly between the Contractor and a New Jersey Participant or with the free ESCNJ Leasing Program. Financing arrangements may be subject to additional laws, rules and regulations, terms and conditions not described in this document and are subject to separate negotiation with each New Jersey Participant that is interested in such an arrangement. Each New Jersey Participant should seek its own legal advice prior to entering into a financing arrangement. ESCNJ must receive a report annually summarizing the executed lease purchases along with the summary of the customer purchases. ESCNJ will not collect lease payments or be involved in the terms and conditions of the Contractor lease. All lease arrangements are between the Contractor and the New Jersey Participant only.

# 9. Affirmative Action:

The Contractor/Vendor must have an employment policy that there shall be no discrimination against anyone on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, mental retardation, physical disability or sexual orientation in the hiring, upgrading, demotions, recruitment, termination and selections for training, in any manner prohibited by the laws of the United States or of the State of New Jersey. The Contractor/Vendor further agrees to be an "affirmative action-equal opportunity employer." The Contractor/Vendor must provide one of the following: "Letter of Federal Affirmative Action Plan Approval", "Certificate of Employee Information Report" or a completed "Employee Information Report Form AA302" prior to award bid.

#### 10. IndependentContractor:

The Contractor shall not be held or deemed in any way to be the agent or employee of ESCNJ and/or a New Jersey Participant. It is the intention of the parties that the Contractor shall be and is to be considered an independent contractor.

#### 11. Incorporation of Bid Documents:

The bid documents, including all appendices executed by Contractor that have been accepted by ESCNJ (the "Bid") are specifically incorporated into this Contract.

# 12. New Jersey Public Records Act:

The Contractor acknowledges that ESCNJ and New Jersey Participants are subject to the New Jersey Public Records Act, New Jersey Public Contracts Law and information submitted to ESCNJ and/or such New Jersey Participants may be made available to the public under the provisions of this Act.

Marketing and Advertising under this Contract - applicable to Member Agency (ESCNJ) contract only:

- 1. Contractor agrees to provide ESCNJ with a copy or proof sheet of all advertisements, customer communications or promotional material for approval. Contractor will provide ESCNJ with date of release and name of publication, journal, etc. if applicable.
- 2. Contractor will include the approved ESCNJ logo, web address, bid #, bid title, bid term, NJ State Approved Coop #65MCESCCPS and contact information in all print, electronic mail and other advertising and promotion intended for release in New Jersey.
- **3.** The ESCNJ logo and information shall be of a clearly readable size and in appropriate proportion to other elements in the print material.
- 4. Contractor agrees to make available ESCNJ supplied brochures or other promotional materials on booths, tables, etc. of any or all exhibits for which the Contractor displays/participates at tradeshows, conventions and the like. Contractor will supply scheduled exhibit dates in advance.
- 5. Contractor agrees to insert the approved ESCNJ logo, web address, NJ State Approved Co-op #65MCESCCPS bid #, bid

term and contact information on the Contractor's website promoting and providing a link to the ESCNJ website. Contractor will also provide ESCNJ with text, links and logos to be posted on the ESCNJ website.

# B. **Procedures for Processing Orders**

- 1. Once the award is made to the Contractor, ESCNJ will inform the potential New Jersey Participants of the Contract, including a webpage dedicated to the contract on the ESCNJ website. At this point, the Contractor may directly contact any potential New Jersey Participant and any potential New Jersey Participant may directly contact the Contractor.
- 2. Purchase orders will not be accepted or processed by ESCNJ. All business will be contracted directly with the New Jersey Participant, which will issue a purchase order and provide payment for the applicable good or service directly to the Contractor.
- 3. The total cost of ESCNJ's program is funded through a 2.2% participation fee paid to ESCNJ quarterly by the participating Contractors. The administrative fee percentage is based upon the total sale or lease of goods and services, including installation, if included. This fee shall be included in all price quotations to New Jersey Participants and shall not be printed as a line item on the quotation.
- 4. Along with the participation fee, the Contractor will produce and provide to ESCNJ quarterly reports ending March 31, June 30, September 30 and December 31 throughout the contract period. The reports shall be in Microsoft Excel and be available in electronic form, shall identify the Contractor and the quarter being reported, shall be delivered to ESCNJ on the 15<sup>th</sup> of the month, shall include a minimum of the fields listed below and shall allow for sorting on any of these fields:
  - 1. Date of order.
  - 2. The name of the New Jersey Participant.
  - 3. ESCNJ Bid Number
  - 4. ESCNJ Co-op Number (New Jersey State Approved Cooperative Pricing System #65MCESCCPS)
  - 5. List (or academic) price sales totals.
  - 6. New Jersey Participant price sales totals.
  - 7. New Jersey Participant savings totals to be sent to the ESCNJ in summary and to each individual New Jersey Participant.
- 5. Quarterly reports and administrative fee payments are to be made payable to ESCNJ and sent to ESCNJ, 1660 Stelton Road, Piscataway, NJ 08854, Attn: Patrick M. Moran, or such other address that ESCNJ will provide from time to time.
- 6. If no purchases are made in any given quarter, the Contractor shall remit a "No Activities" statement to ESCNJ for that quarter. The Contractor will also produce and provide to ESCNJ an annual summary report for all purchases made under each contract awarded by ESCNJ pursuant to this document for a period beginning with the award of the contract and ending December 31 and all consecutive annual periods, if the contract is extended.
- 7. New Jersey School Districts and other eligible New Jersey Participants are normally exempt from sales tax. The Contractor/Vendor should confirm this exemption and collect a tax-exempt letter from each New Jersey Participant.

#### C. Members Purchasing Under the Agency

There are 584 operating school districts in New Jersey and all are eligible for membership. No district is obligated to use these services. Additional New Jersey Participants may include other public educational institutions, public colleges or universities, community colleges, vocational or technical schools, municipal governments, and other governmental, quasi-governmental, or non-profit organizations. The ESCNJ Cooperative Pricing System currently has 1,300+ New Jersey Participants located in all 21 Counties of the State of New Jersey.

#### **CONFLICT OF INTEREST**

An ESCNJ employee (including independent contractors for purposes of this definition) placing an order or recommending a vendor must disclose any relationship with that vendor which would not be considered an "arms-length" or independent transaction. This disclosure must be made in writing to the Business Administrator and/or Chief Financial Officer for an evaluation. The Business Administrator and/or the Chief Financial Officer will respond to this disclosure in writing.

For a transaction to be considered "arms-length" or "independent", an ESCNJ employee should not be influenced, dependent upon, guided or controlled by a vendor into choosing that vendor, or item to purchase; nor should it appear to a third party that an ESCNJ employee made a purchasing decision which appears to be based upon a personal relationship between the ESCNJ employee and vendor.

The following are examples when a transaction is NOT considered arms-length or independent: (1) when there exists a personal relationship between an ESCNJ employee and a vendor, (2) when there exists the potential for a personal benefit to an ESCNJ employee, or (3) the parties to a business deal are dependent upon one another for "something" other than the purchase itself.

The Contractor shall disclose any relationship with an ESCNJ employee that would not be considered an "arms-length" or independent transaction, as described above. This disclosure must be made in writing to the Business Administrator and/or the Chief Financial Officer for an evaluation. The Business Administrator and/or the Chief Financial Officer will respond to this disclosure in writing. AEPA IFB #018 Part C Member Agency Page 34 Terms & Conditions In addition, the Contractor shall, if given a copy of the potential New Jersey Participant's conflict of interest policy, follow the process in that policy, or otherwise disclose to a potential New Jersey Participant any relationship that would not be considered an "arms-length" or independent transaction with that New Jersey Participant, as described above. This disclosure must be made in writing to the chief official (for example, the Superintendent at a board of education) at the potential New Jersey Participant.

Determination of the existence of a conflict of interest does not prohibit ESCNJ and/or a New Jersey Participant from entering into the contract and purchase order, respectively.

# American Goods - American Goods Clause—N.J.S.A. 18A:18A-20 - American goods and products to be used where possible

All contracts for work for which it will pay any part of the cost or work which by contract it will ultimately own and maintain, that only manufactured and farm products of the United States, wherever available, to be used in such work.

**Anti-discrimination** - All parties to any contract with the ESCNJ agree not to discriminate in employment and agree to abide by all anti-discrimination laws including those contained within N.J.S.A. 10:2-1 through N.J.S.A. 10:2-4, N.J.S.A. 10:5-1 et seq. and N.J.S.A. 10:5-31 through 10:5-38, and all rules and regulations issued thereunder are hereby incorporated by reference.

**Debarment/Suspension** - **N.J.A.C. 17:19-1.1 et seq.** The ESCNJ will not enter into a contract for work with any person, company or firm that is on the State Department of Labor and Workforce Development; Prevailing Wage Debarment List, or the State of New Jersey Consolidated Debarment Report (<u>www.state.nj.us/treasury/debarred</u>) or the Federal System for Award—SA (<u>www.state.nj.us/treasury/debarred</u>) or the Federal System for Award—SA

**For Time and Material bids - DPMC -** There is a non-refundable fee of \$100.00 which must be submitted to the State with your application. All payments must be made on company checks (no-cash) made payable to "Treasurer, State of New Jersey". No application will be processed without the fee. If you have any questions, please contact the Contractor Classification unit by accessing the DPMC web site at <u>www.state.nj.us/treasury/dpmc/</u>NOTE: It is suggested that a photocopy of this completed form be retained for your records. Please submit the completed application and all required documentation to the Treasurer, State of New Jersey. Upon review and approval of this application, your firm will be notified by mail of the effective and expiration dates, type of work, and rating assigned to your firm. Please submit your certificate with your bid package.

Any contractor who submits a bid for a public works contract the amount which exceeds **\$20,000**, pursuant to N.J.S.A. 18A:18A-26, 27 et seq., shall be classified by the Department of Treasury, Division of Property Management (DPMC) as to the type of work and trades (character) and the aggregate rating (amount) of public work they are qualified to submit bids.

The ESCNJ may only accept bids from contractors that are qualified.

#### NoticeofClassification—DPMC-27

The Notice of Classification is a document issued by the DPMC that provides the following information about the qualified contractor:

• Trade(s) classification held by the contractor

The contractor is classified by the trade and trade number as found in Form DPMC-27. For example

TradeNumber	Trade
C030	Plumbing
C032	HVACR

The contractor is therefore qualified to submit bids (exceeding \$20,000) to the board of education that pertain to plumbing and heating, ventilation, air conditioning and refrigeration.

**For Time and Material Bids Equipment Certification 18A:18A-23.** A certificate showing that the bidder owns, leases, or controls all the necessary equipment required by the plans, specifications and advertisements under which bids are asked for and if the bidder is not the actual owner or lessee of any such equipment, his certificate shall state the source from which the equipment will be obtained, and shall be accompanied by a certificate from the owner or person in control of the equipment definitely granting to the bidder the control of the equipment required during such time as may be necessary for the completion of that portion of the contract for which it is necessary.

# For Time and Material bids - Total Amount of Uncompleted Contracts - DPMC 701

This document is completed by the contractor submitting a bid, on the form provided by the DPMC. The document lists the

amount of uncompleted contracts held by the contractor and a certification that the amount of uncompleted contracts, added to the bid amount for the ESCNJ Participant project, does not exceed the Aggregate Amount rating as assigned by the DPMC.

# For Time and Material bids - Pre-Qualification Affidavit/No Material Adverse Change

Pursuant to N.J.S.A. 18A:18A-32, no bidder is qualified to bid on any public work contract unless they provide an affidavit that there has been no material adverse change in his qualification information pursuant to N.J.S.A. 18A:18A-28.

**For Time and Material bids - Prevailing wages; Alterations and repairs -** The State of New Jersey Prevailing Wage Act, Chapter 150 Laws of 1963 with applicable statewide wage rates and for the wage rates for the county of the location of the New Jersey Participant, as published by the Department of Labor and Workforce Development in conformance with N.J.S.A. 34:11-56-25 et seq. Copies of these wage rates may be obtained from the State Department of Labor and Workforce Development, and/or viewed at <a href="http://lwd.dol.state.nj.us/">http://lwd.dol.state.nj.us/</a> the Prevailing Wages Determination Section.

# For Time and Material bids - Compliance with New Jersey Prevailing Wage Act

Every contractor and subcontractor performing services in connection with this project, shall pay all workers a wage rate not less than the published prevailing wage rates, for the locality the work is being performed, as designated by the New Jersey Department of Labor and Workforce Development.

# For Time and Material bids - Certified Payrolls

Every contractor agrees to submit to the New Jersey Participant a certified payroll for each payroll period within ten (10) days of the payment of wages. The contractor further agrees that no payments will be made to the Contractor by the New Jersey Participant, if certified payrolls are not received by the New Jersey Participant. It is the Contractor's responsibility to insure timely receipt by the district of certified payrolls.

# For Time and Material bids - Submission of Affidavit

Before final payment, the contractor shall furnish the New Jersey Participant with an affidavit stating that all workers have been paid the prevailing rate of wages in accordance with State of New Jersey requirements. The contractor shall keep an accurate record showing the name, craft, or trade and actual hourly rate of wages paid to each workman employed by him in connection with this work. Upon request, the Contractor(s) and each Subcontractor shall file written statements certifying to the amounts then due and owing to any and all workmen for wages due on account of the work. The statements shall be verified by the oaths of the Contractor or Subcontractor, as the case may be.

# 19. New Mexico, Cooperative Educational Services (CES) Terms and Conditions

**Cooperative Educational Services (CES)** is the administering agency of a Joint Powers Agreement as authorized by Section 11-1-1, et. seq. NMSA 1978, which is based in Albuquerque, New Mexico, and is composed of 180 New Mexico public educational institutions (Members) such as K-12 public school districts; charter schools; colleges and universities and their branch campuses; community colleges and vocational schools; Bureau of Indian Education (BIE) schools; that are parties to the Revised and Amended Joint Powers Agreement (JPA) to establish an educational cooperative. CES was organized in 1979 as a direct response to the needs of small and rural Local Education Agencies (LEA's). CES offers numerous programs and services in the following areas: administrative support, special education services, and cooperative purchasing.

# A. CES General Terms and Conditions

**Arbitration:** This contract is subject to arbitration to the extent required by the New Mexico Procurement Code, 13-1-21 to 13-1-199. NMSA 1978.

**Assignment of CES Payments:** If the Contractor requests that its payment from CES/CES Members be issued to a third party or that a joint check be issued to the Contractor and a third party, this request must be submitted and approved by the agency prior to the Contractor accepting a purchase order. The agency reserves the right to assess a special handling charge of thirty-five dollars (\$35) per check. The special handling charge will be deducted from the amount of the invoice being paid. If the Contractor wishes to have all payments under this contract made to a third party, Contractor must state this in his response. **Background Checks** - Per 22-10A-5 NMSA 1978, the New Mexico Public Education Department (NMPED) mandates security and background checks for individuals working and/or providing services within public school grounds and buildings. Specifically, part C of the sections states, "Local school boards and regional education cooperatives shall develop policies and procedures to require background checks on an applicant who has been offered employment, a Contractor or a Contractor's employee with unsupervised access to students at a public school." Describe how your company will comply with the CES Member's or Participating Entity's policies and procedures in regard to background checks.

**CES Members:** Are the parties to the CES Joint Powers Agreement (JPA) and consist of public educational institutions within the State of New Mexico and include public school districts as defined in NMSA 1978 § 22-1-2, State Institutions as defined in NMSA 1978 § 22-1-2, State Educational Institutions defined under Article XII, Section 11 of the New Mexico Constitution, most of the community colleges defined by the "Community College Act" as defined in NMSA 1978 § 21-13-1 et seq., their branch community colleges as defined in NMSA 1978 § 21-14-1 et seq., technical and vocational institutes defined in NMSA 1978 § 21-16-1, area vocational schools defined in NMSA 1978 § 21-17-4, off campus community colleges or instructional facilities as defined in NMSA 1978 § 21-14A-1, charter schools as defined in NMSA 1978 § 22-8A-1, Regional Center Cooperatives as set forth in Section 22-2B-1 et seq., and 638 schools and grant schools. Each public educational institution is authorized by its governing body and the Procurement Code 13-1-135 NMSA 1978 to enter into cooperative purchasing agreements, pursuant to Sec. 11-1-1 et seq. 1978 Comp. and Sec. 108 of Ch. 65 of the Laws of 1984 (The Procurement Code). **CES Participating Entities:** Is defined as non-public educational agencies and/or organizations classified as follows, that may participate in and purchase tangible personal property, professional, non-professional and construction services through their cooperative purchasing agreement with CES.

- 1. Federal Agency [25 USC 3001 (4)] is defined as any department, agency, or instrument of the United States, any executive department, military department, government corporation, government-controlled corporation, or other establishment in the executive branch of government, including the Executive Office of the President or any independent regulatory agency established through legislative and/or administrative action.
- 2. State Agency [13-1-90 NMSA 1978] is defined as any department, commission, council, board, committee, institution, legislative body, agency, government corporation, educational institution or office of the executive, legislative or judicial branch of the government of this State. "State agency" includes the purchasing division of the General Services Department (GSD) and the state purchasing agent but does not include local public bodies.
- 3. Local Public Body [13-1-67 NMSA 1978] is defined as a political subdivision of the State and the agencies, instruments and institutions thereof, including: two-year post-secondary educational institutions, school districts and local school boards and municipalities, except as exempted pursuant to the Procurement Code [13-1-28 NMSA 1978].
- 4. Non-Profit, Non-Public Educational Institutions and other Non-Profit Organizations (Section 501(c)(3) of the Internal Revenue Code, Federal Tax Code) is defined as charitable, religious, educational, public service, support and scientific organizations, entities, corporations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code, or corresponding section of the Federal Tax Code.

**CES Supplemental Packet:** Upon acceptance and approval of the Contractor's offer by AEPA, CES will independently consider the offer and issue a Contractor's supplemental packet requesting specific information necessary to enter and execute a contract in the state of New Mexico including information relating to: the Contractor's qualifications; ability to conduct business in the state of New Mexico; and who will be coordinating, promoting, receiving, and processing orders; and providing the prime Contractor's goods and services in New Mexico. Once the prime Contractor provides this information, CES will review, seek clarification (if needed), and conduct a Contractor conference to complete the contract execution process.

CFR - Code of Federal Regulations <u>www.gpoaccess.gov/cfr/index.html</u>

**Civil and Criminal Penalties:** The New Mexico Procurement Code, Sections 13-1-21 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 illegal bribes, gratuities and kickbacks.

**Commencement Date/Substantial Completion Date:** CES's purchase order establishes the Notice to Proceed. The Substantial Completion Date refers to a stage of a construction or building project or a designated portion of the project that is sufficiently complete, in accordance with the construction contract documents, so that the owner may use or occupy the building project or designated portion thereof for the intended purpose. The allowed duration for each project will be determined by the Contract Documents between the CES Agency and the Contractor.

**Confidential Information and Disclosure of Proposal Contents:** For the purposes of this procurement, the provisions of the "New Mexico Inspection of Public Records Act" (NMSA 1978, Chapter 14, Article 2) will be in effect. Pursuant to this Act, all proceedings, records, contracts, and other public documents relating to this procurement shall be open to public inspection. Proposers are reminded, that while trade secrets and other proprietary information they submit in conjunction with this procurement may not be subject to public disclosure, protections must be claimed by the proposer at the time of submission of its Technical Proposal. Proposers should refer to the New Mexico Inspection of Public Records Act for further clarification.

The designation of certain information as trade secrets and/or privileged or confidential proprietary information shall only apply to the technical portion of your proposal. Your cost proposal will not be considered confidential under any circumstance. Any proposal copyrighted or marked as confidential or proprietary in its entirety may be rejected without further consideration or recourse.

The Proposer must clearly designate the part of the proposal that contains a trade secret and/or privileged or confidential proprietary information as "confidential" in order to claim protection, if any, from disclosure. The proposer shall provide a sheet with the following legend, specifying the specific section(s) of his proposal sought to be restricted in accordance with the conditions of the legend:

"The data contained in pages \_\_\_\_\_\_of the proposal have been submitted in confidence and contain trade secrets and/or privileged or confidential information and such data shall only be disclosed for evaluation purposes, provided that if a contract is awarded to this Proposer as a result of or in connection with the submission of this proposal, CES and its Members and Participating Entities shall have the right to use or disclose the data therein to the extent provided in the contract. This restriction does not limit CES and its Members and Participating Entities the right to use or disclose data obtained from any source, including the proposer, without restrictions."

Further, to protect such data, each page containing such data shall be specifically identified and marked "CONFIDENTIAL". Within the required electronic submission, any item marked as confidential will need to be submitted in a separate folder marked "Confidential information".

The CES Executive Director will review the statement and will determine in writing whether the information will be withheld. If the Executive Director determines that the information should be disclosed, the Contractor will be informed in writing of such determination. Contractor may object in writing within five (5) days after notification of determination, no disclosure will be made and the bid response may be rejected.

**Contract Non-Exclusive:** Any contract resulting from this solicitation will be awarded with the understanding and agreement that it is for the sole convenience of CES, its Members or Participating Entities in New Mexico. CES reserves the right to obtain like goods and services from another source when necessary.

**Contractor**: As defined in Construction Industries Licensing Act, 60-13-1 NMSA 1978: "contractor" means any person who undertakes, offers to undertake by bid or other means, or purports to have the capacity to undertake, by himself or through others, contracting. Contracting includes constructing, altering, repairing, installing or demolishing any: road, highway, bridge, parking area or related project; building, stadium or other structure; airport, subway or similar facility; park, trail, bridle path, athletic field, golf course or similar facility; dam, reservoir, canal, ditch or similar facility; sewerage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; sewerage, water, gas or other pipeline; transmission line; radio, television or other tower; water, oil or other storage tank; shaft, tunnel or mining appurtenance; leveling or clearing land; excavating earth; air conditioning, conduit, heating or other similar mechanical works; electrical wiring, plumbing or plumbing fixture, consumers' gas piping, gas appliances or water conditioners; or similar work, structures or installations which are covered by applicable codes adopted under the provisions of the Construction Industries Licensing Act.

The Act includes subcontractor and specialty contractor; and includes a construction manager who coordinates and manages the building process; who is a member of the construction team with the owner, architect, engineer and other consultants required for the building project; and who utilizes their skill and knowledge of general contracting to develop schedules, prepare project construction estimates, study labor conditions and advise concerning construction.

**Contractor Invoice**: The Contractor will send an invoice to CES or a CES Member after the delivery of goods and/or services. Goods and services will be invoiced at current contract pricing approved by AEPA including the 2% administrative fee and if applicable, the local New Mexico Gross Receipts Tax.

**Contractor's Quote to CES Member or Participating Entity:** When preparing a proposal under a CES awarded contract, the Contractor must clearly identify and break out supplies, materials, equipment, services, labor, and local New Mexico Gross Receipt Tax into individual line items as they appear on the Contractor's awarded price schedule or pricing methodology. Stated prices must include the CES two percent (2%) administrative fee. All costs associated with preparing cost proposals and job orders shall be the responsibility of the Contractor and must be based on a detailed scope of work and in compliance with an approved pricing methodology.

**Credit Hold:** The Contractor must agree not to place CES, its Member or Participating Entity on "credit hold" without ten (10) days advanced notice in writing to all parties, by letter or e-mail. Before CES can pay a Contractor's invoice, it must collect payment from the CES Member or Participating Entity that received the product. CES believes it is better for the Contractor if CES places the slow-paying agency on "credit hold". If a Contractor places CES on "credit hold," agencies that pay promptly are penalized. If, on the other hand, CES places the offending agency on "credit hold", payment is more likely to result and only the offender is punished.

**Disclosure of Confidential Information:** Any confidential information provided to the Contractor by CES, its Members or Participating Entities or developed by the Contractor based on information provided by CES, its Members or Participating Entities in the performance of this Agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of CES, its Members or Participating Entities. Upon termination of this Agreement, Contractor shall deliver all confidential material in its possession to CES, its Members or Participating Entities within thirty (30) business days of such termination. Contractor acknowledges that failure to deliver such confidential information to CES, its Members or Participating Entities will result in direct, special and incidental damages.

**Indemnification:** To the fullest extent permitted by law, Contractor must, defend, indemnify and hold harmless CES, its Members, its Participating Entities, its officers and employees, against any and all liability, claims, demands, actions, damages, losses, judgments, settlements, personal injury (including sickness, disease, death, and bodily harm), property damage (including loss of use), infringement, government action and all expenses, including attorneys' fees and litigation expenses, demands or expenses asserted by a third-party, caused by, or resulting from, Contractor 's and/or its employees, act(s) or omissions(s) while Contractor, and/or its employees, perform(s) or fails to perform its obligations and duties under this agreement or acts or omissions occurring outside of this agreement Any equipment or facilities damaged by Contractor s' operation shall be repaired and/or restored to their original condition at Contractors' expense. Contractor shall at all times keep in force liability insurance limits as outlined in this solicitation. Failure to maintain current coverage in the amounts stated may result in termination of this agreement. CES shall be named as a co-insured on the insurance policy and the policy shall provide that the policy cannot be modified or cancelled without the approval of CES.

"This provision shall survive any termination of this Agreement. Contractor will promptly advise CES in writing of any action, administrative or legal proceedings or investigation as to which defense and indemnification shall apply."

**Indemnification Intellectual Property:** The Contractor shall defend, at its own expense, CES, its Members and Participating Entities against any claim that any product or service provided under this Agreement infringes any patent, copyright or trademark, and shall pay all costs, damages and attorney's fees that may be awarded as a result of such claim. In addition, if any third party obtains a judgment against CES, its Members and Participating Entities based upon Contractor's trade secret infringement relating to any product or services provided under this Agreement, the Contractor agrees to reimburse CES, its Members and Participating Entities for all costs, attorneys' fees and the amount of the judgment. To qualify for such defense and/or payment, CES, its Members and Participating Entities shall:

- 1. Give the Contractor written notice, within forty-eight (48) hours, of its notification of any claim;
- 2. Allow the Contractor to manage the defense and settlement of the claim as permitted by law; and
- 3. Cooperate with the Contractor, in a reasonable manner, to facilitate the defense or settlement of the claim.

CES, its Members and Participating Entities Rights: If any product or service becomes, or in the Contractor's opinion is likely to become, the subject of a claim of infringement, the Contractor shall, at its sole expense:

- 1. Provide CES, its Members and Participating Entities the right to continue using the product or service and fully indemnify CES, its Members and Participating Entities against all claims that may arise out of CES, its Members and Participating Entities use of the product or service;
- 2. Replace or modify the product or service so that it becomes non-infringing; or
- 3. Accept the return of the product or service and refund an amount equal to the value of the returned product or service, less the unpaid portion of the purchase price and any other amounts, which are due to the Contractor. The Contractor's obligation will be void as to any product or service modified by CES, its Members and Participating Entities to the extent such modification is the cause of the claim

**Insurance:** On contract award, the Contractor will, at its own expense, purchase and maintain insurance that will protect it from claims that may arise out of or as a result from its activities under this contract, where those activities are performed

by it, by any Subcontractor, by anyone directly or indirectly employed by any of the Contractors or by anyone for whose acts the Contractor may be liable during the entire performance period of this contract. The Contractor must furnish a Certificate of Insurance to the CES procurement officer prior to official award. If policy changes occur during the life of the contract, it is the Contractor's responsibility to provide updated proof of coverage to the CES procurement officer.

- 1. Will provide to CES proof of coverage under the Workman's Compensation Insurance, as required by the Labor Laws and New Mexico Statutes.
- 2. Bidders will submit a certificate of general liability insurance for personal injury, occupational disease, sickness or death, and property damage. Insurance will include "occurrence" claim provisions. Minimum acceptable coverage is one million dollars (\$1,000,000) combined single limit for bodily injury and property damage, or seven hundred fifty thousand dollars (\$750,000) bodily injury and two hundred fifty thousand dollars (\$250,000) property damage (each occurrence). The Contractor will name CES and the CES Member as co-insured up to the limits of the Tort Claims Act.
- 3. Will provide to CES a certificate of comprehensive vehicle liability insurance, for both owned and non-owned vehicles, shall be one million dollars (\$1,000,000) per occurrence combined single limit for both personal injury and property damage.
- 4. If required for professional services, will provide a certificate of errors and omissions insurance for damages caused by an error, omission, or any negligent acts caused by the Contractor and its Subcontractors in the performance under this agreement. Combined singled limit per occurrence is one million dollars (\$1,000,000) and the annual aggregate limit of not less than two million dollars (\$2,000,000). The bidder will provide "tail" coverage at the completion of any contract entered into by CES or its Members for a minimum of 12 months, or the maximum time period reasonably available in the marketplace. The Contractor shall furnish certification of "tail" coverage as described following contract completion. This will be a condition of the final acceptance of work or services.
- 5. In addition, Contractor must provide, upon request, identical certification of insurance to any CES Member or Participating Entity using this contract. Prior to commencing any work, all Subcontractors must procure and maintain at its own expense until final acceptance of the work, written insurance coverage, and insurer's acceptance to the prime Contractor. All Subcontractors will provide workers' compensation insurance, which waives all subrogation rights against the prime Contractor and CES/CES Member/Participating Entities.

**Lease and Rentals:** Contractor can allow CES Members to enter into rent, lease or lease/purchase agreements, providing such agreements are in compliance with 6-6-12 NMSA 1978 Exemption from Bateman Act, 13-1-67 NMSA1978 Definition; local public body, and Public Education Department policies, rules and regulations. CES will not collect lease payments. Contractor agrees that leases will be in compliance with the Uniform Commercial Code. All terms of leasing must be included in the proposal with interest rates described as related to a government standard. Contractor must indicate in its response to this solicitation if the shipping costs for the return of leased or rented equipment are the responsibility of the CES Member and what that cost will be. No sale of a contract to a third party will be made without informing CES and the CES Member of the transfer. If Contractor sells a lease contract to a third party, the cost of return must not be greater than the cost of return to the original Contractor.

As required by New Mexico law, the lease agreement with the CES Member or Participating Entity will need to contain a termination provision for Non-Appropriation of Funds. In the event no funds or insufficient funds are appropriated and budgeted by CES, its Members or Participating Entities (Lessee) governing body or are otherwise unavailable in any fiscal year for the payment of lease 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 the Lessee. It is the decision of CES, its Members, or Participating Entities to determine the sufficiency of funds, which determination shall be accepted by the Lesser and is final. The Lessee shall give the Lesser or its Assignee written notice at least thirty (30) days in advance of such occurrence.

**Legal Remedies:** All claims and controversies are subject to the New Mexico Procurement Code, NMSA 1978, and Sections 13-1-21 through 13-1-199.

Liens: All materials and services will be free of all liens.

**Local Representation:** Depending on the type and level of products and services offered, the Contractor must demonstrate their sales, support, and service staff are physically located where they can respond to and deliver services in a timely and cost-effective manner.

**Manufacturer Endorsement:** The Contractor must demonstrate it is an authorized distributor of the products and services offered, has access to manufacturer's technical support and warranty services, and possesses the certifications required to install, configure, and maintain the products offered within the state of New Mexico.

**New Mexico Procurement Code:** Sections 13-1-21 through 13-1-199 NMSA 1978 may be cited as the "Procurement Code". **Offer Acceptance Period to Execute a Contract with CES:** In order to allow CES the opportunity to evaluate the bids approved by AEPA, CES requires that the AEPA approved Contractor submit to CES a complete electronic copy of its response to AEPA's solicitation with original signatures within fifteen (15) days of CES's request. CES will issue its supplemental packet within thirty (30) days after receipt and review of the approved Contractor response. The approved Contractor will have fifteen (15) days to return the CES supplemental packet. After CES receives the request information in the supplemental packet, CES issue a contract for the products and services as approved by AEPA.

Ordering Process: Contractor agrees to adhere to CES' ordering process(es).

**Ownership of Materials and Documents:** CES, its Members or Participating Entities shall be the sole owner of all right, title and interest, including copyright, in and to all software, plans, diagrams, facilities, and tools (hereafter "**materials**") which are originated or created through Contractor's work pursuant to this Contract. Contractor, for valuable consideration herein provided, shall execute all **documents** necessary to assign and transfer to, and vest in CES, its Members or Participating Entities all Contractor's rights, title and interest in and to such original **materials**, including any copyright, patent and trade secret rights which arise pursuant to Contractor's work under this Contract.

**Patent and Copyright Infringement:** Contractor will, at their expense, defend CES and its Members and Participating Entities against any claim that any equipment or software supplied hereunder (even if such equipment or software are modified by CES or its Members, subject to the last paragraph of this section) infringe a patent or copyright in the United States, or a U.S. Territory, and will pay all costs, damages and attorney's fees that a court finally awards as a result of such a claim. To qualify for such a defense and payment, CES must:

- 1. Give Contractor prompt written notice of any such claim after becoming aware of such claim.
- 2. Allow Contractor to control and fully cooperate with Contractor in the defense and all related settlement negotiations.

CES will be reimbursed for all expenses incurred by CES in fully cooperating with Contractor as specifically requested by contract. CES is not required to incur any expenses specified in this paragraph, which are not reimbursable, by the Contractor. If any CES Member and Participating Entities are involved by any party in any way, the same provisions that apply to CES in this paragraph will apply to the CES Member or Participating Entity. Contractor's obligation under this section is conditioned on CES' agreement that if the subject of such a claim, CES will permit the Contractor, at its expense and option, either to procure the right for CES and its Members or Participating Entity to continue using the equipment and/or software, or to replace or so modify with equipment or software which are functionally equivalent so that they become non-infringing. If neither of the foregoing alternatives is available on terms which are reasonable in Contractor's judgment and satisfactory to CES, CES will request its Members or Participating Entity to return the equipment or software on written request by Contractor at Contractor's expense.

Contractor agrees to refund CES, its Members or Participating Entities a refund for returned equipment as depreciated unless otherwise mutually agreeable in writing. The depreciation will be an equal amount per year over six (6) years. In the event that Contractor's written request for return is made after full depreciation, the Contractor will pay CES, or its Members who purchased the equipment, an amount equivalent to the fair market value of the returned equipment. If CES, or any of its Members or Participating Entities, fails to return the equipment, the Contractor is not obligated to that Member under this clause.

Contractor will have no obligation with respect to any such claim based upon a Member's or Participating Entity's modification of the equipment or software or combination, operation or use with apparatus, data or programs not furnished by Contractor. However, one Member's or Participating Entity's action will not preclude Contractor's obligation to others not having modified their equipment or software.

**Payment by CES:** CES will make every effort to collect payment from Members or Participating Entities for the purchase of goods and services within thirty (30) days after the receipt of goods or services and a correct invoice of amount due, unless a good faith dispute exists as to any obligation to pay all or a portion of the account. Any offer that requires payment in less than forty-five (45) days shall not be considered. CES must first receive payment from the Member or Participating Entity in order to process payment to the Contractor. Any Contractor whose business would be in jeopardy due to slow payments is encouraged not to respond. It has been CES' experience that public agencies always pay, but many are slow in processing payments.

**Payments by Member or Participating Entities:** For the purchase by a Member or Participating Entity directly from the Contractor for goods and services that have been received and accepted. Payment from the Member or Participating Entity to the Contractor will be made within forty-five (45) days after the receipt of a correct invoice, unless a good faith dispute exists as to any obligation to pay all or a portion of the account. If a dispute arises or an agency's account becomes delinquent, the Contractor is encouraged to contact and request assistance from CES. Any offer that requires payment in less than forty-five (45) days shall not be considered.

**Payment of Administrative Fee**: When a CES Members or Participating Entities issue payment directly to the Contractor for goods and services received and accepted. The Contractor will, upon receipt of payment from a CES Member or Participating Entity, issue payment to CES for an administrative fee in an amount equal to two percent (2%) of the total invoice amount. **Price List:** The AEPA Contractor will submit to CES and/or its Members and Participating Entities (if requested) or make available on its website all applicable pricing for all products and services proposed, approved, and awarded under this solicitation. Price lists submitted must be in accordance and comply with the AEPA's terms, conditions, and the requirements of the CES purchasing process utilized to facilitate eligible procurement agencies' staff to place and process orders. When utilizing any of the pricing methodologies identified and required within this solicitation, such discounts and pricing will include the CES two (2%) percent administrative fee, must be submitted in the format required, and can be

audited by CES.

**Public Record:** All documents associated with this AEPA contract will become the property of CES and be a matter of public record available for review, after the final award notification according to the "New Mexico Inspection of Public Records Act" (NMSA 1978, Chapter 14, Article 2). All proposals may be reviewed under the supervision of CES staff by appointment, from 9:00 a.m. to 4:00 p.m., Monday through Friday, at 4216 Balloon Park Road NE, Albuquerque, New Mexico, 87109. **Safety Measures:** Contractor will comply with all federal and state of New Mexico safety regulations.

**Severability:** The provisions of this contract are severable to the extent that any provision or application held to be invalid will not affect any other provision or application of the contract, which may remain in effect without the invalid provision or application.

**Smoking:** All Contractors and subcontractors must adhere to CES Member or Participating Entity smoking policies. **Taxes:** Prices offered will not include applicable State of New Mexico Gross Receipts Tax (NMGRT). All applicable NMGRT must be listed as a separate line item on all invoices. No gross receipts taxes can be collected on delivery charges to the agency's location.

- 1. There is no NM State Gross Receipt Taxes NMGRT applied to the price of non-construction supplies, materials, and equipment.
- 2. There will be NM State Gross Receipt Taxes NMGRT applied to any non-construction services, software, software licenses, and professional services based on the location of the provider.
- 3. There will be NM State Gross Receipt Taxes NMGRT applied to any construction product and/or service based on the physical location of the construction site.
- 4. Indian Reservation or Tribal Tax: If goods or services are delivered to locations on a Indian reservation or purchased by tribal governments, they are subject to tribal taxes.
- 5. A Bidder will be required to provide tax indemnification number (CRS) issued by New Mexico Taxation and Revenue Department at time of contract award.

**Termination for Convenience:** CES can, by written notice stating the effective date, terminate the contract issued for convenience in whole or in part, at any time. CES shall pay Contractor as full compensation for performance until such termination as follows:

- 1. The unit or pro-rata order price for the delivered and accepted portion; and
- 2. A reasonable amount, not otherwise recoverable from other sources by Contractor as approved by CES with respect to the undelivered or unaccepted portion of the service, provided compensation shall in no event exceed the total contract price.

**Termination for Default:** CES reserves the right to terminate in whole or any part of the contract due to the failure of the Contractor to carry out any obligation, term or condition of the contract. CES may issue written notice to the Contractor for acting or failing to act under the following conditions.

- 1. The Contractor provides material that does not meet the specifications of the contract.
- 2. The Contractor fails to complete the services set forth in the specifications of the contract.
- 3. The Contractor fails to complete the work required or to furnish the materials required within the specified time.
- 4. The Contractor fails to make progress in the performance of the contract and/or gives CES cause to believe that the contractor will not or cannot perform the requirements of the contract.
- 5. The Contractor fails to observe any or all of the terms and conditions of the contract.
- 6. The Contractor accepts purchase orders, based on this contract, directly from a CES Member or Participating Entity and then invoices them directly.
- 7. Any other conditions that, in the opinion of CES, warrants such action.

Upon receipt of a written notice, the Contractor will have ten (10) days to provide a satisfactory response in writing to CES. Failure on the part of the Contractor to satisfactorily respond can result in CES terminating the contract.

**Termination for Gratuity:** CES shall, by written notice, cancel this contract if it is found that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Contractor or any agent or representative of the Contractor, to any employee of CES with a view toward securing a contract or the respect to the performance of the contract. Paying the expenses of normal business meals, which are generally made available to all eligible school and government employees, shall not be prohibited by this paragraph. Samples of software, equipment, or hardware provided to CES for demonstration, evaluation, or loan purposes are not considered gratuities.

**Termination for Non-Performance or Contractor Deficiency:** CES can terminate any contract if CES Members have not used the contract in any 12-month period, or if purchase orders total less than \$10,000 per year. CES reserves the right to cancel the whole or any part of this contract due to failure by Contractor to carry out any obligation, term or condition of the contract. CES may issue a written notice to Contractor for acting or failing to act in any of the following:

- 1. Providing material that does not meet the specifications of the contract;
- 2. Failing to adequately perform the services set forth in the scope of work, specifications or contract;
- 3. Failing to complete required work or furnish required materials within a reasonable amount of time;
- 4. Failing to make progress in performance of the contract and/or giving CES reason to believe that contractor will not or cannot perform the requirements of the contract;

- 5. Performing work or providing services under the contract prior to receiving a purchase order from CES for such work;
- 6. Accepting purchase orders based on this contract from CES Members and/or invoicing CES Members directly.
- 7. Fails to observe any or all of the terms and conditions of the contract.
- 8. Any other conditions that, in the opinion of CES, warrants such action.

Upon receipt of a written notice, contractor will have ten (10) days to provide a satisfactory response to CES. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data, and reports prepared by Contractor under the contract will become the property of the CES Member on demand.

**Termination for Non-Appropriation:** Any individual Member's or Participating Entities' project may be terminated if insufficient appropriations or authorizations do not exist due to changes in state or federal law, or because of court order, or because of insufficient appropriations made available to Members or Participating Entities governing board and/or the New Mexico State Legislature. Such termination will be effected by sending fifteen (15) days written notice to the Contractor. The CES Members or Participating Entities decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Contractor and shall be final.

#### B. Construction Terms and Conditions - For construction products and services.

Additional Contract: A contract between the CES Member or Participating Entity and the Contractor for construction will be an industry standard agreement. The parties may agree to use the American Institute of Architects (AIA) General Conditions of Contract for Construction Form A201 as a guide. Bonds:

- 1. Upon execution of a contract between a CES Member/Participating Entity and the prime Contractor for a project with a value twenty-five thousand (\$25,000) or more, will provide performance and payment bonds from a surety company authorized to do business in New Mexico in accordance with the New Mexico Insurance Code and be a surety listed in the US Treasury Circular 570.
- 2. The prime Contractor will execute a performance bond in an amount equal to one hundred percent (100%) of the price specified in the contract between the CES Member or Participating Entity and the prime Contractor by a surety company authorized to do business in New Mexico in accordance with the New Mexico Insurance Code and be a surety listed in the US Treasury Circular 570. Performance bonds between the CES Member or Participating Entity and the prime Contractor will be on standard AIA or similar forms.
- 3. All suits for nonpayment or nonperformance will be filed as allowed under New Mexico law.
- 4. Any Subcontractor providing or performing one hundred and twenty-five thousand dollars (\$125,000) or more of work for an individual project, must submit to the prime Contractor a performance and payment bond equal to one hundred percent (100%) of the subcontract cost from a surety company authorized to do business in New Mexico in accordance with the New Mexico Insurance Code and be a surety listed in the US Treasury Circular 570.
- 5. Acceptable forms of bonds are AIA Document A310-2010 Bid Bond or NASBP that includes the same language as the AIA Document A310-2010.

**Construction:** As defined in the New Mexico Procurement Code Regulations under 13-1-40 NMSA 1978. Definition: "construction" means building, altering, repairing, installing or demolishing in the ordinary course of business any road, highway, bridge, parking area or related project; building, stadium or other structure; airport, subway or similar facility; park, trail, athletic field, golf course or similar facility; dam, reservoir, canal, ditch or similar facility; sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; sewage, water, gas or other pipeline; transmission line; radio, television or other tower; water, oil or other storage tank; shaft, tunnel or other mining appurtenance; electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations. Construction shall also include: leveling or clearing land; excavating earth; drilling wells of any type, including seismographic shot holes or core drilling; and similar work, structures or installations.

**Construction Contractor and Subcontractor Licenses:** The prime Contractor and any Subcontractors shall possess the appropriate New Mexico Construction Industries Division (NMCID) Contractor's license required to provide the construction products services. Any Contractor using subcontractors must hold a current and appropriate Contractor's license, as defined in Construction Industries Licensing Act, 60-13-1 NMSA 1978. It is the responsibility of the Contractor to ensure that any subcontractors performing under this contract hold and maintain the appropriate Contractor's licenses as defined in Construction Industries Licensing Act, 60-13-1 NMSA 1978. The Contractor and any Subcontractors must maintain and keep current all licenses during the term of the contract.

**New Mexico Building Codes:** The Contractor when providing construction services must adhere to the most current version of the New Mexico Building Codes.

**New Mexico Construction Industries Division:** New Mexico Construction Industries Division (NMCID) is a state agency that is responsible for and enforce all licensing requirements for anyone engaged in construction-related contracting in New Mexico. This includes general construction work, electrical, mechanical, and plumbing and LP gas. The activities that are considered to be contracting in New Mexico are defined in the Construction Industries Licensing Act, NMSA 1978, Section 60-

# 13-3.

**New Mexico Contractor Public Works Registration Requirement:** As defined in Public Works Minimum Wage Act 13-4-13.1 NMSA 1978. In order to respond to a request for proposals or to be considered for award of any portion of a public works project greater than Sixty Thousand Dollars (\$60,000) for a public works project that is subject to the Public Works Minimum Wage Act [13-4-10 to 13-4-17, NMSA 1978], the Contractor, serving as a prime Contractor or not, shall be registered with the New Mexico Department of Workforce Solutions. The State, or any political subdivision of the State, shall not accept a bid on a public works project subject to the Public Works Minimum Wage Act from a prime Contractor that does not provide proof of required registration for itself. Contractors and subcontractors may register with the New Mexico Department of Workforce Solutions and in accordance with the Department of Workforce Solutions department rules.

Because this solicitation is for an indefinite quantity and the amount of work to be performed on individual projects is not known, CES is requiring that all Contractors be registered on or before the date of the proposal opening and keep their registration current during the term of the contract and all contract extensions.

**New Mexico Public School Facilities Authority:** New Mexico Public School Facilities Authority (NMPSFA) is the administrative unit created by the New Mexico legislature to carry out and act on behalf of the Public School Capital Outlay Council to administer, coordinate and provide general oversight for "state-funded construction", which is defined as a building or appurtenance to a building that is built in whole or in part with state capital outlay monies. As part of their oversight function, NMPSFA will receive and review construction project documents and coordinate with other state agencies such as NMCID, Environment Department, Department of Energy, Minerals and Natural Resources, State Fire Marshal's Office, etc., to ensure compliance with all applicable adequacy standards, rules, regulations, building, plumbing, electrical, fire prevention, and mechanical codes adopted by the state, county, city, town or fire district in which the construction project is located.

**New Mexico Public Works Act:** Sections 13-4-1 through 13-4-43 NMSA 1978 may be cited as part of the "Procurement Code".

**New Mexico State Wage Rates:** It is the contractor's responsibility to be acquainted with the New Mexico Department of Labor's rules, regulations, procedures and requirements relating to state wage rates, and to comply with state and federal regulations regarding payment of wages on public projects. The contractor will pay state wage rates for every job performed under this contract with a total project cost of more than Sixty Thousand Dollars (\$60,000) on an individual basis. The contractor will pay all mechanics and laborers employed on the site of the project by the contractor, unconditionally and not less often than once a week, and without subsequent unlawful deduction or rebate on any account, the full amounts accrued at time of payment, computed at wage rates not less than those stated in the advertised specifications.

# New Mexico State Wage Rate Documentation:

**1.** The New Mexico Department of Workforce Solutions (NMDWS) requires that certain forms be completed for every project in excess of \$60,000. CES will submit for the wage decision and, upon receipt of the decision, will provide it to the prime Contractor. The Contractor is responsible for completing and submitting the required forms to the NMDWS and must provide CES with a copy of the following required forms: Notification of Award, Statement of Intent to Pay Prevailing Wages, and Affidavit of Wages Paid.

2. The prime Contractor must submit the Statement of Intent to Pay Prevailing Wages and the Notification of Award to NMDWS with a copy being mailed, faxed or e-mailed to CES, prior to the start of the project. The Affidavit of Wages Paid must be submitted to NMDWS with a copy being mailed, faxed or e-mailed to CES at the conclusion of your work on the project. The prime Contractor is responsible for ensuring that its subcontractor(s) also submit the Statement of Intent to Pay Prevailing Wages and the Affidavit of Wages Paid to NMDWS, with a copy being mailed, faxed or e-mailed to CES.

3. CES will not make any payments until copies of the Notification of Award, Statement of Intent to Pay Prevailing Wages and for projects \$25,000 or greater until the Payment and Performance Bonds are received by CES. Final payment will not be released until CES receives a copy of the Affidavit of Wages Paid.

**New Mexico Workforce Solutions Contractor Registration Requirement:** In order to submit a bid or response to a request for proposal valued at more than sixty thousand dollars (\$60,000) or to be considered for an award of any portion of a public works project greater than sixty thousand dollars (\$60,000) and for a public works project that is subject to the Public Works Minimum Wage Act (13-4-10 NMSA 1978), the contractor, serving as a prime contractor or subcontractor, shall be registered with the New Mexico Department of Workforce Solutions, Public Works (13-4-14.1 NMSA 1978) before CES can issue a purchase order.

#### **Payment Retention, Progress Payments:**

- 1. In order to comply with New Mexico Statutes Annotated 1978, Article 28 Retainage, 57-28-1 to 57-28-11, CES will not retain any funds on progress payments during any construction projects. The prime contractor agrees to only request payment for goods and services delivered, received and accepted by the CES Member or Participating Entity.
- 2. Final payment of a contract, for which progress payments have been made, will not be made until the project is totally completed (including punch list items and close out document delivered), and the final application for payment is signed by the CES Member or Participating Entity, received and audited by CES.

- 3. If the CES Member or Participating Entity and the prime contractor agree to retainage or a substitute security, the agreement must be in full compliance with New Mexico Procurement Code and applicable laws. If a substitute security or retainage is agreed upon, written notice must be provided to all parties prior to the issuing of a CES purchase order.
- 4. If the CES Member, Participating Entity, or their designee issues a written statement to the contractor that the estimate of work is not approved and certified, an amount from the progress payment determined to be reasonably sufficient to cover the deficiency set forth in the written finding maybe withheld. In such cases, the contractor agrees to hold CES harmless for any deficiency of payment. If any payment is delayed beyond forty-five (45) days from the due date, the contractor agrees not to charge CES interest on the late payment

**Progress Payments for Construction:** All progress payments must be invoiced through CES. It is the responsibility of the CES using agency and/or its designee to review and approve any estimates of work completed. If the CES using agency or their designee issues a written statement to the contractor per 57- 28-5 NMSA 1978 A. "If an owner receives an improperly completed invoice, the owner shall notify the sender of the invoice within seven days of receipt in what way the invoice is improperly completed, and the owner has no further duty to pay on the improperly completed invoice until it is resubmitted as complete..." In such cases, the contractor agrees to hold CES harmless for any deficiency of payment.

# **Quality Control Issues:**

- 1. During the course of the contract, the Member's/Participating Entity's contact person may secure samples according to Construction Industries Division guidelines or industry standards of materials being used from containers at the job site and submit them to an independent laboratory for comparison to specified material.
  - a. Should test results prove that a material is not functionally equal to or better than specified, the prime Contractor will pay for all testing and any cost incurred to have materials installed to replace those found not to comply with the specifications and remove and dispose of the materials not complying.
  - b. Should test results prove that materials tested were functionally equal to the specified material, the prime Contractor will be notified of the results.
- 2. Should the Member/Participating Entity and the Contractor encounter a situation and/or condition that they cannot agree on or resolve during the execution of the project and/or during the project close-out process, CES has consultants under contract that either of the parties can engage to review, investigate, evaluate, and issue a written report on their findings and propose recommendations/solutions for addressing the concerns and issues.

**Site Cleanup:** Contractor will clean up and remove all debris resulting from its work as required by the CES Member or Participating Entity. The contractor shall comply with all laws and regulations governing disposal of construction and hazardous materials. Upon completion of the work, the premises will be left in a neat, unobstructed condition with everything in good repair and order.

**Site Examination:** Contractor shall familiarize itself with the site, in order to anticipate unseen problems that may develop as the work progresses. Failure to have visited the site before submitting a job order proposal shall in no way relieve the contractor from furnishing any materials or performing any work required to complete the project in accordance with the contract documents, without additional cost to the CES Member/Participating Entity.

**Site Preparation:** Prior to a purchase order being issued by a CES Member or Participating Entity, the size, location and site conditions that exist at the time the contractor takes possession and/or control must be clearly identified and stated in writing. The contractor will not begin a project for which the site is not prepared or in the condition agreed upon in writing by the CES Member or Participating Entity, unless contractor decides to accept the site as is and is willing to perform the preparation work necessary at no cost, or until the CES Member or Participating Entity has included the cost of site preparation in a purchase order to CES. Site preparation may include, but is not limited to, moving furniture, clearing the site, securing the site, installing wiring for networks or power and similar pre-installation requirements.

**Subcontractors:** If it is necessary for the Offeror to contract with third party firms to provide various goods and services, the following will apply:

- 1. In accordance with the "Subcontractor Fair Practices Act", 13-4-31 to 13-4-42, NMSA 1978, the following information is required to be submitted with any job order project:
  - a. The name of each subcontractor who will be performing work or rendering service on the public works project and whose total contract will be the greater of:
    - i. Five Thousand Dollars (\$5,000); or
    - ii. One half of one percent (.005%) of the total project (to be estimated by the architect and/or engineer of record).
  - b. Address of the place of business
  - c. Subcontractor license number
  - d. Type of work or services to be performed by the subcontractor.
  - e. Pursuant to Section 13-4-38 NMSA 1978, if an Offeror fails to list a subcontractor in excess of the listing threshold on any job order contract, and they do not state that the provider is a sole source or that they will put all work that exceeds the threshold to individual bid each time, they are stipulating that they are fully qualified to perform the proposed products and services themselves and that they will perform all work themselves. After the specific job order contract award, any change in subcontractors must be approved by CES and the CES Eligible Agency, otherwise, the Offeror will be guilty of violation of the Subcontractors Fair Practices Act and subject to the penalties provided therein.

- 2. Subcontractor must be registered with New Mexico Department of Workforce Solutions, Public Works section.
- 3. CES and its Eligible Agencies reserves the right to approve, reject and replace any subcontractor proposed by the Offeror pursuant to 13-4-36 NMSA 1978.
- 4. Subcontractors will need to provide performance and payment bonds to prime Contractor if the sub-contract is greater than \$125,000 pursuant to 13-1-148.1.
- 5. Any agreements with subcontractors shall incorporate, by reference, the terms and conditions of this solicitation and each individual project contract.
- 6. No subcontract will be entered into with any unlicensed party. Contractor must use subcontractors openly, include such arrangements in the proposal and certify upon request that such use complies with the rules of the NMCID, New Mexico Public Works Act and New Mexico Procurement Code.
- 7. Subcontractor Payment: Contractor agrees to pay subcontractors in a timely manner and in accordance with the New Mexico Prompt Payment Act pursuant to 57-28-5 NMSA 1978. If Contractor receives a progress payment from CES, the Contractor will pay subcontractor(s), "...within seven days after receipt of payment from the owner, contractor or subcontractor..." pursuant to 57-28-5 C. NMSA 1978. CES will contract to provide release of liens from subcontractors within fifteen (15) days of date of payment. Failure to pay subcontractors, pursuant to 57-28-5 C. NMSA 1978, for work faithfully performed and properly invoiced can result in the suspension or cancellation of this contract.
- 8. Subcontractor's labor used must be of a standing or affiliation that will permit the work to be carried on harmoniously, without delay and will not cause any disturbance, interference or delay to the progress of the project. Subcontractor and lower-tier subcontractors will not employ anyone whose employment might be objected to by prime Contractor or Member.
- 9. It is the responsibility of the Contractor to inform all suppliers and subcontractors that this contract is a cooperative purchasing contract and that the CES Eligible Agency must make payments to CES before CES can issue progress payments to the Contractor. The Contractor must provide CES with all subcontractors and suppliers information utilized for any individual project performed.
- 10. Contractor and Subcontractor are responsible for obtaining background checks for any employee working on a CES project per the CES Member's background check policy.

#### 20. OHIO COUNCIL OF EDUCATIONAL PURCHASING CONSORTIA (OCEPC)

# A. General Terms and Conditions that apply for all Categories:

# 1. Compliance with Laws/Forum Designation

Contractor shall comply with Federal, State, and Local Laws, Codes and Regulations while fulfilling the contract. It is the Contractor's responsibility to be aware of and comply with all state and local laws governing this procurement. Applicable laws, codes, and regulations (etc.) must be followed even if not specifically identified herein. Contractor shall verify to the Ohio Council of Educational Purchasing Consortia (OCEPC), its Member Agencies and other qualifying purchasers that the Contractor is complying with all Federal, State and Local Laws, Codes and Regulations while fulfilling the contract. Moreover, this contract shall be governed by and construed in accordance with the laws of the State of Ohio without giving effect to its principles of conflict of law. Legal proceedings arising under this contract shall be brought in an Ohio Court of Common Pleas of the County where the Member Agency's main office is located.

# 2. Delinquent Tax Affidavit

Contractor shall provide an affidavit relating to delinquent taxes as may be required by Ohio Revised Code Section 5719.042.

# 3. <u>Secretary of State Registration</u>

Contractor shall meet and maintain all registration requirements as necessary to conduct business in the State of Ohio, including but not limited to registration with the Ohio Secretary of State.

# 4. Findings for Recovery

Contractor warrants and represents that it is not subject to a finding for recovery under Ohio Revised Code Section 9.24, or that Contractor has taken the appropriate remedial steps required under Ohio Revised Code Section 9.24, or otherwise qualifies under Ohio Revised Code Section 9.24.

# 5. <u>Ohio Workers Compensation Insurance</u>

Contractor, and any subcontractors hired by Contractor shall, at their own expense, maintain in force for the duration of the project workers' compensation and employer's liability insurance as required by the laws of the State of Ohio.

# 6. Project Personnel, Student Safety and Background Checks

Member Agency shall have the right to reject the participation of any personnel of Contractor in the performance of the services if, in relation to the work assigned to them, the Member Agency deems such personnel to lack the skill, experience and expertise required to perform the services or if Member Agency considers their performance to be substandard or otherwise detrimental to the proper completion of the services. Contractor will advise Member Agency promptly of any change in the project manager or other key personnel assigned to the performance of the services.

Contractor acknowledges that the safety of the Member Agency's students, employees, officials and guests is of the utmost importance. Contractor will endeavor to ensure that its officers, employees, agents, representatives, and consultants will take no action that would jeopardize the safety of the Member Agency's students, employees, officials, or guests. The Member Agency reserves the right to require Contractor's officers, employees, agents, representatives and consultants to wear identification and stay in designated work areas at all times while on the Member Agency's property. The Member Agency shall have the right to effect the immediate removal of any person associated in any way with Contractor from Member Agency property for failure to wear identification, for being outside a designated work area, for fraternizing with or engaging in any improper behavior directed toward or in the vicinity of students, employees, officials, or guests of the Member Agency or for any other good cause.

Contractor shall perform or cause to be performed an Ohio Bureau of Criminal Investigation and Identification and Federal Bureau of Investigation criminal background check of any personnel that will be performing the services within the proximity of minors. Contractor shall notify the Member Agency of any proposed employee who has been convicted, pled guilty or pled "no contest" to a criminal offense, and the Member Agency reserves the right to reject the proposed employee with a criminal background. No person shall be employed by Contractor who has been found guilty of any of the criminal offenses enumerated in Ohio Revised Code Section 3319.39 without prior approval of the Member Agency.

# 7. Independent Contractor

Contractor shall be an independent contractor and neither Contractor nor any of its subcontractors, nor the employees of any thereof, shall be deemed to be the servants, employees, or agents of Member Agency. Contractor shall be responsible for paying all costs related to its employees and managers performing the services. Contractor shall remain liable and responsible to Member Agency for all of its obligations under this contract, regardless of whether the services are performed by the Contractor or a subcontractor of any tier.

# 8. Ownership of Instruments of Service

Drawings, data and other documents prepared by, or with the cooperation of, the Contractor pursuant to this contract shall become, upon payment of all undisputed compensation due the Contractor from the Member Agency, the property of the Member Agency. Such drawings, data or other documents may be used by the Member Agency or others employed by the Member Agency without compensation to the Contractor.

# 9. <u>Audit</u>

Member Agency may audit and inspect Contractor's records and accounts at any time during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.

#### 10. Notices

Unless otherwise expressly provided in this contract, all notices and other communications given under the contract shall be in writing and shall be deemed effective upon receipt by the addressee at its address as set forth in the contract or at such other address as such party shall have notified the other in writing.

# 11. <u>Non-Appropriation</u>

If the Member Agency fails to appropriate sufficient monies in any fiscal year for payments due under the contract and other funds are not available for such payments, then a "Non-Appropriation" shall be deemed to have occurred. If a Non-Appropriation occurs, then Member Agency will give Contractor prompt notice of such Non-Appropriation. This contract shall thereupon terminate without penalty or expense to the Member Agency.

# 12. <u>No Personal Liability</u>

It is understood and agreed that under no circumstances will the Member Agency's board members, officers, employees, or agents be personally liable for any obligations or claims arising out of or related to the contract.

# 13. Miscellaneous

Headings and titles of articles, paragraphs and other subparts of this contract are for convenience of reference only and shall not be considered in interpreting the text of this contract.

This contract and any appendices constitute the entire agreement of the parties with respect to the subject matter hereof and supersedes all prior agreements or understandings with respect thereto.

No contract amendments can be made without the approval of the AEPA membership.

# B. <u>Non-Construction Products and Services:</u>

#### 1. <u>Bus Purchases</u>

For the purchase of school buses, the successful Contractor shall provide bonds required by Ohio Revised Code Sections 153.54 and 153.571.

# C. <u>Construction Products and Services:</u>

For construction improvements, the following shall apply:

- **1.** The successful Contractor shall provide such bonds required by Ohio Revised Code Sections 153.54 and 153.571.
- **2.** Progress payments and retainage shall be in accordance with the provisions of the Ohio Revised Code including Ohio Revised Code Sections 153.12 and 153.14.
- **3.** In the event that the agreement is subject to the prevailing wage requirements of either Ohio Revised Code Chapter 4115 or the Davis-Bacon Act, then the contract between the Member Agency and the Contractor shall contain the applicable rates and such terms and provisions as may be required by law.
- **4.** Contractor shall comply with all applicable licensing requirements, including those of the Ohio Construction Industry Licensing Board.

# D. <u>Procedures for Processing Orders:</u>

The OCEPC will keep informed its Member Agencies and other qualified purchasers of contract information via web site and through other marketing strategies. A list of OCEPC Member Agencies along with addresses, phones, contacts, etc. will be made available to successful Contractors. After contracts are awarded, Contractors may contact the OCEPC Member Agencies and other qualifying purchasers concerning their products and services.

Participating Member Agencies and other qualified purchasers will submit all purchase orders directly to the Contractor.

The Contractor price shall include a two percent (2%) administrative fee that the Contractor will collect from the Member Agency or other qualified purchaser. Administrative fees are to be remitted to the OCEPC on April 15, July 15, October 15 and January 15 of every calendar year with checks payable to the Southwestern Ohio Educational Purchasing Council, 303 Corporate Center Dr. Suite 208, Vandalia, OH 45377.

The Contractor will compile a quarterly report showing all purchases made by the OCEPC Member Agencies and other qualified purchasers under this contract at the conclusion of each calendar quarter. These reports shall be attached to the administrative fee remittance.

# E. <u>Agencies Allowed to Purchase under Member Agency:</u>

All member cooperatives of the OCEPC and their individual Member Agencies are eligible to participate and purchase from the awarded AEPA contracts. All Ohio K-12 school districts, including Boards of Developmental Disabilities, Educational Service Centers, and Instructional Technology Centers, are eligible to participate and purchase from the awarded AEPA contracts. In addition, all colleges and universities, state, cities, counties, townships and other governmental agencies are eligible to participate if the AEPA contracts satisfy their individual procurement requirements.

Revised: December 2, 2009 Approved: December 14, 2009 Reviewed: May 12, 2010 Revised: May 27, 2011 Reviewed and Approved: September 14, 2011 Reviewed and Approved: May 14, 2014 Revised and Approved: May 14, 2015 Reviewed and Approved: May 18, 2016 Revised and Approved May 17, 2017 Reviewed and Approved May 15, 2019

# 21. Oregon, Intermountain Educational Service District (IMESD)

#### A. Additional Agency Terms and Conditions – all categories

Intermountain Education Service District ("IMESD") is an educational service district organized under the laws of the STATE OF OREGON. Pursuant to Oregon Law ORS 279A and IMESD is authorized to cooperate with other entities and in such regard is authorized to cooperate with them in the purchasing of goods and services pursuant to these contract documents. As other entities cooperate with IMESD to take advantage of the goods and services made available pursuant to these contract documents, the terms and conditions of any such sales shall be in accordance with the contract documents.

Additionally Senate Bill 3184 enables Oregon's Education Service Districts to offer the services they provide to component school districts to other organizations. For the past 10 years, the InterMountain ESD (formerly Umatilla-Morrow ESD) has been a leader in expanding revenue available for schools and IMESD programs by providing these services outside of 19 local school districts. *(Reference: <u>ORS 334.185</u>)* 

Under Oregon public contracting rules, each individual public agency will have its own local rules it must adhere to, in addition to statewide public contracting laws. InterMountain Education Service District does not presume that its cooperative purchasing program will necessarily comply with every agency's internal public contracting rules. We always advise potential customers to review the bid solicitation carefully and recommend review by their legal department and/or procurement personnel to assure that contracting laws are complied with.

**ADVERTISING AND MARKETING:** Bidders must demonstrate they possess the necessary resources and have a proven track record to market, offer, obtain, deliver, install and provide the sales and technical support services to IMESD and its participating agencies within the state of Oregon in a timely and cost effective manner.

**APPLICABLE LAW AND VENUE:** Any dispute arising out of any of the contract documents, or out of their performance, shall be decided by ligation in the Circuit Court of the State of Oregon in the county of Owner's residence, the parties consenting to jurisdiction in said court and permanently waiving jurisdiction in any other court, state or federal. In the event of litigation the prevailing party shall be entitled to an award of reasonable attorney's fees and costs at trial and upon any appeal thereof. In the event that the successful bidder breaches a term of condition of a contract awarded, the IMESD may terminate the contract. In addition to the right to terminate due to the successful bidder's breach, and all other rights and remedies contained in other provisions, the IMESD reserves all its rights and remedies at law and in equity available due to the breach. **HAZARDOUS CHEMICALS:** The Successful bidder shall supply current MSDS for all products as required below even if these sheets

HAZARDOUS CHEMICALS: The Successful bidder shall supply current MSDS for all products as required below even if these sheets have been supplied in previous years.

The agencies participating on IMESD agreement will need MSDS and labels for certain products defined as hazardous chemicals by the State of Oregon in accordance with ORS 654.025(2) and 656.726(3). The successful bidder has the responsibility to determine such products and to provide MSDS and labels for such products. The MSDS shall be received by the IMESD by or at the time of the initial shipment of such products.

These requirements have been determined by the State of Oregon Workers Compensation Department, and published as Oregon Administrative Rules 437, Division 2 Hazard Communication. This document is available from Hazard Communication Coordinator, Accident Prevention Division, State of Oregon, Labor and Industries Building, 350 Winter St. NE, Salem, OR 97310, phone: (503) 378-3272 or (800) 922-2689 any local Accident Prevention Division Office.

**HOLD HARMLESS:** Bidders shall indemnify, hold harmless, and defend the IMESD from any and all liabilities, settlements, losses, penalties, costs, expenses, attorney fees (including attorney fees on appeal) in collection with any action, suit or claim based upon or allegedly based upon, resulting from or allegedly resulting from the successful bidder's negligence, omission, activities or services provided pursuant to a contract awarded to such bidder.

**LAW OF THE STATE OF OREGON:** Any contract between the IMESD and a bidder shall be entered into within the State of Oregon, and the laws of said state, whether substantive or procedural, shall apply to the contract.

In addition to any requirements listed, vendor shall comply with all, current, applicable state, federal and local laws, regulations and ordinances. If through mistake or otherwise any such provision is omitted then submission by either IMESD or the vendorpartner the contract shall be amended to make such inclusion or correction. IMESD Also reserves the right to amend the contract resulting from state law changes. Vendor-partners will be sent written notification of such changes.

**SEVERABILITY:** The parties agree that if any term or provision of a resultant contract is declared by a court of competent jurisdiction to be illegal or in conflict with any law the validity of the remaining terms and provisions shall not be affected, and the rights and obligations of the parties shall be construed and enforced as if the Contract did not contain the particular term or provision held to be invalid.

**TAXES:** Taxes, whether State or Federal, shall not be included in bid prices. Our Employer Identification No: 93-6000924 indicated our tax exemption status as a political subdivision. Contractor must certify compliance with the Oregon tax laws in accordance with ORS 305.385 when applicable.

#### B. Additional Agency Terms and Conditions – Non-construction Products and Services

## C. Additional Agency Terms and Conditions - Construction Products and Services

#### 1. Prevailing wage rates/Davis-Bacon.

As set forth in the conditions below, if this is a public works project (as defined below) Oregon State prevailing wage rates will apply unless exempted. If federal funds are being used, Bidders must take into account the need to comply with the Davis-Bacon Act. If both the federal and state prevailing wages are required the Contractor is required by law to pay the greater of the applicable prevailing wage. Pursuant to ORS 279C.365 no bid will be considered unless the bid contains a statement by the Bidder as a part of its bid that the provision of ORS279C.840 will be complied with.

(a) If contract is \$50,000.00 or under and there are no federal funds involved the contract is exempted from prevailing wages pursuant to ORS 279C.810(2) (a).

(b) If contract exceeds \$50,000.00 and there are no federal funds involved, existing prevailing wage rate of the State of Oregon will apply. No worker may be paid by any Contractor or Subcontractor a wage less than the wage required by ORS 279C.840. Every subcontract shall include the requirements of this section. Prevailing wages, state and federal, can be seen at the websites referred to in Section 6(a), Additional Requirements of Oregon Law for Public Contracts, Public Works, and Improvements and Miscellaneous Provisions.

(c) If contract exceeds \$50,000.00 and/or federal funds are involved, unless otherwise exempted by law, Contractor shall comply with ORS 279C.800 to 279C.870 relating to the payment of prevailing wages; Contractor shall also comply with the federal Davis-Bacon Act to the extent applicable. No worker may be paid by any Contractor or Subcontractor a wage less than the wage required by ORS 279C840 and if the state and federal prevailing wage laws both apply, Contractor shall pay as wages the great of the applicable prevailing wage. Every Subcontractor shall include the requirements of this section. Additional Requirements of Oregon Law for Public Contracts,

#### 2. Residence status of Bidder

Each Bidder must identify in its bid whether the Bidder is a resident Bidder, as defined in ORS 279A.120.

3. <u>Licensure</u>

If the contract involves asbestos or asbestos abatement, the contactor or subcontractor must be licensed under ORS 468A.720. 4. <u>Bonding</u>

If this contract is a public improvement contract in excess of \$100,000.00, at the time of the execution of the contract, the successful Bidder shall also deliver to the Owner good and sufficient bonds endorsed on forms supplied by Owner, in sums equal to the contract price, for the faithful performance of the contract, and for the payment of all claims for labor, materials, equipment, and rental equipment that may result from work performed pursuant to the contract documents. The successful Bidder shall not be allowed to execute the contract without the concurrent delivery to the Owner of the bonds required by this paragraph on the required forms. At owner's sole discretion, Contractor shall be subject to disqualification and forfeiture of bid security for breach of this section. If Bidder is disqualified, Owner may award the contract to another Bidder. 5. Subcontractor Disclosure

Unless exempted by ORS 279C.370(1)(c) for public improvement contracts, all Bidders shall within two hours of the date and time of the deadline when bids are due submit information about certain first-tier Subcontractor when the contract value for public improvements is greater than \$100,000 (see ORS 279C.370). Specifically, when the contract amount of a first-tier Subcontractor furnishing labor or labor and materials would be greater than or equal to:

(i) 5% of the project bid, or \$15,000, or

(ii ) \$350,000 regardless of the percentage, Bidders must disclose the following information about that Subcontractor:

- (a) the Subcontractor's name, and
- (b) the category of the work that the Subcontractor would be performing, and
- (c) the dollar amount of the subcontract

If Contractor will not be using any Subcontractors that are subject to the above disclosure requirements, Contractor is required to indicate "NONE" on the reply form. THE OWNER MUST REJECT A BID IF THE BIDDER FAILS TO SUBMIT THE DISCLOSURE FORM WITH THIS INFORMATION BY THE STATED DEADLINE.

#### FIRST TIER SUBCONTRACTOR DISCLOSURE FORM

Project name: Bid #: Bid Opening Date: Name of Bidding Contractor: Required Disclosure Deadline: Bids which are submitted by Bid Closing, but for which a required disclosure submittal has not been made by the specified Disclosure Deadline, are not responsive and shall not be considered for Contract award.

See the certification above the signature line on the second page of this form regarding the Subcontractors that must be disclosed.

The Owner will insert "NA" above if the contract value is not anticipated to exceed \$100,000. Otherwise this form must be submitted either with the bid or within two (2) working hours after the advertised bid closing date and time; but <u>no</u> later than the DISCLOSURE DEADLINE stated above.

This form may not be submitted by facsimile. It is the responsibility of Bidders to submit this disclosure form and any additional sheets, completely filled out and signed, by the specified disclosure deadline.

List below the name of each Subcontractor that will be furnishing labor or will be furnishing labor and materials and that is required to be disclosed, the category of work that the Subcontractor will be performing and the dollar value of the subcontract. Enter "None" if there are no Subcontractors that need to be disclosed. (Attach additional sheets if needed.)

NAME OF CATEGORY OF DOLLAR VALUE SUBCONTRACTOR WORK

Failure to submit this form by the disclosure deadline will result in a nonresponsive bid. A nonresponsive bid will not be considered for award.

\_\_\_\_\_

#### CERTIFICATION

\_\_\_\_\_

It is certified that the above listed first-tier Subcontractor(s) are providing labor, or labor and material, with a dollar value equal to or greater than:

(a) 5% of the total Contract Price, but at least \$15,000 [if the dollar value is less than \$15,000 do not list the Subcontractor above], or

(b) \$350,000 regardless of the percentage of the total Contract Price.

\_\_\_\_\_

Form submitted by (insert Bidder name): Contact name: Telephone number:

#### Additional Requirements of Oregon Law for Public Contracts, Public Works, and Improvements; Miscellaneous Provisions

"Owner" means the public entity executing the Contract of which these provisions are a part.

"Public improvement" means projects for construction, reconstruction or major renovation on real property by or for a public agency. "Public Works" shall mean roads, highways, buildings, structures and improvement of all types, the construction, reconstruction, major renovation or painting of which is carried on or contracted for by any public agency to serve the public interest by does not include the reconstruction or renovation of privately owned property which is leased by a public agency. (1) In reference to ORS 279B.220 and 279C.505. Contractor shall:

(a) Make payment promptly, as due, to all persons supplying to Contractor labor or material for the performance of the work provided for in the contract.

(b) Pay all contributions or amounts due the Industrial Accident Fund from the Contractor or Subcontractor incurred in the performance of the contract.

(c) Not permit any lien or claim to be filed or prosecuted against the Owner on account of any labor or material furnished.

(d) If the contract is for a public improvement, demonstrate to Owner that Contractor has an employee drug testing program in place.

(e) Pay to the Department of Revenue all sums withheld from employees pursuant to ORS 316.167.

(2) In reference to ORS 279C.515 regarding contracts for public improvements:

(a) If the Contractor fails, neglects or refuses to make prompt payment of any claim for labor or services furnished to Contractor or a Subcontractor by any person in connection with the contract as such claim becomes due, the Owner may pay such claim to the person furnishing the labor or services and charge the amount of the payment against funds due or to become due the Contractor by reason of such contract.

(b) If the contract is for a public improvement and if the Contractor or a first-tier Subcontractor fails, neglects or refuses to make payment to a person furnishing labor or materials in connection with the contract within thirty days after receipt of payment from the Owner or a Contractor, the Contractor or first-tier Subcontractor shall owe the person the amount due plus interest charges commencing at the end of the ten day period that payment is due under ORS 279C.580(4) and ending upon final payment, unless payment is subject to a good faith dispute as defined in ORS 279C.580. The rate of interest charged to the Contractor or first-tier Subcontractor on the amount due shall equal three times the discount rate on ninety-day commercial paper in effect at the Federal Reserve Bank in the Federal Reserve district that includes Oregon on the date that is thirty days after the date when payment was received from the Owner or from the Contractor, but the rate of interest shall not exceed 30 percent. The amount of interest may not be waived. (c) If the contract is for a public improvement, or is related to a contract for a public improvement, and if the Contractor or a Subcontractor fails, neglects or refuses to make payment to a person furnishing labor or materials in connection with the contract, that person may file a complaint with the Construction Contractor's Board, unless payment is subject to a good faith dispute as defined in ORS 279C.580.

(d) The payment of a claim in the manner authorized in this section of this contract shall not relieve the Contractor or the Contractor's surety from any obligation with respect to any unpaid claims.

(3) Relating to ORS 279B.020 and ORS 279C.520. Contractor shall comply with ORS 279B.020 and ORS 279C.520 in their entirety (when applicable), and in this regard:

(a) No person shall be employed for more than ten hours in any one day, or forty hours in any one week except in cases of necessity, emergency, or where the Owner absolutely requires it, and in such cases, the employee shall be paid at least time and half pay:

(i) For all overtime in excess of eight hours a day or forty hours in any one week when the work week is five consecutive days, Monday through Friday; or

(ii) For all overtime in excess of ten hours a day or forty hours in any one week when the work week is four consecutive days, Monday through Friday; and

(iii) For all work performed on Saturday, Sunday, and on any legal holiday specified in ORS 279B.020 and 279C.540.

(iv) Contractor shall comply with the notice and posting requirements of ORS 279B.020 and 279C.520(2). Contractor shall pay employees for overtime work performed under this Contract in accordance with ORS 653.010 to 653.261 and the Fair Labor Standards Act of 1938 (29 USC 201, et seq.).

(4) If the contract is for a public improvement, Contractor shall at its sole expense comply with any and all applicable statutes or ordinances, and all regulations of any agencies, whether federal, state, local or tribal, dealing with the prevention of environmental pollution and the preservation of natural resources including without limitation water that affect the performance of this contract.

#### The following agencies, as well as others, may have pertinent regulations:

Federal: Army Corps of Engineers, Federal Energy Regulatory Commission, Environmental Protection Agency, Dept. of Human and Health Services, Dept. of Interior including but not limited to the US Fish and Wildlife Service, Department of Labor, and Water Resources Council.

State: Columbia River Gorge Commission, Department of Energy, Department of Environmental Quality, Department of Fish and Wildlife, Department of Human Resources, Soil and Water Conservation Commission, and Oregon Water Resources Department.

Local: City and County wherein the project is to be undertaken.

Tribal: Confederated Tribes of the Umatilla Indian Reservation.

(5) In relation to ORS 279B.230 and 279C.530, Contractor shall comply in their entirety, and in this regard:

(a) Contractor shall promptly, as due, make payment to any person, co-partnership, association or corporation, furnishing medical, surgical and hospital care or other needed care and attention, incident to sickness or injury, to the employees of Contractor, of all sums which the Contractor agrees to pay for such services and all monies and sums which the Contractor collected or deducted from the wages of employees pursuant to any law, contract or agreement for the purpose of providing or paying for such service.

(b) All employers, including Contractor, that employ subject workers who work under this contract in the State of Oregon shall comply with ORS 656.017 and provide the required workers compensation coverage, unless such employers are exempt under ORS 656.126. Contractor shall ensure that each of its Subcontractors complies with these requirements.

#### (6)

(a) If the contract is for public works and is over \$50,000, Contractor, unless otherwise exempted by law, shall comply with ORS 279C.800 to 279C.870 relating to the payment of prevailing wages; Contractor shall also comply with the

federal Davis-Bacon Act to the extent applicable. The prevailing rates of wage, state and federal, made available on the internet are hereby incorporated by reference; they may be seen at various sites including at www.boli.state.or.us/BOLI/WHD/PWR and www.access.gpo.gov/davisbacon/or.html. If the state and federal

prevailing wage laws both apply, Contractor shall pay as wages the greater of the applicable prevailing wage. Contractor shall comply with all wage reporting and certification requirements of the prevailing wage laws and/or the Davis-Bacon Act, as applicable.

(b) Before starting Work the Contractor shall file with the Construction Contractors Board, and maintain in full force and effect, the separate public works bond required by Oregon Laws 2005, Chapter 360, and OAR 839-025-0015, unless otherwise exempt under those provisions. The Contractor shall also include in every subcontract a provision requiring the Subcontractor to have a public works bond filed with the Construction Contractors Board before starting Work, unless otherwise exempt, and shall verify that the Subcontractor has filed a public works bond

(7) The following apply to contracts for public improvements:

(a) Contractor shall comply with ORS 279C.580, dealing with Contractor's relations with Subcontractors. Without limiting the generality of the foregoing, in this regard Contractor shall include a clause in each subcontract for property or services entered into by the Contractor and a first-tier Subcontractor, including a material supplier, for the purposes of performing the contract:

(i) that obligates the Contractor to pay the first-tier Subcontractor for satisfactory performance under its subcontract within ten days out of such amounts as are paid to the Contractor by the Owner; and

(ii) that obligates the Contractor, if payment is not made within thirty days after receipt of payment from the Owner, to pay to the first-tier Subcontractor an interest penalty on amounts due in the case of each payment not made in accordance with the payment clause required by the preceding paragraph. The interest penalty shall be for the period beginning on the day after the required payment date and ending on the date on which payment of the amount due is made, and shall be computed at the rate specified in ORS 279C.515(2).

(b) Contractor shall include in each of its subcontracts, for the purpose of performance of work in relation to project, a provision requiring the first-tier Subcontractor to include a before clause and an interest penalty clause conforming to the foregoing standards in each of its contracts and to require each of its Subcontractors to include such clauses in their subcontracts with each lower-tier Subcontractor or supplier.

(c) Nothing stated herein shall be construed to preclude the negotiations allowed pursuant to ORS 279C.580(5).
(8) If any work supplied pursuant to the contract requires licensing with the Construction Contractors Board or the State Landscape Contractors Board, Contractor must be so licensed in order to submit a bid for the contract, and Contractor and all relevant Subcontractors must remain licensed during the period required for performance. Contractor certifies that all Subcontractors and workers will be properly licensed to perform the work required by this Contract before their commencement of work.

(9) If this contract is for public improvements, then retainage in the amount of 5% of the amount due shall be withheld in accordance with Oregon laws, including ORS 279C.550 et seq.

(10) If this contract is for a public improvement, and unless exempted by resolution of the Owner, Contractor shall comply with ORS 279C.380 and execute and deliver to Owner a good and sufficient performance bond and payment bond to be approved by Owner in a sum equal to the contract price.

By way of supplement to, and equally binding as, all of the foregoing:

(10.1) Contractor shall comply with all federal, state and local laws, codes, regulations and ordinances applicable to the Work and the Contract. Failure to comply with such requirements shall constitute a breach of Contract and shall be grounds for Contract termination. Without limiting the generality of the foregoing, Contractor expressly agrees to comply with the following as applicable: I) Title VI and VII of Civil Rights Act of 1964, as amended; (ii) Section 503 and 504 of the Rehabilitation Act of 1973, as amended; (iii) the Health Insurance Portability and Accountability Act of 1996; (iv) the Americans with Disabilities Act of 1990, as amended; (v) ORS Chapter 659A; as amended (vi) all regulations and administrative rules established pursuant to the foregoing laws; and (vii) all other applicable requirements of federal and state civil rights and rehabilitation statutes, rules and regulations. Owner's performance under the Contract is conditioned upon Contractor's compliance with the provisions of ORS 279C.505, 279C.510, 279C.515, 279C.520, and 279C.530, which are incorporated by reference herein. (10.2) Contractor shall comply with all applicable requirements of federal and state civil rights and rehabilitation statutes, rules and regulations; and

(a) Contractor shall not discriminate against Disadvantaged, Minority, Women or Emerging Small Business

enterprises, as those terms are defined in ORS 200.005, in the awarding of subcontracts (ORS 279A.110).

(b) Contractor shall maintain, in current and valid form, all licenses and certificates required by law,

regulation, or this Contract when performing the Work.

(10.3) Unless contrary to federal law, Contractor shall certify that it shall not accept a bid from Subcontractors to perform Work as described in ORS 701.005 under this Contract unless such Subcontractors are registered with the Construction Contractors Board in accordance with ORS 701.035 to 701.055 at the time they submit their bids to the Contractor.

(10.4) Unless contrary to federal law, Contractor shall certify that each landscape Contractor, as defined in ORS 671.520(2), performing Work under this Contract holds a valid landscape Contractor's license issued pursuant to ORS 671.560.

(10.5) The following notice is applicable to Contractors who perform excavation Work. ATTENTION: Oregon law requires you to follow rules adopted by the Oregon Utility Notification Center. Those rules are set forth in OAR952-001-0010 through OAR 952-001-0090. You may obtain copies of the rules by calling the center at (503)232-1987.

(11) Contractor must certify compliance with the Oregon tax laws in accordance with ORS 305.385 when applicable.

(12) Upon receipt by Contractor of any notice or claim, pursuant to ORS 279C.600 et seq (concerning action against bonds) Contractor shall immediately notify Owner in writing.

(13) Unless agreed to by Owner in writing, Contractor may not assign, transfer, dispose of, or delegate its duties under the contract.

(14) Contractor shall be responsible for compliance with all local, state, tribal, and federal laws, applicable to any aspect of the work to be performed. It shall be Contractor's responsibility to determine the applicability and requirements of any such laws and to abide by them. Contractor shall indemnify, defend, and hold harmless Owner for any default or breach of Contractor in this regard.

(15) The submission of a bid for this contract is certification by Contractor that Contractor has not discriminated and will not discriminate in violation of ORS 279A.110 against any minority, women, or emerging small business enterprises in obtaining any required subcontracts.

(16) If this contract is a public improvement contract for demolition, Contractor shall salvage or recycle constructions and demolition debris if feasible and cost-effective.

(17) If this contract is a public improvement contract for lawn and landscape maintenance, Contractor shall compost or mulch yard waste material at an approved site, if feasible and cost-effective.

(18) Any dispute arising out of any of the contract documents, or out of their performance, shall be decided by litigation in the Circuit Court of the State of Oregon in the county of Owner's residence, the parties consenting to jurisdiction in said court and permanently waiving jurisdiction in any other court, state or federal. In the event of litigation the prevailing party shall be entitled to an award of reasonable attorney's fees and costs at trial and upon any appeal thereof.

# D. Procedure for Agencies Processing Orders under IMESD in Oregon

Once the award is made to the vendor, IMESD will market these contracts by: 1) including the contract on the IMESD website, 2) announcing the award in flyers, and 3) attending vendor events throughout school year. A list of schools, contact names, addresses and phone number can be accessed through the Oregon Department of Education website. At this point the vendor contacts schools and schools may contact the vendor. When the school/agency identifies a product or services and agrees on price it issues to Vendor a purchase order for that item or service, referencing the AEPA Bid number. The purchase order must include an additional one percent (2%) administrative fee in the total to be forwarded by the vendor to IMESD after the sale. All participating vendors agree to and are subject to audit proceedings of IMESD member sales.

Upon receipt of the purchase order, the vendor provides the goods or service listed on the purchase order. It is important to remember the vendor makes delivery to the member unless other arrangements are made in cooperation with IMESD. When all items and services on the purchase order have been delivered to the member in a complete and satisfactory manner, vendor then invoices the member for the goods and service. This invoice includes the additional one percent (2%) administrative fee to the total amount invoiced of the goods or service provided by the vendor. This percent is based on the total sales of goods or services. The member then pays the vendor including the one percent (2%) administrative fee. IMESD then invoices the Vendor for the 2% administrative fee based on the sale of goods and services collected by the vendor.

#### E. Agencies Allowed to Purchase under IMESD in Oregon

The InterMountain Education Service District (IMESD) participates in a national non-profit organization, the Association of Educational Purchasing Agencies (AEPA), which is a procurement vehicle. The mission of IMESD's involvement with AEPA is to cooperatively serve Oregon state agencies members through a continuous effort to explore and solve present and future purchasing needs. AEPA goals include working to secure multi-state volume purchasing contracts with benefits that are measureable, cost-effective and continuously exceed our state member's expectations. InterMountain Education Service District is the member agency representing Oregon in AEPA through an IMESD board approved Memorandum of Understanding between all participating states that are all political subdivisions related to K-12 education. All AEPA bids have been advertised by IMESD in Oregon.

Pursuant to Oregon Law, ORS 279A, InterMountain Education Service District is authorized to offer these contracts to other government entities including school districts, state universities, community colleges, special districts, local and state government.

There is no fee or annual dues to become an IMESD agency member to purchase. InterMountain Education Service District's contract management efforts are funded by a nominal administrative fee paid by the vendor based on sales volume.

# 22. Pennsylvania, Central Susquehanna Intermediate Unit d/b/a Keystone Purchasing Network

# A. Additional Member Agency General Terms and Conditions that apply to all categories

The Keystone Purchasing Network (KPN) is a cooperative purchasing program operated by the Central Susquehanna Intermediate Unit under various state inter-governmental cooperation laws and includes members in several east coast states that currently includes Pennsylvania, Maryland, District of Columbia, New Jersey, New York and Delaware. All applicable Local, State and Federal laws and regulations will apply to any purchases of equipment, services or construction in any of these states and to other states that may be added under the KPN membership throughout the term of these contracts.

**Marketing and Advertising under this Agreement:** Vendor will actively promote the resulting contract in Pennsylvania, Maryland, District of Columbia, Delaware and New York States. Vendor will comply with the AEPA Marketing program along with the requirement listed below.

1. Vendor will include the approved KPN logo, web address, contract number and toll free number in all print electronic mail and other advertising and promotion intended for release to PA, MD, DC, DE and NY excluding national marketing releases.

2. The KPN logo and associated KPN information shall be of a clearly readable size and in appropriate proportion to other elements in the printed material.

3. Vendor agrees to provide KPN with a copy or proof sheet of the advertisement or promotion material. Vendor will provide KPN with date of release and name of publication, journal, etc.

4. Vendor shall place a supplied KPN vendor sign on booths, tables, etc. of any or all exhibits for which the vendor displays/participates at tradeshows, conventions and the like. Vendor will supply in advance scheduled exhibit dates. Vendor agrees to make available at the exhibit KPN supplied brochures or other promotion materials.

e. Vendor agrees to insert the approved KPN logo, web address, contract number and toll free number on the vendor's web site promoting or a specific KPN landing page and providing a link to the KPN website.

f. Vendor will supply product catalog information, product description, pricing, etc., in a spreadsheet format as specified by KPN for inclusion on the KPN website.

g. Vendor agrees to cooperate in developing appropriate website content to promote its products, services and their advantages to KPN members.

h. Requested materials will be submitted to KPN within 30 days.

**Pricing and Ordering:** Vendor will provide all pricing information in an electronic format and/or setup an electronic ordering system that would show the current contract prices along with the KPN administrative fee of 2% or as adjusted by the KPN. In the case of electronic ordering, the KPN would have administrative reporting capabilities with an online ordering system. The KPN administrative fee will apply to all purchases, installation, total lease, total rental prices and all construction and installation and annual maintenance fees and will be included in the net price offered to the purchasing agency.

#### **B.** Additional Member Agency General Terms and Conditions for <u>Non-Construction Products and Services</u> None

# C. Additional Member Agency General Terms and Conditions for Construction Products and Services

#### The following items refer to all projects involving construction or construction related services:

Vendor and/or Contractor agrees that, in performance of the services required under this Agreement, Vendor and/or Contractor shall abide by all Federal, State, Local, and Pennsylvania Department of Education laws, and regulations that may apply to renovation under this bid, including, but not limited to, those listed below. Vendor and/or Contractor shall also abide by the state and local laws and regulations of other states where a member is located. It is the responsibility of the Vendor or Contractor to determine applicability and requirements of any such laws and to abide by them. Additionally, Contractor has the sole responsibility for compliance will all other matters in conjunction with the services to be performed hereunder and in the Invitation for Bid.

**PERFORMANCE AND LABOR AND MATERIAL PAYMENT BONDS:** the Contractor shall provide a performance bond and a labor and material payment bond, each in the amount of 100% of the contract price, before the award of the contract. (Sections 756 and 757 of the Public School Code of 1949, as amended, and the Public Works Contractors Bond Law of 1967.) **DISCRIMINATION PROHIBITED:** According to 62 Pa.C.S.A. 3701, the Contractor agrees that:

(1.) In the hiring of employees for the performance of work under the contract or any subcontract, no Contractor, Subcontractor or any person acting on behalf of the Contractor or Subcontractor shall by reason of gender, race, creed or color discriminate against any citizen of this Commonwealth who is qualified and available to perform the work to which the employment relates.

(2.) No Contractor or Subcontractor or any person on their behalf shall in any manner discriminate against or intimidate any employee hired for the performance of work under the contract on account of gender, race, creed or color.

(3.) The contract may be canceled or terminated by the government agency and all money due or to become due under the contract may be forfeited for a violation of the terms or conditions of that portion of the contract.

**HUMAN RELATIONS ACT:** The provisions of the Pennsylvania Human Relations Act, Act 222 of October 27, 1955 (P. L. 744) (43 P.S. Section 951, ET. Seq.) of the Commonwealth of Pennsylvania prohibit discrimination because of race, color, religious

creed, ancestry, age, sex, national origin, handicap or disability, by employers, employment agencies, labor organizations, Contractors and others. The Contractor shall agree to comply with the provisions of this Act as amended that are made part of this specification. Your attention is directed to the language of the Commonwealth's non-discrimination clause in 16 Pa. Code 49.101.

**COMPETENT WORKMEN:** Projects where the total estimated cost is \$25,000 or less, Section 7-752 of the Public School Code of 1949, no person shall be employed to do work under such contract except competent and first class workmen and mechanics. No workmen shall be regarded as competent first class, within the meaning of this Act, except those who are duly skilled in their respective branches of labor, and who shall be paid not less than such rates of wages and for such hours work as shall be established and current rates of wages paid for such hours by employers of organized labor in doing of similar work in the district where work is being done.

**PENNSYLVANIA PREVAILING WAGE RATES:** Projects where the total estimated cost is greater than \$25,000, paid for in whole or in part out of funds of a public body, except for maintenance work or work performed under a rehabilitation program or manpower training program must specify "Prevailing Wages." Further information on implementation of the act, definition of maintenance work and prevailing wage rates may be requested from the Pennsylvania Department of Labor and Industry (800-932-0665 or 717-787-4763). When applicable, use Davis-Bacon wage rates for federally assisted projects. This regulation and the general Pennsylvania prevailing minimum wage rates, (Act 442 of 1961, P.L. 987, amended), as determined by the Secretary of Labor and Industry, which shall be paid for each craft or classification of all workers needed to perform the contract during the anticipated term therefore in the locality in which public work is performed, are made part of this specification.

(1.) The general prevailing minimum wage rates including contributions for employee benefits as shall have been determined by the Secretary of Labor and Industry (hereinafter "Secretary"), which must be paid to the workmen, employed in the performance of the Contract.

(2.) The Contractor shall pay no less than the wage rates as determined in the decision of the Secretary and shall comply with the conditions of the Pennsylvania Prevailing Wage Act approved August 15, 1961 (Act No. 442), as amended August 9, 1963 (Act No. 342), and the Regulations issued pursuant thereto, to assure the full and proper payment of said rates.

(3.) These Contract provisions shall apply to all work performed on the Contract by the Contractor and to all work performed on the contract by all Subcontractors.

(4.) The Contractor shall insert in each of his subcontracts all of the stipulations contained in these required provisions.(5.) No workmen may be employed on the Work except in accordance with the classifications set forth in the decision of the Secretary. In the event that additional or different classifications are necessary the procedure set forth in the Regulations shall be followed.

(6.) All workmen employed or working on the Work shall be paid unconditionally, regardless of whether any contractual relationship exists or the contractual relationship which may be alleged to exist between any Contractor, Subcontractor and workmen, not less than once a week without deductions or rebate, on any account, either directly or indirectly, except authorized deductions, the full amount due at the time of payment, computed at the rates applicable to the time worked in the appropriate classification. Nothing in this Contract, the Act or the Regulations shall prohibit the payment of more than the general prevailing minimum wage rates as determined by the Secretary to the workmen on the Work.

(7.) The Contractor and each Subcontractor shall post for the entire period of construction the wage determination decisions of the Secretary, including the effective date of any changes thereof, in a prominent and easily accessible place or places at the site of the work and at such place or places used by them to pay workmen their wages. The posted notice of wage rates must contain the following information:

a. Name of project.

b. Name of public body of which it is constructed.

c. The crafts and classifications of workmen listed in the Secretary's general prevailing minimum wage rate determination for the particular project.

d. The general prevailing minimum wage rates determined for each craft and classification and the effective date of any changes.

e. A statement advising workmen that if they have been paid less than the general prevailing minimum wage rate for their job classification or that the Contractor and/or Subcontractor are not complying with the Act or the Regulations in any manner whatsoever, they may file a protest with the Secretary within three (3) months of the date of the occurrence, objecting to the payment to the Contractor to the extent of the amount or amounts due or to become due to them as wages for work performed on the Project. Any workmen paid less than the rate specified in the Contract shall have a civil right of action for the difference between the wage paid and wages stipulated in the Contract, which right of action must be exercised within six (6) months from the occurrence of the event creating such right.

(8.) The Contractor and all Subcontractors, shall keep an accurate record showing the name, craft and/or classification, number of hours worked per day, and the actual hourly rate of wage paid (including employee benefits) to each workman employed by him in connection with the Work and such record must include any deductions from each workman. The record shall be preserved for two (2) years from the date of payment and shall open at all reasonable hours to the inspection of the Owner and to the Secretary or his duly authorized representative.

(9.) Apprentices shall be limited to such numbers as shall be in accordance with a bona fide apprenticeship program registered with and approved by the Pennsylvania Apprenticeship and Training Council and only apprentices whose training and

employment are in full compliance with the provisions of the Apprenticeship and Training Act approved July 14, 1961 (Act No. 304) and the Rules and Regulation issued pursuant thereto shall be employed on the Work. Any workmen using the tools of a craft that does not qualify as an apprentice within the provisions of this submission shall be paid the rate predetermined for journeyman in that particular craft and/or classification.

(10.) Wages shall be paid without any deductions except authorized deductions. Employers not party to a contract requiring contributions for employee benefits which the Secretary has determined to be included in the general prevailing minimum wage rate shall pay the monetary equivalent thereof directly to the workman.

(11.) Payment of compensation to workmen for work performed on public work on a lump sum basis, or a piece work system, or a price certain for the completion of a certain amount of work, or the production of a certain result shall be deemed a violation of the Act and the Regulations, regardless of the average hourly earnings resulting there from.

(12.) Each Contractor and each Subcontractor shall file a statement each week and a final statement at the conclusion of the Work on the Contract with Owner, under oath, and in form satisfactory to the Secretary, certifying that all workmen have been paid wages in strict conformity with the provisions of the Contract as prescribed by the Regulations, or if any wages remain unpaid, to the amount of wages due and owing to each workman respectively.

(13.) The provision of the Act and the Regulations are incorporated by reference in the Contract.

(14.) The current prevailing wage threshold for Pennsylvania is \$25,000. However the threshold may be increased during the term on the contract by legislated action. Vendor will then be required to adjust labor rate for job under the new threshold. (15.) The following applies to all prevailing wage projects:

**E-Verify**. The successful Bidder and its subcontractors (as such term is defined in the act) are required to comply with the Public Works Employment Verification Act, Act No. 127, July 5, 2012 (formerly Senate Bill 637). All Bidders shall submit with their Bid a Public Works Employment Verification Form (the "Verification Form") to CSIU - KPN in the form published by the Commonwealth of Pennsylvania, Department of General Services. Per the act, the Verification Form is to be obtained from the Secretary of the Pennsylvania Department of General Services. The Verification Form is presently available on the Department of General Services. Per the act, the Verification that the information in the statement is true and correct and that the individual signing the statement understands that the submission of false or misleading information in connection with the verification shall subject the individual and the public works contactor or subcontractor, as the case may be, to sanctions provided by law; and the verification form shall be signed by a representative of the public works contractor, as applicable, who has sufficient knowledge and authority to make the representations and certifications contained in the statement. Prior to award of a contract or purchase order by a Member Agency to the successful Bidder for a particular project, the successful Bidder shall submit to the Member Agency a Verification Form. Per the act, the successful Bidder's subcontractors shall provide to the Member Agency, and successful Bidder shall cause its subcontractors to provide to the Member Agency, their Verification Forms prior to commencing work on the Member Agency's project.

**STANDARD OF QUALITY:** The various materials and products specified in the specifications by name or description are given to establish a standard of quality and of cost for bid purposes. It is not the intent to limit the Bidder, the bid or the evaluation of the bid to any one material or product specified but rather to describe the minimum standard. When proprietary names are used, they shall be followed by the words "or alternatives of the quality necessary to meet the specifications". A bid containing an alternative, which does not meet the specifications, may be declared non-responsive. A bid containing an alternative may be accepted but if an award is made to that Bidder the Bidder will be required to replace any alternatives, which do not meet the specifications.

**PROVISIONS FOR THE USE OF STEEL AND STEEL PRODUCTS MADE IN THE U.S.:** In accordance with Act 3 of the 1978 General Assembly of the Commonwealth of Pennsylvania, if any steel or steel products are to be used or supplied in the performance of the contract, only those produced in the United States as defined therein shall be used or supplied in the performance of the contract or any subcontracts thereunder in accordance with Act 161 of 1982, cast iron products shall also be included and produced in the United States. Act 141 of 1984 further defines "steel products" to include machinery and equipment. The act also provides clarifications and penalties.

**PROHIBITION ON CASH ALLOWANCES:** Cash allowances are prohibited.

**TIME(S) OF COMPLETION OF THE PROJECT:** Contractor/Vendor shall complete all work within 180 days after entry into a contract with the individual Member. Member and Contractor/Vendor may agree in writing on a lesser number of workdays depending on the scope of the project.

**Owner's Compliance in Retaining Payments:** Unless a member stipulates otherwise, Payment Retentions and Progress Payments shall be as follows: Ten percent (10%) of all contract payments shall be retained by the member as insurance of proper performance of the prime Contractor. Prime Contractor agrees to identify the amount of the invoices sent to the member school districts, then send copies of the invoices to the KPN. When fifty percent (50%) of the work is completed, as determined by the school district, one-half (1/2) of the amount retained shall be paid to the prime Contractor, if the prime Contractor requests payment, provided that the prime Contractor is making satisfactory progress and there is no specific cause for greater withholding. After the work is fifty percent (50%) completed, no more than five percent (5%) of the amount of any subsequent progress payments shall be retained, unless the governing board of the member determines that satisfactory progress is not being made, at which point ten percent retention shall be reinstated. If the member and the prime Contractor agree to a substitute security, the agreement must be in full compliance with Pennsylvania law. If the substitute security is agreed to, the prime Contractor must provide KPN and the member with assigned and acknowledged waiver of any right or

power of the obligor to set off any claim against KPN, the member, or the prime Contractor, in relationship to the security assigned. The prime Contractor, as authorized above, will pay any interest due a Subcontractor or material supplier. A Subcontractor to the prime Contractor may request, in writing, that the Subcontractor be notified by KPN within five (5) days of payment of each progress payment made to the prime Contractor. It is the responsibility of the prime Contractor to inform all suppliers and Subcontractors that this contract is a cooperative purchasing contract. Once all bonds are in place, the prime Contractor and the authorized agent of the member will agree in writing upon a schedule of payments based on identifiable milestones. Retaining of payments must be done in accord with 62 Pa.C.S.A. § 3921.

A contract containing a provision for retainage as provided in section 3921 (relating to retainage) shall contain a provision requiring the architect or engineer to make final inspection within 30 days of receipt of the request of the Contractor for final inspection and application for final payment. If the work is substantially completed, the architect or engineer shall issue a certificate of completion and a final certificate for payment, and the government agency shall make payment in full within 45 days except as provided in section 3921, less only one and one-half times the amount required to complete any then-remaining uncompleted minor items, which amount shall be certified by the architect or engineer and, upon receipt by the government agency of any guarantee bonds which may be required, in accordance with the contract, to insure proper workmanship for a designated period of time. The certificate given by the architect or engineer shall list in detail each uncompleted item and a reasonable cost of completion. Final payment of any amount withheld for the completion of the minor items shall be paid upon completion of the items in the certificate of the engineer or architect.

**WORKERS' COMPENSATION ACT:** The Contractor shall accept, insofar as the work covered by their contract is concerned, the provisions of the Workers' Compensation Act 44 of 1993, and any supplements of amendments thereof, including any which may hereafter be passed, and shall insure the Contractor's full liability there under for all parts of their contract being performed by the Contractor, the Contractor's partners, associates, employees or those of any the Contractor may employ herein, or file with the Entity a certificate of exemption from insurance from the Bureau of Workers' Compensation of the Department of Labor and Industry.

The Contractor shall, at all times, indemnify and save harmless the school entities of and from all claims for Workers' Compensation which may be made by any of the employees of the Contractor or by any of the employees to whom the Contractor may have let the performance of any part of the work embraced by their contract and the Contractor shall appear for and defend the school entities against any and all such claims. The Contractor shall be covered by Employers' Liability Insurance with a minimum limit of \$250,000 for each employee, \$2,000,000 policy limit and \$250,000 for each accident.

**ACT 34 CRIMINAL BACKGROUND CHECKS:** Independent Contractors and their employees who provide services to a Pennsylvania school entity are required to obtain a report of "Criminal History Record Information" from the Pennsylvania State Police. In the case of non-Pennsylvania residents, a report of "Federal Criminal Record Information" from the FBI is required in addition to the Pennsylvania State Police Report.

Contractors shall be required to do the following:

(1.) Present the original document/s Report of Criminal History Records information from the Pennsylvania State Police, report of Federal Criminal History Record Information from the Federal Bureau of Investigation to the Superintendent or the Superintendent's designee <u>prior to the beginning of work for the school entity</u>. The school entity shall retain a copy of the background check information and shall note on that copy the date on which the original document was inspected and the name of the administrator who viewed the original. This copy shall be retained in the school entity records with the original being returned to the Contractor.

(2.) If any new employees are added to the workforce during the course of the work, such employee(s) must follow the same procedure described above <u>prior</u> to any work for the school entity.

(3.) All costs for the Criminal History Information check(s) shall be borne by the perspective Contractor.

(4.) The school entity shall notify the Contractor in writing if the decision not to employ the Contractor or the Contractor's employees is based in whole or in part on criminal history records information.

(5.) The school entity shall follow the regulations promulgated by the State Board of Education concerning the confidentiality of the Criminal History Report Information obtained pursuant to the Act.

Upon written notice from the school entity, Contractors shall have all such persons removed from the project. School entity's right to declare such persons unfit shall not be limited to the required exclusion of persons from school property as set forth in Section 1-111 of the Pennsylvania School Code and/or Act 151 of 1994.

**CHILD PROTECTIVE SERVICES BACKGROUND CHECKS**: Prior to commencing work under the contract, the Contractor shall submit for any employee or independent Contractor who would be working on a school entity's site pursuant to work contemplated in the contract, an official clearance statement obtain from the Pennsylvania Department of Welfare pursuant to Act 151 of December 16, 1994 (P.L. 1292) subchapter C2 of the Child Protective Services Act. Contractor shall not allow any prospective employee or independent Contractor on the job site prior to providing the school entity with the above-referred clearance statement for prospective employees or independent Contractors.

**ANTIBID-RIGGING ACT (NON-COLLUSION): In** accordance with the Commonwealth of Pennsylvania's Antibid-Rigging Act, 62 Pa. C.S.A.§ 4501 et seq., the Contractor shall execute and submit with the bid a Non-Collusion Affidavit required by the Agency. Each party to the joint venture must be identified in the bid documents, and an Affidavit must be submitted separately on behalf of each party.

**PREVENTION OF ENVIRONMENTAL POLLUTION:** Section 3301 of the Pennsylvania Commonwealth Procurement Code requires that all invitations for Bids and requests for proposals for construction projects issued by any governmental agencies

shall set forth any provision of Federal and State statutes, rules, and regulations dealing with prevention of environmental pollution and the preservation of public natural resources that affect the Project. A Notice of said provisions prepared by the Pennsylvania Department of Environmental Resources under Act 247 of 1972, 52 P.S. § 1612 (repealed) is available from Jeffrey L. Kimball, Cooperative Purchasing Services Director at the Keystone Purchasing Network, 90 Lawton Lane, Milton, PA 17847. His telephone number is 570-523-1155 x2130, and his e-mail address is jkimball@csiu.org. Said Notice is hereby incorporated by reference. Contractor is hereby notified and agrees to comply with the terms of all statutes, rules and regulations enumerated in the Notice.

**ARCHITECTURAL SERVICES:** For those Members who are Pennsylvania Public School Districts, and whose projects require architectural or engineering services, your attention is directed to Section 7-751.1 of the Pennsylvania Public School Code (24 P.S. § 7-751.1), which requires a public school district to engage an architect/engineer that is independent from the Vendor/Contractor's architect/engineer.

**MULTIPLE PRIME CONTRACTORS:** For those Members who are Pennsylvania Public School Districts, your attention is directed to Section 7-751 of the Pennsylvania Public School Code (24 P.S. § 7-751), which requires a public school district to use separate prime Contractors for plumbing, heating and ventilating, and electrical work. To the extent a school district's project extends beyond general construction services, the school district will need to separately bid plumbing, heating and ventilating, and electrical work, and should consult with its individual solicitor for compliance with Section 7-751. For other Members who are subject to multiple prime requirements under applicable bidding laws, such Members should consult with their individual solicitors for compliance with said requirements.

#### **D.** Procedure for Processing Orders

Once the award is made to the Contractor/vendor, KPN will inform its members of the contract by: (1) including the contract in the agency database that is available on the KPN website, (2) announcing the award in its periodic newsletter, and (3) publishing the contract information in a catalog disseminated to all members. A list of members, institution names, contact names, addresses and phone number will be made available to the vendor in an electronic format. At this point the Contractor/vendor contacts the members and members may contact the Contractor/vendor. When the member identifies a product or service it issues a purchase order for that item to the vendor. The vendor's price to its members will include the following administrative fees: currently 2% (two percent) on all supplies, equipment and construction, rental or lease, annual subscription fee, etc.; and others administrative fees as approved by KPN and will be collected from the member or other qualifying purchaser. KPN reserves the right to adjust the administrative fee at any time during the duration of the contract and any renewal period or to modify the administrative fee based on volume of purchase. If the administrative fee is reduced do to the size of the project the vendor will show the adjustment on the quote. The vendor will also compile a quarterly report showing all purchases made by KPN members under this contract. The vendor will also produce an annual report for all purchases made under this contract for a period of beginning with the award of the contract through December 31<sup>st</sup> and all consecutive 12-month periods if contract is extended. The vendor will make all administrative fee payments to KPN by the 15<sup>th</sup> of the succeeding month of each 3-month period (quarterly) after they have received payment from the member agency and all checks are to be made payable to the Central Susquehanna Intermediate Unit (CSIU) and sent to Keystone Purchasing Network, 90 Lawton Lane, Milton, PA 17847, and Attention: Jeff Kimball. All reporting of purchases will be broken down by entity by state and will show purchaser, total dollar and date of purchase.

#### E. Agencies Allowed to Purchase under the Member Agency

The Keystone Purchasing Network (KPN) is a cooperative purchasing program operated by the Central Susquehanna Intermediate Unit under various state inter-governmental cooperation laws. Every public school district in the state is eligible to become a member and must complete a membership application with the KPN. No member is obligated to use these services, but they find the benefits of low price and not needing to go through the bidding process most advantageous. Only those members listed on an approved KPN membership list are eligible to purchase under these contracts. This list may change during the contract period and currently includes members from Pennsylvania, Maryland, New York, Delaware, District of Columbia and other Northeast & Mid-Atlantic states. Vendors may choose to offer KPN in other non-AEPA member states where cooperative purchasing laws allow.

Additional members may include other public educational institutions in the state, college, university, community colleges, vocational schools, charter schools, municipal and county governments and other non-profit organizations from Pennsylvania or any other state where a member is located. Membership from other entities is permitted by various intergovernmental cooperative purchasing laws or regulation from their home state.

As member agencies from other states are added to the membership of the KPN the awarded vendor(s) agrees to abide by all state and local laws and/or regulations that may apply to any purchase of products, services or construction by these agencies. KPN reserves the right to market any AEPA contract under any cooperative program name that it may choose in the future on a national basis in any non-AEPA member state.

# 23. South Carolina, Carolinas Alliance 4 Innovation

## 1. General Overview

- a. Carolinas Alliance 4 Innovation (CA4I) is now the AEPA representative for the state of South Carolina.
- b. CA4I is a non-profit public benefit corporation whose mission is to promote innovative solutions in transportation, infractructure, angineering and education for the number of economic development.
- infrastructure, engineering and education for the purpose of economic development.

# 2. Eligible Entities

a. CA4I is able to serve City, County, and State Government; K-12 Public and Private Schools; Colleges and Universities; Public Libraries; and Non-Profit Organizations.

# 3. General Terms and Conditions that apply for all categories

- a. **Governing Law:** The laws of the State of South Carolina govern all contracts resulting from this solicitation. Each provision of law and clause required by law to be included in a contract shall be deemed to be inserted herein and the contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction.
- b. **Governing Venue:** The resulting contract award shall be deemed to have been made and performed in Greenville County, South Carolina. For venue, all legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Greenville County, South Carolina.
- c. **Hazardous Substances:** All hazardous products purchased by members shall include a Safety Data Sheet (SDS) with the delivery.
- d. **Award:** Upon acceptance and approval of the Vendor's offer by AEPA, CA4I will independently consider the recommendation based on the value of the potential contract for its participating agencies. In the event of an award, CA4I will inform its members of the award and contract by the following methods along with contract instructions and ordering process.
- e. **Processing Orders:** When the member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative fee in the quoted price. The administrative fee shall be based upon the total cost of goods and/or services including installation costs. The administrative fee shall not be listed as a separate line item on the quote. When a member decides to purchase through the CA4I-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on
  - i. The total cost of goods, service, and installation, including the 2% administrative fee.
  - ii. Notification will be made to the vendor in the event the purchase order is not in compliance with the contract and adjustments will be made at that time. CA4I and the Vendor will mutually resolve any issues concerning past purchases. The purchase orders are to continue to be processed and viewed as approved unless notified by CA4I otherwise. All sales and transactions may continue without delay or in anticipation of the CPC purchase order verification.
  - iii. Once all the items and services on the purchase order have been delivered to the member completely and satisfactorily, the Vendor then files a copy of the final invoice, which is available to CA4I by request in support of the quarterly sales summary.
  - iv. The Vendor makes all deliveries and installations of products and services. CA4I does not warehouse items or provide installation services.
  - v. This administrative fee is to be paid by the vendor to CA4I, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to CA4I a sales report, in Excel format, listing the following information:
    - 1. Name of purchasing agency
    - 2. Address of purchasing agency (city, state, zip code)
    - 3. Date of purchase
    - 4. Invoice number
    - 5. Amount of purchase
    - 6. Administrative fee generated by sale
    - 7. Savings generated by sale

This report shall include all sales made and payments received by the vendor in the said quarter. The sales report shall be emailed to Fred Payne, fred.payne@ca4i.org

# 24. TexBuy, a Cooperative Purchasing Shared Services Cooperative Sponsored by the Region 16 Education Service Center Education Service Center

#### A. Additional Agency Terms and Conditions

- (1) TexBuy funding: The total cost of the TexBuy program is funded through a participation fee up to two percent (2%) paid to TexBuy by the Contractors. This fee shall be included in all pricing to TexBuy and its participating agencies. The fee is based on actual Contractor sales. TexBuy does not charge any fees to participating government agencies.
- (2) **Tax exempt status:** All government agencies participating in TexBuy are exempt from payment of taxes under Texas Tax Code §151.309 for the purchase of tangible personal property.
- (3) **Minority and Women Business Enterprise (MWBE) participation:** It is the policy of some TexBuy participants to involve MWBE Contractors in the purchase of goods and services. Contractors shall indicate on the proposal form whether or not they are an MWBE.
- (4) **Bid awards** shall not consider whether a vendor is a member of or has another relationship with any organization and bid specifications (and subsequent contracts) shall not deny or diminish the right of a person to work because of the person's membership or other relationship status with respect to any organization in accordance with Texas Education Code §44.043.
- (5) **Felony Conviction Notice** (TexBuy Contractors will be required to sign a standard affidavit required by the State of Texas): Texas Education Code, Section 44.034, Notification of Criminal History, Subsection (a), states "a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony." Subsection (b) states "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract." This notice is not required of a publicly held corporation.
- (6) **SB 9: Criminal History and Background Checks,** in accordance with Texas Education Code Chapter 22, shall be required should any employee or agent of a contractor awarded a bid have "continuing duties related to the contracted services" with a school district and that employee or agent will have "direct contact with students" (as those terms are defined in 19 Texas Administrative Code §153.1101).
- (7) **Debarment and Suspension:** Under Executive Order 12549 in the Federal Register and Rules and Regulations, TexBuy and TexBuy participants shall not do business with a vendor that has been debarred, suspended, or is otherwise ineligible for participation in Federal Assistance Programs.
- (8) **Conflict of Interest:** In accordance with Texas Local Government Code Chapter 176, vendors/contractors who have a business relationship as defined by Section 176.001(1-a) with a local government entity and meet the requirements under section 176.006(a) must file a Conflict of Interest Questionnaire (Form CIQ) with the local government entity when:
  - (a.) The vendor/contractor has entered into a contract with the local government entity or the local government entity is considering entering into a contract with the vendor.
  - (b.) AND the vendor provides certain income or gifts to a Local Government Officer (LGO) or first-degree relatives as defined in the Texas Government Code
  - (c.) OR a family relationship exists between the LGO and the vendor's employees or agents as defined in the Texas Government Code.
  - (9) EDGAR Certification (Education Department General Administrative Regulations): In accordance with Federal Regulations under 2 CFR § 200.318(c)(1) – When a Cooperative member seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (also known as the "Uniform Guidance" or new "EDGAR"). All Vendors submitting Proposals must complete this EDGAR Certification Form regarding the Offeror's willingness and ability to comply with certain requirements which may be applicable to specific TexBuy member purchases using federal grant funds. This completed form will be made available to TexBuy members for their use while considering their purchasing options when using federal

grant funds. Members may also require Vendors to enter into ancillary agreements, in addition to the TexBuy's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

- (10) Antitrust Certification: In accordance with Texas Government Code 2155.005, a local government entity shall not enter into contract with a vendor/contractor that has violated any provision of the Texas Antitrust laws referenced in Texas Business & Commerce Code Chapter 15 or any Federal antitrust laws.
- (11) **H.B 89 Verification:** In accordance with chapter 2270 of the Texas Government code, a local government entity (city, school district, special district, etc) may not enter into a contract with a for-profit company unless the local government entity obtains written verification that the company does not and will not boycott Israel during the term of the contract.

#### B. Additional Agency Terms and Conditions for Non-Construction Products and Services

- (1) **State of Texas Franchise Tax**: By signature hereon, the bidder certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Texas Tax Code.
- (2) **Agricultural products**, including textiles and other similar products, are not to be made available to Texas school districts through the agreement, unless such products produced, processed, or grown in the state of Texas are given a preference in accordance with Texas Education Code §44.042.
- C. Additional Agency Terms and Conditions for Construction Products and Services as required by law in the State of Texas:
  - (1) **Certification of Residency (TexBuy Contractors will be required to sign a standard affidavit required by the State of Texas):** The State of Texas has a law concerning non-resident Contractors. This law can be found in Texas Government Code under Chapter 2252, Subchapter A. This law makes it necessary for TexBuy to determine the residency of its Contractors. In part, this law reads as follows:

#### (a.) **Section: 2252.001**

"Non-resident bidder" refers to a person who is not a resident. "Resident bidder" refers to a person whose principal place of business is in this state, including a Contractor whose ultimate parent company or majority owner has its principal place of business in this state."

#### (b.) Section: 2252.002

"A governmental entity may not award a governmental contract to a non-resident bidder unless the nonresident underbids the lowest bid submitted by a responsible resident bidder by an amount that is not less than the amount by which a resident bidder would be required to underbid the nonresident bidder to obtain a comparable contract in the state in which the nonresident's principal place of business is located."

#### (2) Security

- (a.) **Bid Security**, when required by Texas Law, shall be furnished with the bid. The Bid Security shall consist of a certified check, cashier's check or a bid bond in the amount of ten percent (10%) of the total bid (or as otherwise stated in the RFB) that shall be a guarantee to furnish Performance and Payment Bonds. Bid Security shall be to TexBuy.
- (b.) **The Successful Bidder's Security** will be retained until the Contract is signed and the required Performance and Payment Bonds have been furnished. If any bidder refuses to enter into a contract within 30 days or fails to furnish the required bonds, TexBuy will retain the Bid Security as liquidated damages, but not as a penalty.
- (c.) **Performance Bonds** when required by Texas Law, shall be furnished by the successful bidder in an amount equal to one hundred percent (100%) of the total amount of the contract sum, underwritten by such Surety Company as the Participating Agency may approve, conditioned upon the faithful performance of the work in accordance with the plans, specifications, and contract documents. Said bond shall be solely for the protection of the Participating Agency.
- (d.) **Payment Bonds** when required by Texas Law shall be furnished by the successful bidder, in the amount of the contract, solely for the protection of all claimants supplying labor and material as hereinafter defined, in the prosecution of the work provided in said contract, for the use of each claimant.

- (e.) **Prevailing Wage** must be paid to any contractors or subcontractors or their employees or agents in performing any work under the awarded bid.
- (f.) **Criminal History Background Checks** in accordance with Texas Education Code §22.0834 shall be required should any employee or agent of a contractor awarded a bid have "continuing duties related to the contracted services" with a school district and that employee or agent will have "direct contact with students" (as those terms are defined in 19 Texas Administrative Code 153.1101).
- (3) Insurance: The Contractor shall file with the Participating Agency's designee, Insurance Certificates, as described herein, evidencing the coverage required, and shall be supplied within ten (10) calendar days after receipt of the written "Notice of Award". In no instance shall the Contractor begin work prior to the filing of the insurance requirements. Failure to do so shall be grounds to void the contract. The Participating Agency's designee shall be given ten (10) days notice prior to the cancellation or change of any of the required insurance coverage. The Participating Agency shall be named as Certificate Holder.
  - (a.) Contractor's Liability Insurance: Produce and maintain in force the following kinds of insurance of companies acceptable to the Owner. Minimum Limits of Liability are stated.

Contractor's Liability Insurance: Employer's Insurance Workers' Compensation—Statutory Employer's Liability Bodily Injury by Accident Each Occurrence—\$100,000.00 Bodily Injury by Disease Each Employee—\$100,000.00 Policy Limit—\$500,000.00

Commercial General Liability -Combined Limits of Bodily and Personal Injury and Property Damage: Single Limit—\$500,000.00 Unimpaired Aggregate—\$500,000.00

Comprehensive Automobile Liability - Including non-ownership, hired and owned vehicle coverage: Bodily Damage Each Person—\$250,000.00 Each Occurrence—\$500,000.00 Property Damage Each Occurrence—\$250,000.00

- (b.) Owner's Insurance: Carry and pay for Owner's Protective Liability Insurance in the same amounts as specified above for the Contractor's General Liability. Name the Architect, Engineers, and Consultants as additional insured if applicable.
- (c.) Comprehensive Catastrophic Liability: excess over the above liability policies in the amount of \$2,000,000.00 each occurrence. (Combined Limit)

#### D. Procedure for Processing Orders

- (1) Purchase orders are issued by participating agencies to the Contractor.
- (2) "Automated contracts" may be negotiated with TexBuy that provide for purchase orders to be sent directly to the Contractor with reports of usage submitted periodically to TexBuy.
- (3) Contractors deliver goods/services directly to the participating agency and then invoice the participating agency. The Contractor receives payment directly from the participating agency.
- (4) TexBuy shall receive quarterly reports from the Contractor reflecting total sales made through the TexBuy contract with the Contractor. The Contractor shall remit payment of their participation fee up to two percent (2%) to TexBuy at net thirty-day (30) terms.

#### E. Members Purchasing Under the Agency

TexBuy is operated by Region 16 Education Service Center, Amarillo, Texas and is available for use by all public and private schools, colleges, universities, cities, counties and other government agencies in the State of Texas.

## 25. Virginia, Fairfax County Public Schools

# Additional Agency Terms and Conditions that apply to all categories

**AUTHORITY**-The Purchasing Agent has the sole responsibility and authority for negotiating, placing and when necessary modifying every solicitation, contract and purchase order (except for capital construction projects) issued by the County of Fairfax. In the discharge of these responsibilities, the Purchasing Agent may be assisted by assigned Buyers. Unless specifically delegated by the County Purchasing Agent, no other County officer or employee is authorized to order supplies or services, enter into purchase negotiations or contracts, or in any way obligate the government of the County of Fairfax for indebtedness. Any purchase ordered or contract made which is contrary to these provisions and authorities shall be of no effect and void and the County shall not be bound thereby.

NOTE: Fairfax County does not discriminate against faith-based organizations, in accordance with the *Code of Virginia*, § 2.2-4343.1, or against a Bidder or Bidder because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

# GENERAL

# 1. **DEFINITIONS-**

AGENCY: Any Department, Agency, Authority, Commission, Board or other unit in the Administrative Service of the County.

BIDDER/BIDDER: Any individual, company, firm, corporation, partnership or other organization bidding on solicitations issued by the Purchasing Agent and offering to enter into contracts with the County. The term "Bidder" will be used throughout this document and shall be construed to mean "Bidder" where appropriate.

CONTRACTOR: Any individual, company, firm, corporation, partnership or other organization to whom an award is made by the County.

COUNTY: County of Fairfax.

GOODS: All material, equipment, supplies, printing, and automated data processing/information technology hardware and software.

PURCHASING AGENT: The Purchasing Agent employed by the Board of Supervisors of Fairfax County, Virginia.

SERVICES: Any work performed by an independent Contractor wherein the service rendered does not consist primarily of acquisition of equipment or materials, or the rental of equipment, materials and supplies.

STATE: Commonwealth of Virginia.

- **2. FUNDING**-A contract shall be deemed binding only to the extent of appropriations available to each Agency for the purchase of goods and services.
- **3. CONTRACT ALTERATIONS**-No alterations in the terms of a contract shall be valid or binding upon the County unless made in writing and signed by the Purchasing Agent or his or her authorized agent.
- 4. SUBLETTING OF CONTRACT OR ASSIGNMENT OF CONTRACT FUNDS-It is mutually understood and agreed that the Contractor shall not assign, transfer, convey, sublet or otherwise dispose of his or her contractual duties to any other person, firm or corporation, without the previous written consent of the Purchasing Agent. If the Contractor desires to assign his or her right to payment of the contract, Contractor shall notify the Purchasing Agent immediately, in writing, of such assignment of right to payment. In no case shall such assignment of contract relieve the Contractor from his or her obligations or change the terms of the contract.
- 5. NEW GOODS, FRESH STOCK-All Contractors, unless otherwise specifically stated, shall provide new commodities, fresh stock, latest model, design or pack.
- 6. **INSPECTION-ACCEPTANCE-**For determining acceptance of supplies in accordance with the provisions of the prompt payment discount paragraph, inspection and acceptance shall be accomplished only after examination (including testing) of supplies and services to determine whether the supplies and services conform to the contract requirements. Acceptance shall occur only after receipt and inspection provided such inspection, as appropriate, is accomplished within a reasonable time.

**DELIVERY/SERVICE FAILURES**-Failure of a Contractor to deliver goods or services within the time specified, or within reasonable time as interpreted by the Purchasing Agent, or failure to make replacements/corrections of rejected articles/services when so requested, immediately or as directed by the Purchasing Agent, shall constitute authority for the Purchasing Agent to purchase in the open market articles/services of comparable grade/quality to replace the services, articles rejected, and/or not delivered. On all such purchases, the Contractor shall reimburse the County, within a reasonable time specified by the Purchasing Agent, for any expense incurred in excess of contract prices. Such purchases shall be deducted from the contract quantities if applicable. Should public necessity demand it, the County reserves the right to use or consume articles delivered or services performed which are substandard in quality, subject to an adjustment in price to be determined by the Purchasing Agent.

- **7. GUARANTEES & WARRANTIES**-All guarantees and warranties required shall be furnished by the Contractor and shall be delivered to the Purchasing Agent before final payment on the contract is made. Unless otherwise stated, manufacturer's standard warranty applies.
- 8. **INSPECTIONS**-Inspection and acceptance of materials or supplies will be made after delivery at destinations herein specified unless otherwise stated. If inspection is made after delivery at destination herein specified, the County will bear

the expense of inspection except for the value of samples used in case of rejection. Final inspection shall be conclusive except in regard to latent defects, fraud or such gross mistakes as to amount to fraud. Final inspection and acceptance or rejection of the materials or supplies will be made as promptly as practicable, but failure to inspect and accept or reject materials or supplies shall not impose liability on the County for such materials or supplies as are not in accordance with thespecifications.

- **9. POINT OF DESTINATION**-All materials shipped to the County must be shipped F.O.B. DESTINATION unless otherwise stated in the contract or purchase order. The materials must be delivered to the "Ship to" address indicated on the purchaseorder.
- **10. ADDITIONAL CHARGES**-Unless bought F.O.B. "shipping point" and Contractor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, difference between freight or mail and express charges may be added to invoice.
- **11. TERMINATION OF CONTRACTS**-Contracts will remain in force for full periods specified and/or until all articles ordered before date of termination shall have been satisfactorily delivered and accepted and thereafter until all requirements and conditions shall have been met, unless:
  - a. Terminated prior to expiration date by satisfactory deliveries of entire contract requirements, or upon termination by the County for Convenience or Cause.
  - b. Extended upon written authorization of the Purchasing Agent and accepted by Contractor, to permit ordering of unordered balances or additional quantities at contract prices and in accordance with contract terms.
- **12. TERMINATION FOR CONVENIENCE**-A contract may be terminated in whole or in part by the County in accordance with this clause whenever the County Purchasing Agent shall determine that such a termination is in the best interest of the County. Any such termination shall be effected by delivery to the Contractor at least five (5) working days prior to the termination date of a Notice of Termination specifying the extent to which performance shall be terminated and the date upon which termination becomes effective. An equitable adjustment in the contract price shall be made for completed service, but no amount shall be allowed for anticipated profit on unperformed services.
- 13. TERMINATION OF CONTRACT FOR CAUSE
  - a. If, through any cause, the Contractor shall fail to fulfill in a timely and proper manner his or her obligations under this contract, or if the Contractor shall violate any of the covenants, agreements, or stipulations of this contract, the County shall thereupon have the right to terminate, specifying the effective date thereof, at least five (5) days before the effective date of such termination. In such event all finished or unfinished documents, data, studies, surveys, drawings, maps, models, and reports prepared by the Contractor under the contract shall, at the option of the County, become its property and the Contractor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents.
- **14.** Notwithstanding the above, the Contractor shall not be relieved of liability to the County for damages sustained by the County by virtue of any breach of contract by the Contractor for the purpose of set off until such time as the exact amount of damages due to the County from the Contractor is determined.
- **15. CHANGES**-Should it become proper or necessary in the execution of this contract to make any change in design, or to make any alterations which will increase the expense, the Purchasing Agent shall determine an equitable adjustment. No payment shall be made to the Contractor for any extra material or services, or of any greater amount of money than stipulated to be paid in the contract, unless some changes in or additions to the contract requiring additional outlay by the Contractor shall first have been expressly authorized and ordered in writing by contract amendment or otherwise furnished by the Purchasing Agent.

#### 16. GENERAL GUARANTY-Contractor agrees to:

- a. Save the County, its agents and employees harmless from liability of any nature or kind for the use of any copyrighted or uncopyrighted composition; secret process, patented or unpatented; invention; article or appliance furnished or used in the performance of a contract for which the Contractor is not the patentee, assignee, licensee or owner.
- b. Protect the County against latent defective material or workmanship and to repair or replace any damages or marring occasioned in transit or delivery.
- c. Furnish adequate protection against damage to all work and to repair damages of any kind to the building or equipment, to his or her own work or to the work of other Contractors, for which his or her workers are responsible.
- d. Pay for all permits, licenses and fees and give all notices and comply with all laws, ordinances, rules and regulations of the County.
- e. Protect the County from loss or damage to County owned property while it is in the custody of the Contractor.

# **17. SERVICE CONTRACT GUARANTY-**Contractor agrees to:

- a. Furnish services described in the solicitation and resultant contract at the times and places and in the manner and subject to conditions therein set forth provided that the County may reduce the said services at any time.
- b. Enter upon the performance of services with all due diligence and dispatch, assiduously press to its complete performance, and exercise therein the highest degree of skill and competence.
- c. All work and services rendered in strict conformance to all laws, statues, and ordinances and the applicable rules,

regulations, methods and procedures of all government boards, bureaus, offices and other agents.

d. Allow services to be inspected or reviewed by an employee of the County at any reasonable time and place selected by the County. Fairfax County shall be under no obligation to compensate Contractor for any services not rendered in strict conformity with the contract.

Stipulate that the presence of a County Inspector shall not lessen the obligation of the Contractor for performance in accordance with the contract requirements, or be deemed a defense on the part of the Contractor for infraction thereof. The Inspector is not authorized to revoke, alter, enlarge, relax, or release any of the requirements of the contract documents. Any omission or failure on the part of the Inspector to disapprove or reject any work or material shall not be construed to be an acceptance of any such defective work or material. Notification of an omission or failure will be documented by the Purchasing Agent.

- **18. INDEMNIFICATION**-Contractor shall indemnify, keep and save harmless the County, its agents, officials, employees and volunteers against claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, cost and expenses which may otherwise accrue against the County in consequence of the granting of a contract or which may otherwise result therefrom, if it shall be determined that the act was caused through negligence or error, or omission of the Contractor or his or her employees, or that of the Subcontractor or his or her employees, if any; and the Contractor shall, at his or her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith; and if any judgment shall be rendered against the County in any such action, the Contractor shall, at his or her own expense, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep and save harmless and defend the County as herein provided.
- **19.** NON-DISCRIMINATION-During the performance of this contract, the Contractor agrees as follows:
  - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause.
  - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
  - d. The Contractor will include the provisions of the foregoing paragraphs a, b, and c above in every subcontract or purchase order of over \$10,000 so that the provisions will be binding upon each Subcontractor or vendor.
  - e. Contractor and Subcontractor hereunder shall, throughout the term of this contract, comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended.
- **20.** DRUG FREE WORKPLACE-During the performance of a contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract of over \$10,000, so that the provisions will be binding upon each Subcontractor or vendor. For the purposes of this section, "drug- free workplace" means a site for the performance of work done in conjunction with a specific contract awarded to a Contractor in accordance with this section, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.
- **21.** OFFICIALS NOT TO BENEFIT
  - a. Each Bidder or Bidder shall certify, upon signing a bid or proposal, that to the best of his or her knowledge no Fairfax County official or employee having official responsibility for the procurement transaction, or member of his or her immediate family, has received or will receive any financial benefit of more than nominal or minimal value relating to the award of this contract. If such a benefit has been received or will be received, this fact shall be disclosed with the bid or proposal or as soon thereafter as it appears that such a benefit will be received. Failure to disclose the information prescribed above may result in suspension or debarment, or rescission of the contract made, or could affect payment pursuant to the terms of the contract.
  - b. Whenever there is reason to believe that a financial benefit of the sort described in paragraph "a" has been or will be received in connection with a bid, proposal or contract, and that the Contractor has failed to disclose such benefit or has inadequately disclosed it, the County Executive, as a prerequisite to payment pursuant to the contract, or at any other time, may require the Contractor to furnish, under oath, answers to any interrogatories related to such possible

benefit.

c. In the event the Bidder or Bidder has knowledge of benefits as outlined above, this information should be submitted with the bid or proposal. If the above does not apply at time of award of contract and becomes known after inception of a contract, the Bidder or Bidder shall address the disclosure of such facts to the Fairfax County Purchasing Agent, 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013. Relevant Invitation/Request for Proposal Number (see cover sheet) should be referenced in the disclosure.

**LICENSE REQUIREMENT**-All firms doing business in Fairfax County, shall obtain a license as required by Chapter 4, Article 7, of The Code of the County of Fairfax, Virginia, as amended, entitled "Business, Professional and Occupational Licensing (BPOL) Tax." Questions concerning the BPOL Tax should be directed to the Department of Tax Administration, telephone (703) 222-8234 or visit: <u>http://www.fairfaxcounty.gov/dta/business tax.htm.</u> The BPOL Tax number must be indicated in the space provided on the Cover Sheet, "Fairfax License Tax No." when appropriate.

- **22. REGISTERING OF CORPORATIONS**-Any foreign corporation transacting business in Virginia shall secure a certificate of authority as required by Section 13.1-757 of the Code of Virginia, from the State Corporation Commission, Post Office Box 1197, Richmond, Virginia 23209. The Commission may be reached at (804) 371-9733. The consequences of failing to secure a certificate of authority are set forth in Virginia Code Section 13.1-758.
- **23. COVENANT AGAINST CONTINGENT FEES**-The Contractor warrants that no person or selling agency has been employed or retained to solicit or secure this contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by the Contractor for the purpose of securing business. For violation of this warranty, the County shall have the right to terminate or suspend this contract without liability to the County or in its discretion to deduct from the contract price or consideration, or otherwise recover, the full amount of such commission, percentage, brokerage, or contingent fee.

# **24.** OFFICE OF SMALL BUSINESS-

- a. It is the policy of the County of Fairfax as declared by the Fairfax County Board of Supervisors' adoption of a Small and Minority Business Enterprise Program, April 6, 1981, that Fairfax County and its employees undertake every effort to increase opportunity for utilization of small or minority businesses in all aspects of procurement to the maximum extent feasible.
- b. In connection with the performance of this contract, the Contractor agrees to use his or her best effort to carry out this policy and to insure that small and minority businesses shall have the maximum practicable opportunity to compete for subcontract work under this contract consistent with the efficient performance of this contract.
- c. As used in this contract the term "small business" means a corporation, partnership, or sole proprietorship, or other legal entity formed for the purpose of making a profit, which is independently owned and operated, has either fewer than 100 employees, or less than \$1,000,000 in annual receipts.
- d. As used in this contract, the term "minority business" means a business enterprise that is at least 51 percent owned and controlled by a minority person or persons. Such persons include African Americans, Hispanic Americans, Asian Americans, American Indians, Eskimos and Aleuts; women regardless of race or ethnicity; and persons with a physical impairment that substantially limits one or more of the major life activities of such individuals, a record of such impairment, or who are regarded as having such an impairment.
- e. Contractors may rely on oral or written representations by Subcontractors regarding their status as small and/or minority business enterprises in lieu of independent investigation.
- f. Where Federal grants or monies are involved it is the policy of Fairfax County, through its agents and employees, to comply with the requirements set forth in the U.S. Office of Management and Budget Circular No. A-102, uniform administrative requirements for Grants and Cooperative Agreements with State and Local Governments, as they pertain to small and minority business utilization.

# PAYMENTS

- **25.** TAX EXEMPTION-The County is exempt from the payment of any federal excise or any Virginia sales tax. The price bid must be net, exclusive of taxes. However, when under established trade practice any federal excise tax is included in the list price, a Bidder may quote the list price and shall show separately the amount of federal tax, either as a flat sum or as a percentage of the list price, which shall be deducted by the County. Fairfax County's Federal Excise Tax Exemption Number is 54-74-0127K. Contractors located outside the Commonwealth of Virginia are advised that when materials are picked up by the County at their place of business, they may charge and collect their own local/state sales tax. Materials used in the performance of construction contracts are subject to Virginia Sales/Use Tax as described in Section 630-10-27J of the Virginia Retail Sales and Use Tax Regulations.
- **26. PAYMENT**-Payment shall be made after satisfactory performance of the contract, in accordance with all of the provisions thereof, and upon receipt of a properly completed invoice. Fairfax County reserves the right to withhold any or all payments or portions thereof for Contractor's failure to perform in accordance with the provision of the contract or any modifications thereto.

- **27. PARTIAL PAYMENTS**-Unless otherwise specified, partial payments will be made upon acceptance of materials or services so invoiced if in accordance with completion date. However, up to 5 percent (5%) of the value of the entire order may be retained until completion of contract.
- **28. PAYMENT FOR EQUIPMENT, INSTALLATION, AND TESTING**-When equipment requires installation (which shall also be interpreted to mean erection and/or setting up or placing in position, service, or use) and test, and where such installation or testing is delayed, payment may be made on the basis of 50% of the contract price when such equipment is delivered on the site. A further allowance of 25% may be made when the equipment is installed and ready for test. The balance shall be paid after the equipment is tested and found to be satisfactory. If the equipment must be tested, but installation is not required to be made by the Contractor or if the equipment must be installed but testing is not required, payment may be made on the basis of 75% at the time of delivery and the balance shall be paid after satisfactory test or installation is completed.

## REMEDIES

# **29.** INELIGIBILITY-

- a. Any person or firm suspended or debarred from participation in County procurement shall be notified in writing by the County Purchasing Agent.
  - 1. The Notice of Suspension shall state the reasons for the actions taken and such decision shall be final unless the person or firm appeals within thirty (30) days of receipt of the Notice by instituting legal action as provided in the Code of Virginia.
  - 2. The Notice of Debarment shall state the reasons for the actions taken and the decision shall be final unless the person or firm appeals within thirty (30) days of receipt of the notice by instituting legal action as provided in the Code of Virginia.
- b. The County Purchasing Agent shall have the authority to suspend or debar a person or firm from bidding on any contract for the causes stated below:
  - 1. Conviction for commission of a criminal offense as an incident to obtaining or attempting to obtain a public or private contract or subcontract, or in the performance of such contract or subcontract;
  - 2. Conviction under state or federal statutes of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or any other offense indicating a lack of business integrity or business honesty which currently, seriously, and directly affects responsibility as a County Contractor;
  - 3. Conviction under the state or federal antitrust statutes arising out of the submission of bids or proposals;
  - 4. Violation of contract provisions, as set forth below, of a character which is regarded by the County Purchasing Agent to be so serious as to justify suspension or debarment action:
    - (a) failure without good cause to perform in accordance with the specifications or within the time limit provided in the contract; or
    - (b) a recent record of failure to perform or of unsatisfactory performance in accordance with the terms of one or more contracts; provided, that failure to perform or unsatisfactory performance caused by acts beyond the control of the Contractor shall not be considered to be a basis for suspension or debarment;
  - 5. Any other cause the County Purchasing Agent determines to be so serious and compelling as to affect responsibility as a Contractor, such as debarment by another governmental entity for any cause listed herein, or because of prior reprimands;
  - 6. The Contractor has abandoned performance or been terminated for default on any other Fairfax County project;
  - 7. The Contractor is in default on any surety bond or written guarantee on which Fairfax County is an obligee.
- c. If, upon appeal, it is determined that the action taken by the County Purchasing Agent was arbitrary or capricious, or not in accordance with the Constitution of Virginia, statutes or regulations, the sole relief available to the person or firm shall be restoration of eligibility. The person or firm may not institute legal action until all statutory requirements have been met.

#### **30.** CONTRACTUAL DISPUTES-

- a. Any dispute concerning a question of fact as a result of a contract with the County which is not disposed of by agreement shall be decided by the County Purchasing Agent, who shall reduce his decision to writing and mail or otherwise forward a copy thereof to the Contractor within thirty (30) days. The decision of the County Purchasing Agent shall be final and conclusive unless the Contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A Contractor may not institute legal action, prior to receipt of the public body's decision on the claim, unless the public body fails to render such decision within the time specified.
- b. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time

of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

**31. LEGAL ACTION-**No Bidder, Bidder, potential Bidder or Bidder, or Contractor shall institute any legal action until all statutory requirements have been met.

#### <u>C – Member Purchasing</u>

**32.** COOPERATIVE PURCHASING-The County may participate in, sponsor, conduct or administer a cooperative procurement agreement on behalf of or in conjunction with one or more other public bodies, or public agencies or institutions or localities of the several states, of the United States or its territories, or the District of Columbia, for the purpose of combining requirements to increase efficiency or reduce administrative expenses in any acquisition of goods and services. Except for contracts for architectural and engineering services, a public body may purchase from another public body's contract even if it did not participate in the request for proposal (RFP) or invitation for bid (IFB), if the RFP or IFB specified that the procurement was being conducted on behalf of other public bodies. Nothing herein shall prohibit the assessment or payment by direct or indirect means of any administrative fee that will allow for participation in any such arrangement. As authorized by the United States Congress and consistent with applicable federal regulations, and provided the terms of the contract permit such purchases, any county, city, town, or school board may purchase goods and nonprofessional services from a U.S. General Services Administration contract or a contract awarded by any other agency of the U.S. government. Bidders are advised that the *resultant* contract(s) may be extended, with the authorization of the Bidder, to other public bodies, or public agencies or institutions of the United States to permit their use of the contract at the same prices and/or discounts and terms of the resulting contract. If any other public body decides to use the final contract, the Contractor(s) must deal directly with that public body concerning the placement of orders, issuance of purchase orders, contractual disputes, invoicing and payment. The County of Fairfax acts only as the "Contracting Agent" for these public bodies. It is the Contractors responsibility to notify the public body(s) of the availability of the contract(s). Other public bodies desiring to use this contract will need to make their own legal determinations as to whether the use of this contract is consistent with their laws, regulations, and other policies. Each public body has the option of executing a separate contract with the Contractor(s). Public bodies may add terms and conditions required by statute, ordinances, and regulations, to the extent that they do not conflict with the contracts terms and conditions. If, when preparing such a contract, the general terms and conditions of a public body are unacceptable to the Contractor, the Contractor may withdraw its extension of the award to that public body.

#### 26. Washington, King County Directors' Association (KCDA)

(General Contracts and Construction/Public Works Projects)

#### A. KCDA Additional General Terms and Conditions

**General Intent:** KCDA may participate in all or any part of the goods and services listed in this IFB, upon completion of contracts currently in effect, whichever is deemed in the best interest of KCDA members. KCDA cannot be restricted by the successful bidder from choosing which parts of these contracts to use.

Both the Contractor and KCDA member using this Contract agree that it is the member's responsibility to perform due diligence as to the legality of their usage of this contract. In this regard, KCDA suggests that, at a minimum, Contractor and member considering such usage consult with their legal counsel before doing so.

#### Advertising/Marketing:

KCDA requires all vendors to develop a marketing program to include printed, web-based, e-mail, telemarketing and other methods approved by KCDA.

All promotional marketing materials must have the prior approval of KCDA before distribution and must include the KCDA logo and other contract information.

KCDA staff will work jointly with all vendors and their representatives to market the AEPA contracts to KCDA members and prospective members. Vendors may be requested to make joint presentations to KCDA or its members in either a one to one or a group setting. Some group presentations may be done in conjunction with other vendors.

Displaying exhibits at various statewide conferences are encouraged. Contractor agrees to make available KCDA supplied brochures or other promotional materials at these events. Contractor will provide KCDA with scheduled exhibit dates in advance.

Contractor agrees to insert the approved KCDA logo, web address and contact information on the Contractor's website promoting and providing a link to the KCDA website. Contractor will also provide KCDA with text, links and logos to be posted on the KCDA website.

#### Assignment:

Contractor shall not subcontract, assign, transfer, convey, sublet or otherwise dispose of contractual duties to any other person, firm or corporation without the previous written consent of KCDA and any member that has an outstanding open purchase order or financing arrangement. In no case shall such assignment of Contract relieve the Contractor from obligations or change the terms of the Contract.

#### **Cancellation/Default/Termination**:

KCDA reserves the right to cancel the whole or any part of this contract due to the failure by the Contractor to carry out any obligation, term or condition of the contract. KCDA will issue written notice to the contractor for acting or failing to act in any of the following:

- The Contractor fails to adequately perform the services set forth in the contract
- The Contractor fails to make progress in the performance of the contract and/or gives KCDA reason to believe the Contractor will not or cannot perform to the requirements of the contract
- The Contractor fails to observe any of the terms and conditions of the contract
- The Contractor fails to pay any applicable administrative fees.
- The Contractor fails to follow the established procedure for purchase orders, invoices and receipt of funds as stipulated by KCDA.

If the contract is to be terminated KCDA shall do the following:

Step 1 – Issue a warning Letter of Concern outlining the violations and length of time to correct the problem(s). Upon receipt of the letter, the Contractor shall have ten (10) business days to provide a satisfactory response to KCDA. Failure on the part of the Contractor to address adequately all issues of concern may result in contract cancellation. Step 2 – Issue a letter of intent to cancel the contract if the problems(s) are not resolved by the date specified. Step 3 – Issue a letter to terminate the contract.

#### **Compliance with Laws**

In addition to any requirements set forth herein, vendor shall comply with all applicable state, federal and local laws, rules, regulations and ordinances.

#### Contract Amendments:

KCDA reserves the right to amend the contract resulting from state law changes or internal boilerplate changes due to state law changes. Contractors/Vendors will be sent written notification of the changes.

#### Employees who have been Convicted of Crimes Against Children:

The Contractor, or any subcontractors, shall not utilize any employee at a school site or allow any contact between school children and any employee when an employee has plead guilty to or been convicted of any felony crime involving the physical neglect of a child under Chapter 9A.42RCW, the physical injury or death of a child under Chapter 9A.32 or 9A.36RCW (except motor vehicle violations under Chapter 46.61 RCW), sexual exploitation of a child under Chapter 9S.444 RCW where a minor is the victim, promoting prostitution of a minor under Chapter 9A.88 RCW, the sale or purchase of a minor child under 9A.88 RCW, or violation of similar laws of another jurisdiction.

Contractors/Vendors who have regularly scheduled unsupervised access to children, and/or who hire employees who will have regularly scheduled unsupervised access to children, shall perform a record check through the Washington State Patrol criminal identification system under RCW 43.43.830-43.43.834, 10.97.0303 and 10.97.050, and through the Federal B u r e a u of Investigation before hiring the employee. The record check shall include a fingerprint check using a complete Washington State criminal identification fingerprint card. The Contractor shall provide a copy of the record to the person applying for employment to the school location. If the Contractor or applicant has had a record check within the previous two years, the Contractor may waive the requirement. The Contractor shall determine whether the applicant or the Contractor shall pay costs associated with the record check.

In addition, pursuant to RCW 9.96A.020 and 1993 Chapter Law 71, a person is disqualified from employment by school districts, and their Contractor from hiring employees who will have regularly scheduled unsupervised access to children because of a prior guilty plea or conviction of a felony crime specified under RCW 28A.400.322, or a violation of similar laws of another jurisdiction, even if the time elapsed since the guilty plea or conviction is ten years or more.

#### Governing Law and Venue/Legal Litigation:

All applicable local, state and federal laws and regulations will apply to any purchases of equipment, service or public works in any of the states KCDA currently services, as well as any other non-AEPA states where members may be added to KCDA membership throughout the term of these contracts. The laws of the State of Washington govern the Contract. Each and every provision of law and clause required by law to be included in the Contract shall be deemed to be inserted herein and the Contract shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction. Venue for any litigation arising out of or related to the Contract shall take place in the State of Washington.

#### **Hazardous Materials:**

If any hazardous chemicals/materials are supplied under a contract/purchase order arising out of this solicitation, a Safety Data Sheet (SDS) shall accompany the delivery of any hazardous chemicals/materials supplied by the vendor. All SDA sheets shall be sent to KCDA and the KCDA member. Any products not appropriately labeled will be refused and the vendor will be responsible for additional freight charges.

#### Indemnification/Hold Harmless:

The Contractor agrees to defend, indemnify and hold harmless KCDA and the member agency, and their respective officers, officials, employees and volunteers from any and all claims, injuries, damages, losses or suits including attorney fees arising out of or resulting from the acts, errors or omissions in performance of this Agreement, except for injuries and damages caused by the sole negligence of KCDA or the member agency. Should a court of competent jurisdiction determine that this Agreement is subject to RCW 4.24.115, then, in the event of liability for damages arising out of bodily injury to persons or damages to property caused by or resulting from the concurrent negligence of the Contractor, KCDA or the member agency and their respective officers, officials, employees, and volunteers, the Contractor's liability , including the duty and cost to defend, hereunder shall be only to the extent of the Contractor's negligence. It is further specifically and expressly understood that the indemnification provided herein constitutes the Contractor's waiver of immunity under Industrial Insurance, Title 51 RCW, solely for the purpose of this indemnification. Use of this contract certifies that the waiver of immunity specified by this provision was mutually negotiated by the parties. The provisions of this section shall survive the expiration or termination of the Agreement.

#### **Independent Contractor:**

The Contractor shall not be held or deemed in any way to be the agent or employee of KCDA and /or a KCDA member. It is the intention of the parties that the Contractor shall be and is to be considered an independent Contractor.

#### Minority and Women Owned Businesses:

KCDA encourages all minority and women owned businesses to participate in the bid process. Washington State law does not allow KCDA to provide any financial advantage for minority and women owned businesses who participate, however, KCDA believes that a diverse range of suppliers benefits all.

#### **Quality of Goods:**

Bidder shall bid and provide new (not used or refurbished) items only. Seller warrants all supplies, materials and equipment and services covered by a contract/purchase order with KCDA or with a KCDA member will:

(a) conform to the specifications, drawings, written instructions, samples, or descriptions; (b) be of good quality and workmanship; (c) be free of defects in design, materials and workmanship; (d) be merchantable;

(e) be fit for particular purposes applicable to the design, function or use of the supplies, materials and equipment.

#### Taxes:

The KCDA Members and Associate Members are to be taxed.

#### **Term of Contract:**

The term of the agreement shall commence on the date of the award and continue as stipulated in the General Terms and Conditions, unless terminated, canceled or extended.

#### Use of Tobacco on School Districts/Public Agency Premises:

RCW 28A.210.310 prohibits the use of tobacco in any form on school district property. Smoking or other use of tobacco will not be permitted at the job site.

#### B. Procedure for Processing Orders Order

Procedure

After entering into an agreement with KCDA, KCDA will confirm the directions for placement of orders with the Contractor, and will post directions on the KCDA website for both Contractor and members. These directions will also be posted on each awarded Contractors/Vendors website.

- Once the award is made to the Contractor, KCDA will inform members of the contract.
- At this point the Contractor may directly contact members or the member may contact the Contractor.
- A list of members, addresses and phone numbers is available to the Contractor upon request.
- Before a Contractor may enter into business with a KCDA member, they need to verify membership through the KCDA website, which can be viewed under Membership.

#### Invoicing/Reporting

- KCDA will contact Contractors/Vendors about invoicing procedures.
- KCDA is funded through a service fee paid to KCDA by the participating Contractors/Vendors. The service fee percentage is based upon the total sale of goods and services, including installation, if applicable. This fee shall be reflected in all price quotations under the KCDA agreement. The service fee will be 2%. Do not print the service fee as a separate line item on the quotation.
- The Contractor will compile an electronic quarterly report listing each purchase made by participating members. Within 30 days after each quarterly period the report will be sent to the e- mail address of the KCDA Purchasing Director, Thomas Kim, tkim@kcda.org and Director of Finance, Robert Paynerpayne@kcda.org
- These reports shall be in Microsoft Excel format and shall have file names that identify the Contractor and the quarterly period being reported. They shall include the following fields and allow for sorting on any of the fields: Date of order, name of member, item purchased, quantity, unit price, extended price, member PO #, Contractor order number.
- KCDA reserves the right to change the contact name of existing KCDA personnel administering the contract. If there are personnel changes, reports and payments will be sent to the new contact(s) specified.

#### **C.** Agencies Allowed to Purchase under KCDA

King County Director's Association (KCDA) is a member owned purchasing cooperative representing 295Washington State school districts. In addition, KCDA provides purchasing and procurement services for more than 1,200 public agencies and political subdivisions in Washington and other states, including but not limited to Alaska, Idaho, and Montana. KCDA also provides purchasing services for accredited private K-12 schools in Washington State.

A listing of all KCDA members is available on the KCDA website, <u>www.kcda.org</u>.

#### **D.** KCDA Additional Terms & Conditions for Construction Products and Services

Contractor agrees that, in performance of the services required under this agreement, Contractor shall abide by all federal, state, local and Washington law and regulations that may apply to construction and public works. It is the responsibility of the Contractor to determine applicability and requirements of any such laws and to abide by them.

- **Bid Bond:** The bid must be accompanied by a bid bond using the KCDA form included in these contract provisions, issued by a surety licensed to do business in the State of Washington and made out to King Count Directors Association in an amount not less than 5% of the amount of the bid as identified in Part B, Section 4 of the solicitation. A Power of Attorney must accompany the bid bond and must appoint the surety's true and lawful attorney-in-fact to make, execute, seal and deliver the bid guarantee bond. Failure to submit the required bid security with the Bid shall render the bid non- responsive and the bid shall be rejected.
- **Public Works:** State of Washington statute requires workers be paid prevailing wages when employed on public works projects and on public building service maintenance contracts. (RCW 39.04.010, RCW 39.12.010 and 020) It is the contractor's responsibility to be acquainted with and comply with State regulations regarding payment of prevailing wages on public works projects. Prevailing Wages are established by the Washington State Department of Labor and Industries and can be obtained on the web at

http://www.lni.wa.gov/TradesLicensing/PrevWage/WageRates/default.asp or by contacting Labor and Industries at 360-902-5335. KCDA serves all counties in Washington State. The County in which the project is located will be identified once a member initiates a request for the service, and the effective wage rate to be applied to a specific project is to be based on the date of this bid during the original contract term, and if contract extensions are granted, the prevailing wage rate in affect at the time of the latest extension. A copy of the applicable prevailing wage rates are also available for viewing at the office of KCDA. Upon request KCDA will mail a hard copy of the applicable prevailing wages.

- Application: The Public Works Act regulates wages paid to workers, laborers and mechanics performing public work. It does not apply to work that is clerical, executive administrative or professional in nature. It does not apply to work of a secretary, engineer or administrator, unless they are performing construction work, alteration work, repair work, etc. Prevailing wage application depends on the work that is performed, regardless of the worker's job title. (RCW 39.12.020 and WAC 296-128-510 through 530). Definition: Public Works is all work, construction, alteration, repair or improvement that is executed at the cost of the state or any other local public agency. This includes, but is not limited to, demolition, remodeling, renovation, road construction, building construction, ferry construction and utilities construction. (RCW 39.04.010). Public Building Service Maintenance Contracts: Prevailing wages are also required on all public building service maintenance (janitorial) contracts. (RCW 39.12.020). Contractors bidding a Public works project exceeding \$1,000,000.00 must declare who their HVAC, Plumbing and Electrical subcontractors will be and submit this information with bid documents in order for the bid to be responsive (RCW 39.30.060). Such projects also have special considerations pertaining to prefabricated materials (RCW 39.04.370) and use of apprentices (39.04.320).
- **Reciprocity:** In accordance with RCW 39.04.380 any bidding process for public works in which a bid is received from a nonresident contractor from a state that provides a percentage bidding preference, a comparable percentage disadvantage must be applied to the bid of that nonresident contractor. This does not apply to public works procured pursuant to RCW 39.04.155, 39.04.280 or other procurement exempt from competitive bidding.
- **Prevailing Wage:** Definition: Prevailing Wage is the hourly wage, usual benefits and overtime, paid in the largest city in each county, to the majority of workers, laborers and mechanics. The rate is established by the Department of Labor and Industries for each trade and occupation employed in the performance of public work. <u>If Federal funds are used, bidders must comply with provisions of Davis-Bacon Act</u>.
- **Basic procedures:** A Statement of Intent to Pay Prevailing Wages and Affidavit of Wages Paid must be filed and approved for the contractor and all subcontractors. No payments can be made until all Contractors/Vendors have submitted an approved intent form. KCDA cannot release retainage until all Contractors/Vendors have an approved Affidavit of Wages Paid form certified by the Industrial Statistician. (RCW 39.12.030, 040, 042). Costs for filing shall be the responsibility of the Contractor. Once the work is successfully completed, KCDA will release 95% of the project cost and withhold 5% retainage for as dictated by law. The final 5% will be paid when the following is completed: acceptance of project completion to the satisfaction of the KCDA ordering member, followed by receipt of approved Affidavit of Wages Paid Forms, Releases from Washington State Department of Labor & Industries, Employment Security Department and the Department of Revenue.
- **Federally Funded Projects:** In addition to the Federal Requirements of Section III General Terms and Conditions, Davis-Bacon prevailing wage requirements apply to public works construction contracts of \$2000 or more when a project includes any federal funding of any amount. When there is a difference between applicable state and federal prevailing wages for a particular classification of labor, contractors and subcontractors are required to pay the higher of the two prevailing wages. Applicable federal prevailing wage determinations can be found at http://www.wdol.gov/. Contractors/Subcontractors must be knowledgeable and adhere to all federal prevailing wage requirements, including but not limited to paying workers weekly and providing certified weekly payrolls for the contractor and subcontractors of any tier as required in the Davis-Bacon Act and applicable U.S. Department

of Labor regulations. Falsification of any prevailing wage payroll records may subject the contractor or subcontractor to civil or criminal prosecution under section 1001 of Title 18 and section 231 of Title 31 of the United States Code. Contractor shall inform all subcontractors of the Davis-Bacon requirements and the prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all the contract clauses. Contractor must coordinate all requirements related to federal funded projects with the KCDA member Agency.

#### **Responsible Bidder**

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Before award, the bidder must meet the following state responsibility criteria and, if applicable, supplemental responsibility criteria to be considered a responsible bidder. The bidder is required to submit documentation demonstrating compliance with the criteria.

#### Low Responsible Bidder

A. State Responsibility Criteria. The Bidder must meet the following state responsibility criteria:

1. At the time of submittal of bid to AEPA, the contractor must hold a current Washington State Contractors. License in the name of the company signing the bid. Failure to have the license prior to submitting the bid is a violation of chapter 18.27 RCW and is a gross misdemeanor.

2. Have a current Washington State Unified Business Identifier (UBI) number.

3. Not be disqualified from bidding on any public works contract under RCW 39.06.010 or 39.12.065(3).4. If applicable:

a. Have Industrial Insurance (workers' compensation) coverage for the Bidder's employees working in Washington State, as required in Title 51 RCW;

b. Have a Washington State Employment Security Department number, as required in Title 50 RCW; and

c. Have a Washington State Department of Revenue state excise tax registration number, as required in Title 82 RCW.

B. Supplemental Bidder Responsibility Criteria. If supplemental criteria apply to this project, the criteria are included in "Attachment A." The Bidder may make a written request to modify any or all of the supplemental criteria. Modification of supplemental criteria shall be at KCDA's discretion. Any modifications to the supplemental criteria shall be made by addenda prior to bid opening.

#### <u>Subcontractor Responsibility:</u>

The contractor shall include the language of this section in each of its first tier subcontracts, and shall require each of its subcontractors to include the same language of this section in each of their subcontracts, adjusting only as necessary the terms used for the contracting parties. The requirements of this section apply to all subcontractors regardless of tier. At the time of subcontract execution, the Contractor shall verify that each of its first tier subcontractors meets the following bidder responsibility criteria:

1. At the time of bid submittal, have a current certification of registration in compliance with chapter 18.27 RCW.

2. Have a current Washington State Unified Business Identifier (UBI) number.

3. Not be disqualified from bidding on any public works contract under RCW 39.06.010 or 39.12.065(3). 4. If applicable:

a. Have Industrial Insurance (workers' compensation) coverage for the Bidder's employees working in Washington State, as required in Title 51 RCW;

b. Have a Washington State Employment Security Department number, as required in Title 50 RCW; and

c. Have a Washington State Department of Revenue state excise tax registration number, as required in Title 82 RCW

5. Have an electrical contractor license, if required by Chapter 19.28 RCW;

6. Have an elevator contractor license, if required by Chapter 70.87 RCW;

#### **Bonds-Payment&Performance:**

The prime Contractor shall provide a Performance and Payment Bond at 100% of the contract price to the KCDA member with a copy to KCDA before work begins. The only exception is for contracts of thirty-five thousand (\$35,000) dollars or less. In this instance, at the option of the Contractor, the member may in lieu of the bond retain fifty percent of the contract amount for a period of thirty days after date of final acceptance, or until receipt of all necessary releases from the Department of Revenue and the Department of Labor and Industries and settlement of any liens filed under Chapter

60.28 RCW, whichever is later. The bond shall be issued by a surety company authorized to do business in the State of Washington and shall be on standard forms used for public projects (RCW 39.08.010) and as directed by the KCDA member. Performance and Payment bonds for KCDA members outside Washington must be provided by

companies licensed to provide bonds for public entities in the member's state.

- **Licenses:** The prime contractor shall possess and maintain in current status all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services offered in its response to the bid solicitation. Before submitting a bid, Bidders must hold a current, valid contractor's license as required in Washington. The contractor's license must be in the name of the legal entity submitting and signing the bid. Abider may not substitute a contractor's license held by a subcontractor or joint venture. Bidders submitting bids in Washington State without a valid contractor's license in the name of the Bidder are in violation of RCW 18.27.010. It is the responsibility of the prime contractor to ensure any subcontractors performing under this contract hold and maintain appropriate licenses. The contractor shall verify that appropriate licenses are in place at the time of response to this bid. Copies of licenses must be submitted to the member prior to performing the work. The Contractor agrees to keep and ensure subcontractors keep any required license, permit or bond current and in compliance with Washington rules, regulations and statutes, as well as in states outside Washington in which contractor performs work under this contract. For work performed for any Washington State school district, public agency or municipality, the Contractor must comply with the bidder responsibility requirements of RCW 39.04.350 prior to the KCDA member awarding a contract. The contractor must verify the responsibility of all subcontractors used in accordance with RCW 39.06.020.
- **Permits:** The acquisition of all permits as well as any drawings needed to obtain those permits is the responsibility of the successful Contractor/Bidder unless otherwise acknowledged by the KCDA member.
- **Certificate of Insurance:** A certificate of insurance demonstrating current coverage of the types and amounts of insurance required by KCDA and the KCDA member must be provided to KCDA and the KCDA member prior to performance of any work. In addition, the Commercial General Liability policies must be endorsed to name KCDA and the KCDA member as additional insureds. Such policies must be further endorsed to provide that the insurance is primary as respects KCDA and the KCDA member, and that any other insurance maintained by KCDA and the KCDA member shall be excess and not contributing insurance with the Contractor's insurance. These endorsements must be provided along with the certificate of insurance. KCDA and the KCDA member must both approve the certificate of insurance and endorsements.
- Acceptable Pricing Method: KCDA is unable to accept Alternative Costing Method quotations except in certain limited instances, (i.e. sole source) in which KCDA and Contractor may mutually determine the Alternative Costing Method is acceptable. This will be the exception rather than the rule. RS Means or line item bid pricing is acceptable.
- **Progress Payments:** The Contractor shall be paid, upon submission of a proper Payment Request, the prices stipulated herein for work performed (less deductions, if any), in accordance with all payment and retainage instructions herein. Submitted Payment Requests must contain the following minimum information:
  - a. ContractNumber
  - b. Bid item ID, bid quantity, unit, unit price and description as appropriate
  - c. Sales Tax as applicable

The Payment Request will be reviewed by the Member before payment is made. If the Member is in disagreement with the Payment Request, KCDA will issue a notice requesting a revised Payment Request. In accordance with RCW 51.12.050, KCDA reserves the right to deduct from the payment any outstanding industrial insurance premiums owed by the Contractor or Subcontractors.

**Payment Retainage:** In accordance with RCW 60.28 a contract retainage of not to exceed five percent of the moneys earned by the contractor toward completion of a public improvement contract shall be withheld and reserved as a trust fund for the protection and payment of 1) the claims of any person arising under the contract, and 2) the state with respect to taxes imposed pursuant to Titles 50, 51 and 82 RCW which may be due from such contractor. Upon completion of a contract, the member agency shall notify the Department of Revenue, the Employment Security Department, and the Department of Labor and Industries of the completion of contracts over thirty-five thousand dollars. KCDA will issue payment on the retainage amount forty-five days after notice from the KCDA Member Agency that the contract has been accepted as complete or upon receipt of all necessary releases, whichever is later.

## 27. Wisconsin, Cooperative Educational Service Agency - CESA Purchasing

#### A. Additional Terms and Conditions

(Note: anything that is not already in Part A – General Terms and Conditions for AEPA) Terms and Conditions must be compliant with Wisconsin State Statutes 16.70 to 16.848

- **B.** Additional Participating Agency Terms and Conditions for Non-Construction Products and Services Some larger districts, like Milwaukee Public Schools, may require an additional one page "piggyback" memorandum of understanding to utilize the contract.
- *C.* Additional Participating Agency Terms and Conditions for Construction Related Products and Services Construction contracts are subject to Wisconsin State Statutes 16.855 or 66.0901.

# **D.** <u>Procedure for Processing Orders</u>

All districts directly process orders with the CESA Purchasing AEPA vendor partner unless otherwise arranged.

# *E.* <u>Members Purchasing Under CESA</u>

CESA Purchasing membership is free. Membership is available to the following agencies based on WI State Statues Chapter 116 which governs the work of WI Cooperative Educational Service Agencies: school districts, University of Wisconsin System institutions, and technical colleges. All public, private, and tribal schools, and all public and private agencies and organizations, that provide services to pupils. Please note in Wisconsin we do not require additional registration of members and define members as those defined by WI Statute 116 that guides our work.

#### 28. West Virginia, West Virginia Regional Education Service Agencies Cooperative Purchasing

A. <u>General Terms and Conditions that apply for all Categories:</u>

#### 1. \_ Compliance with Laws/Forum Designation

Contractor shall comply with Federal, State, and Local Laws, Codes and Regulations while fulfilling the contract. It is the Contractor's responsibility to be aware of and comply with all state and local laws governing this procurement. Applicable laws, codes, and regulations (etc.) must be followed even if not specifically identified herein. The terms of the Agreement Addendum which is attached hereto and incorporated herein shall govern and supersede any contract terms to the contrary with respect to each procurement. Contractor shall verify to the West Virginia Regional Education Service Agencies (WVRESA), its Member Agencies and other qualifying purchasers that the Contractor is complying with all Federal, State and Local Laws, Codes and Regulations while fulfilling the contract, and shall provide a copy of this contract and any addenda to each Member Agency when providing a price quotation. Moreover, this contract shall be governed by and construed in accordance with the laws of the State of West Virginia without giving effect to its principles of conflict of law. Legal proceedings arising under this contract shall be brought in a West Virginia Court of the County where the Member Agency's main office is located.

#### **2.** Delinquent Tax Affidavit

Contractor shall provide an affidavit relating to delinquent taxes as may be required by West Virginia State Code §11-12-10.

#### **3.** Secretary of State Registration

Contractor shall meet and maintain all registration requirements as necessary to conduct business in the State of West Virginia, including but not limited to registration with the West Virginia Secretary of State.

#### 4. West Virginia Workers Compensation Insurance

Contractor, and any subcontractors hired by Contractor shall, at their own expense, maintain in force for the duration of the project workers' compensation and employer's liability insurance as required by the laws of the State of West Virginia.

#### 5. Project Personnel, Student Safety and Background Checks

Member Agency shall have the right to reject the participation of any personnel of Contractor in the performance of the services if, in relation to the work assigned to them, the Member Agency deems such personnel to lack the skill, experience and expertise required to perform the services or if Member Agency considers their performance to be substandard or otherwise detrimental to the proper completion of the services. Contractor will advise Member Agency promptly of any change in the project manager or other key personnel assigned to the performance of the services.

Contractor acknowledges that the safety of the Member Agency's students, employees, officials and guests is of the utmost importance. Contractor will endeavor to ensure that its officers, employees, agents, representatives, and consultants will take no action that would jeopardize the safety of the Member Agency's students, employees, officials, or guests. The Member Agency reserves the right to require Contractor's officers, employees, agents, representatives and consultants to wear identification and stay in designated work areas at all times while on the Member Agency's property. The Member Agency shall have the right to effect the immediate removal of any person associated in any way with Contractor from Member Agency property for failure to wear identification, for being outside a designated work Contractor shall perform or cause to be performed by the West Virginia State Police and Federal Bureau of Investigation criminal background check of any personnel that will be performing the services within the proximity of minors. Contractor shall notify the Member Agency of any proposed employee who has been convicted, pled guilty or pled "no contest" to a criminal offense, and the Member Agency reserves the right to reject the proposed employee with a criminal background. No person shall be employed by Contractor who has been found guilty of any of the criminal offenses enumerated in West Virginia State Code without prior approval of the Member Agency.

#### **6.** Independent Contractor

Contractor shall be an independent contractor and neither Contractor nor any of its subcontractors, nor the employees of any thereof, shall be deemed to be the servants, employees, or agents of Member Agency. Contractor shall be responsible for paying all costs related to its employees and managers performing the services. Contractor shall remain liable and responsible to Member Agency for all of its obligations under this contract, regardless of whether the services are performed by the Contractor or a subcontractor of any tier.

7. Ownership of Instruments of Service

Drawings, data and other documents prepared by, or with the cooperation of, the Contractor pursuant to this contract shall become, upon payment of all undisputed compensation due the Contractor from the Member Agency, the property of the Member Agency. Such drawings, data or other documents may be used by the Member Agency or others employed by the Member Agency without compensation to the Contractor.

#### 8. Audit

Member Agency may audit and inspect Contractor's records and accounts at any time during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.

# 9. Notices

Unless otherwise expressly provided in this contract, all notices and other communications given under the contract shall be in writing and shall be deemed effective upon receipt by the addressee at its address as set forth in the contract or at such other address as such party shall have notified the other in writing.

**10.** Non-Appropriation and Other Contract Terms Applicable to Member Agencies as Political Subdivisions of the State

If the Member Agency fails to appropriate sufficient monies in any fiscal year for payments due under the contract and other funds are not available for such payments, then a "Non-Appropriation" shall be deemed to have occurred. If a Non-Appropriation occurs, then Member Agency will give Contractor prompt notice of such Non-Appropriation. This contract shall thereupon terminate without penalty or expense to the Member Agency other than for goods and services already provided.

#### **11.** No Personal Liability

It is understood and agreed that under no circumstances will the Member Agency's board members, regional council members, officers, employees, or agents be personally liable for any obligations or claims arising out of or related to the contract.

#### 12. Price Quotation

Contractors must quote to a Member Agency the pricing listed in the current contract awarded by the Association of Educational Purchasing Agencies. Vendor will follow the procedures for price reductions to AEPA Member Agencies and Participating Entities set forth in the AEPA general terms area, and conditions. The price quotation must be submitted to a Member Agency and Participating Entity in writing, and any other expenses that the Contractors intend to charge a Member Agency or Participating Entity must be separately itemized on the quotation page in bold font with a good faith estimate of the dollar amount of each item, such as use tax if applicable. The failure to list an item or include a good faith estimate of the dollar amount on the quotation page will preclude a Contractor from charging the same.

#### **13.** Miscellaneous

Headings and titles of articles, paragraphs and other subparts of this contract are for convenience of reference only and shall not be considered in interpreting the text of this contract. This contract and any appendices constitute the entire agreement of the parties with respect to the subject matter hereof and supersedes all prior agreements or understandings with respect thereto and all agreements or understandings with a Member Agency. No contract amendments can be made without the approval of the AEPA membership.

#### **B.** Construction Products and Services:

 $For \ construction \ improvements, the \ following \ shall \ apply:$ 

- 1. The successful Contractor shall provide such bonds required by West Virginia State Code §38- 2-39.
- 2. Contractor shall comply with all applicable licensing requirements, including those of the West Virginia Contractor Licensing Board pursuant to West Virginia State Code §21-11-3.

#### **C.** Procedures for Processing Orders:

The WVRESA will keep informed its Member Agencies and other qualified purchasers of contract information via web site and through other marketing strategies. A list of WVRESA Member Agencies along with addresses, phones, contacts, etc. will be made available to successful Contractors. After contracts are awarded, Contractors may contact the WVRESA Member Agencies and other qualifying purchasers concerning their products and services.

Participating Member Agencies and other qualified purchasers will submit all purchase orders directly to the Contractor.

The Contractor price shall include a two percent (2%) administrative fee that the Contractor will collect from the Member Agency or other qualified purchaser. Administrative fees are to be remitted to the WVRESA on April 15, July 15, October 15 and January 15 of every calendar year with checks payable to the RESA 2, 2001 McCoy Road, Huntington, WV 25701

The Contractor will compile a quarterly report showing all purchases made by the WVRESA Member Agencies and other qualified purchasers under this contract at the conclusion of each calendar quarter. These reports shall be attached to the administrative fee remittance.

**D.** Agencies Allowed to Purchase under Member Agency:

All member cooperatives of the WVRESA and their individual Member Agencies are eligible to participate and purchase from the awarded AEPA contracts. All West Virginia PK-12 school districts, including Career and Technical Education Centers, Regional Education Services Agencies, West Virginia Department of Education (WVDE) and all Institutional Education Programs operated by WVDE are eligible to participate and purchase from the awarded AEPA contracts. In addition, all colleges and universities, state, municipalities, counties, other governmental agencies and non- profit agencies are eligible to participate if the AEPA contracts satisfy their individual procurement requirements

29. Wyoming, Northeast Wyoming Board of Cooperative Educational Services (NEW BOCES): Upon execution of this document, the respondent hereby agrees to submit bids and NEW BOCES agrees to accept such bids under the following conditions: <u>PREFERENCES Wyoming Statutes</u> provide for percentage preferences for items supplied by Wyoming resident bidders and for items produced or grown in the State of Wyoming. Preferences may not be applied when federal funds are involved. Preference will be given in accordance with W.S. 16-6-101, 16-6-102, 16-6-103, 16-6-104, 16-6-105, 16-6-106, 16-6-107, and 16-6-301, as amended. For bids involving federal funds please refer to W.S. 16-6-108. Please contact the Department of Workforce Services, Division of Labor Standards

Resident & Non-Resident VENDOR REGISTRATION REQUIREMENTS:

<u>Secretary of State</u> 2020 Carey Avenue Cheyenne, WY 82002 Phone: (307) 777-7378 website: http://soswy.state.wy.us/ <u>Department of Workforce Services</u> Division of Unemployment Insurance 100 W. Midwest P.O. Box 2760 Casper, WY 82602 Phone: (307) 235-3217

Public Works and Contracts: Vendor shall comply with all laws, whether local, state, federal, or otherwise, applicable to any aspect of the service or product to be provided in relation to the contract. It shall be the vendor's responsibility to determine the applicability and requirements of any such laws and to abide by them. Vendor shall indemnify, defend, and hold harmless NEW BOCES for any default or breach of vendor in this regard. To the extent applicable for the product or service bid, vendor shall comply with W.S. 16-6-101 to 16-6-602 and to W.S. 21-3-110(a) (viii)

Every Contracted Vendor Employee shall provide a valid State issued Identification Card upon entry of any educational facility. <u>Members Customer Client Purchasing</u>: NEW BOCES NEW BOCES is an educational cooperative authorized under the provisions of W.S. 21-20-101 to 21-20-111. All K-12 school districts, Community Colleges, Child Development Centers, Residential Child Care Institutions, Utah Educational Service Agencies, all Non-Profits and all Municipalities are eligible to participate in NEW BOCES cooperative purchasing programs within the State of Wyoming and Other States as requested. "Agencies" means Counties, Municipal Corporations, School Districts, Community College Districts, the joint business council of the Eastern Shoshone and Northern Arapaho Indian tribes, the business council of the Eastern Shoshone Indian tribe, the business council of the Northern Arapaho Indian tribe. Providing facilities or functions enumerated in W.S. 16-1-104(c);

No member user is obligated to use these services, but they find the benefits of economy and efficiency made possible by cooperative purchasing to be advantageous.

<u>Procedure for Processing Orders</u>: Upon bid award to the Contractors/Vendors, NEW BOCES will inform its members and other qualifying purchasers of the contract:

- When the customer identifies a desired product or service as available through the AEPA/NEW BOCES contract and agrees on price as presented to the customer by the awarded AEPA/NEW BOCES vendor, the customer then issues to the vendor a purchase order for that item or service.
- The vendor's price shall include a two percent (2%) administrative/marketing fee on all sales of products and or services that the vendor will collect from the member or other qualifying purchaser. This fee will be remitted to NEW BOCES on a quarterly basis.
- Administrative/Marketing fees will be payable to NEW BOCES on the 15th in the months of April, July, October, and January with all checks payable to NEW BOCES, 410 North Miller Avenue, Gillette, Wyoming 82716.
- Vendor makes all deliveries and installation of products and services. NEW BOCES does not warehouse items nor provide services.
- No other Cooperative shall be offered or used by awarded Contracted Vendors within the participating member customer clients of NEW BOCES.

<u>Vendor Contact:</u> Vendor will designate to NEW BOCES an individual(s) who will represent them. This contact person(s) will correspond with each ordering member for technical assistance, problems, or questions that may arise. Include instructions if different contacts for different geographical areas are needed; this information will be distributed to NEW BOCES members upon award of this bid.

NEW BOCES Commitment to Awarded Contract Vendors:

1) Website postings www.newboces.com under Cooperative Purchasing. Includes but not limited to News & Announcements, Public Calendar Events, Awarded Contracts, and Flyers.

2) Announcing the contract in its quarterly newsletter and other events completed with vendors which includes savings reports and rebates to members and users of NEW BOCES Cooperative Contracts.

3) Publish the Vendor information in a catalog disseminated to all members and marketing for new members.

4) Attend Annual Conferences for Trade Show product purposes of all contracts held by NEW BOCES. Including any other suggestions or support from Vendors. A list of members and other qualifying purchasers, addresses, and phone numbers will be made available to the Contracted Vendor.



# Part D - QuestionnaireAssociationAEPA IFB 021-CDigital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

# **Instructions**

This questionnaire contains forms and requests for information required by AEPA for vendor evaluation for responsiveness and responsibility.

To submit the required forms, follow these steps:

- 1. Read the documents in their entirety.
- 2. Bidders must use Part D Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
- 3. Complete all questions.
- 4. Save all pages in the correct order to a <u>single PDF format</u> titled "*Part D Questionnaire Name of Bidding Company*".
- 5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Part D – Questionnaire – Name of Bidding Company":

Company Information Service Questionnaire Exceptions Deviations **Company Information** 

Name of Bidding Company:	
Company Address:	
City, State, zip code:	
Website:	
Contact Person:	
Title:	
Phone:	
Email:	

# Background

**Note:** Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its investigation of the company.

This business is a: public company			privately owned company		
In what year was this business started under its present name?					
Under what additional, or, form operated?	er name(s) has your b	usiness			
Is this business a corporation? Date of Incorporation: State of Incorporation: Name of President: Name(s) of Vice President(s): Name of Treasurer: Name of Secretary:			5. If yes, complete the following:		
Is this business a partnership? Date of Partnership: State Founded: Type of Partnership, if applicab Name(s) of General Partner(s):	No		s. If yes, complete the following:		
Is this business individually ow Date of Purchase: State Founded: Name of Owner/Operator:	ned?	No	Yes. If yes, complete the following:		

Is this business different from those identified above? <u>No</u> Yes If yes, describe the company's format, year and state of origin and names and titles of the principles below.					
Is this business women-owned?	No	Yes			
Is this business minority-owned?	No	Yes			
Does this business have an Affirmative Action plan/statement?    No    Yes					
<b>Business Headquarter Location</b>					
Business Address					
City, State, zip code					
Phone					
How long at this address?					
Business Branch Location(s)					
Branch Address					
City, State, zip code					
Branch Address					
City, State, zip code					
Branch Address					

City, State, zip code <u>\*If more branch locations exist, insert information here or add another sheet with the above information.</u>

# **Sales History**

City, State, zip code Branch Address

Provide your business's annual sales for 2018, 2019, and 2020 YTD in the United States by the various public segments.

	2018	2019	2020 YTD
K-12 (public & private), Educational			
Service Agencies			
Higher Education Institutions			
Counties, Cities, Townships, Villages			
States			
Other Public Sector & Non-profits			
Private Sector			
Total			

# **Work Force**

**Key Contacts and Providers:** Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager				
Sales Manager				
Customer & Support				
Manager				
Distributors, Dealers,				
Installers, Sales Reps				
<b>Consultants &amp; Trainers</b>				

Technical, Maintenance		
& Support Services		
Quotes, Invoicing &		
Payments		
Warranty & After the		
Sale		
Financial Manager		

**Sales Force:** Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)* 

Number of Sales Reps	City	State

**Service/Support and Distribution Centers:** Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: (*To insert more rows, hit the tab key from the last field in the State column.*)

Center Type	City	State

### Marketing

**Key Marketing Contact(s):** List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.* 

Name	Title	Phone	Email

**Marketing Activities:** Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2019–2020 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

<Enter Response Here>

**Cooperative Marketing:** Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. <u>Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response:</u> process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

<Enter Overview of Marketing Plan Here; Submit Marketing Plan as Exhibit B>

**Sales Training:** Explain how your business will educate your sales force staff on the AEPA contract including timing, methods, etc. <<u>*Enter Response Here>*</u>

### **Environmental Initiatives**

Describe how your products and/or services support environmental goals. <<u>*Enter Response Here>*</u>

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.). <<u>*Enter Response Here>*</u>

### Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following **must be answered**:

**Selection Criteria for Independent Providers:** Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services. <<u>Enter Response Here></u>

**Current Subcontractors, Distributors, Installers, Etc.:** Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business. *Enter Response Here>* 

### **Disclosures**

**Financial Health (REQUIRED):** AEPA requires reports that describe the financial soundness of your organization. Accepted financial reports include balance sheets and Profit & Loss statements for the past three years (2017, 2018, 2019), a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies). Reports must be for the three years prior to this solicitation. Scan the report(s) into a PDF document and title as per the instructions.

For confidentiality, respondents may choose to send the report(s) by email directly to the AEPA Executive Director, George Wilson, at <u>georgewilson.aepa@outlook.com</u>. The reports will be held through the end of the protest period for the solicitation after which they will be destroyed. The pdf report(s)must be received by the AEPA Executive Director before the due date and time of the solicitation opening.

### Legal: Does this business have actions currently filed against it?

If **Yes**, <u>AN ATTACHMENT IS REQUIRED</u>: List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

### References

Provide contact information of your business's five largest public agency customers:

Agency	Name	Title	Phone Number	Email
1.				
2.				
3.				
4.				
5.				

No

Yes

### Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). *Note: A Bidder must be <u>willing and able</u> to deliver the proposed products and/or services to 90% of the participating AEPA Member States, unless otherwise stated within Part B Technical Specifications.* 

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California				
Colorado				
Connecticut				
Florida				
Georgia				
Illinois				
Indiana				
Iowa				
Kansas				
Kentucky				
Massachusetts				
Michigan				
Minnesota				
Missouri				
Montana				
Nebraska				
New Jersey				
New Mexico				
North Dakota				
Ohio				
Oregon				
Pennsylvania				
South Carolina				
Texas				
Virginia				
Washington				
West Virginia				
Wisconsin				
Wyoming				

e-Commerce: Does this business have an e-commerce website?	No	Yes

If YES, what is the website?

**Customer and Support Service:** It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options?	No	Yes
Does this business have a toll-free customers support phone option?	No	Yes
Does this business offer local customer and support service options?	No	Yes

Training: If applicable, does this	is business offer customer training for the products		
and services sold?		No	Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation. <<u>Enter Response Here></u>

### **Pricing:**

Is your pricing methodology guaranteed for the term of the contract?	No	Yes
Will you offer customized price lists to participating entities as required per the pricing terms of Part A?	No	Yes
Will you offer hot list pricing (optional) as described in the pricing terms of Part A?	No	Yes
Will you offer volume price discounts as described in the pricing terms of Part A?	No	Yes

**Competitiveness:** In order for your bid to be considered, your company must offer AEPA prices that are equal to or <u>lower</u> than those normally offered to individual entities or cooperatives with equal or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing your company	No	Yes
offers to individual entities or cooperatives with equal to or lower volume?	_	

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

\_\_\_\_\_\_ Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

\_\_\_\_\_ Pricing is LESS THAN individual customer and/or cooperatives. Lower by \_\_\_\_\_%

<b>Cooperative Contracts:</b>	Does your business currently have contracts with other		
cooperatives (local, region	al, state, national)?	 No	 Yes

If YES, identify which cooperative and the respective expiration date(s). <<u>*<Enter Response Here>*</u>

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)? <<u>*Enter Response Here>*</u>

r <b>ative Fee:</b> Which of the following best reflects how your pricing includes the individual AEPA Members' ative fee. <mark>Mark with an "X"</mark> .
The pricing for the products and/or services are the same for each AEPA Member Agency, shipping,
handling, administrative fee and other specific state costs are added to arrive at total price offered to
the Individual AEPA Member Agency.
The pricing for the products and/or services is inclusive of the administrative fee and therefore the
pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs
are added to the adjusted AEPA Member Agency's price.
The pricing for the products and/or services includes ALL (shipping, handling, administrative fee,
other) costs to arrive at a single price for all AEPA Member Agencies.
other j costs to arrive at a single price for an ALI A Member Agencies.

Shipping & Handling: Orders that are \$50.00 or more shall include shipping and handling.	\$
What is the flat rate your company will charge, regardless of where shipped in the continental	
United States, for orders less than \$50.00?	

Product Returns: Does your business have a return policy?NoYes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment). <<u>Enter Response Here></u>

<b>Payment Terms:</b> Will your business offer AEPA buyer's a quick pay discount?	No	Yes	
If YES, what is the discount? %Net			
<b>Leasing:</b> Do your business offer leasing arrangements under this bid? If Yes, please indicate the rate factor and other cost factors below.	No	Yes	

### If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Re	esponsibilities of an AEPA Vendor Partner	<b>Yes,</b> indicate with an "X"	<b>No,</b> indicate with an "X"
1.	Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.		
2.	Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.		
3.	Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.		

4.	Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	
5.	On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	
6.	Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	
7.	Attend two (2) AEPA meetings each year (see Part A)	
8.	Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	
9.	Increase sales over the term of the contract with all participating AEPA	
	Member Agencies.	

### **Exceptions**

### **Instructions:**

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Exceptions to local, state or federal laws cannot be accepted under this bid.

No, this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
 Yes, this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

### **Deviations**

### **Instructions:**

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Deviations to local, state, or federal laws cannot be accepted under this bid.

**No**, this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.

**Yes**, this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation



### Part E - Signature FormsAssociationAEPA IFB 021-CDigital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

### **Instructions**

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

- 1. Read the documents in their entirety.
- 2. Complete all forms and sign when required.
- 3. Once signed, place notary stamp in the delegated area on the Bid Affidavit.
- 4. Return the forms and pages in their correct order and scan one (1) single PDF format titled "Part E Signature Forms Name of Bidding Company" (i.e. one PDF document for all signature forms).
- 5. Submit Part E, along with other required documents in Public Purchase.

AEPA <u>does not allow</u> electronic signatures.

\*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as <u>one (1)</u>, <u>single PDF</u> titled "Part E – Signature Forms – Name of Bidding Company".

<u>Uniform Guidance "EDGAR" Certification Form</u> – \*signature required <u>Bid Affidavit</u> – \*signature required <u>Acceptance of Bid & Contract Award</u> – \*signature required

### **Uniform Guidance "EDGAR" Certification Form** 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent's willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent's authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

### **1.** Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent's return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency's provision shall control.

### 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Respondent agrees that such provision applies to any participating agency purchase or contract that meets the definition of

"federally assisted construction contract" in 41 CFR Part 60-1.3 and Respondent agrees that it shall comply with such provision.

### 4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at <u>www.wdol.gov</u>. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent's acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

### 5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

### 6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

### 7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

### 8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

### 9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

### **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

### **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

### 12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By <u>initialing the table</u> (1-12) and <u>signing below</u> , I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.			
Respondent Certification (By Item)	<b>Respondent</b> <u>Certification:</u> <b>YES</b> , I agree or <b>NO,</b> I do NOT agree	Initial	
1. Violation of Contract Terms and Conditions			
2. Termination for Cause of Convenience			
3. Equal Employment Opportunity			
4. Davis-Bacon Act			
5. Contract Work Hours and Safety Standards Act			
6. Right to Inventions Made Under a Contract or Agreement			
7. Clean Air Act and Federal Water Pollution Control Act			
8. Debarment and Suspension			
9. Byrd Anti-Lobbying Amendment			
10. Procurement of Recovered Materials			
11. Profit as a Separate Element of Price			
12. General Compliance with Participating Agencies			

Name of Business

Signature of Authorized Representative

Printed Name

Date

### **Solicitation Affidavit**

**Instructions:** This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

- 1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the *Member Agency*, or any employee thereof, or any person, business or corporation under contract with the *Member Agency* whereby the Respondent, in order to induce the acceptance of the foregoing bid by the *Member Agency*, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
- 2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
- 3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the *Member Agency*, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
- 4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
- 5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
- 6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
- 7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Authorized Representative (Please print or type)	Mailing Address
Title (Please print or type)	City, State, Zip
Signature of Authorized Representative	Date
Subscribed and sworn to before me this	day of
Notary Public in and for County of	State of
My commission expires on	Signature
	Enter Notary Stamp



### Acceptance of Solicitation & Contract

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

### **PART I: RESPONDENT**

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	Date	
Address	City, St	ate Zip
Contact Person	Title	
Authorized Signature	Title	
Email	Phone	

### PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to twelve (12) months and will commence on the date indicated below and continue until February 28, 2022, unless terminated, canceled, or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency			
Authorized Representative			
Awarded this	day of	Contract Number	
Contract to commence (Member Agency to select)	3/1/2021	Or	
(Member Agency to select)	3/1/2021	UI UI	

### **Solicitation Checklist**

**Instructions:** Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their <u>specified/required format</u>, by the due date and time listed for this solicitation. <u>Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation</u>. Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

"x"	<b>Document Title, Uploaded to Public Purchase</b> (Respondent must submit documents in the required title/format)	Format of Uploaded Document	Notes
	Part D - Questionnaire – <i>Name of Responding</i> <i>Company</i>	Single, Scanned PDF	Required.
	Includes:		
	Company Information		
	Service Questionnaire		
	• Exceptions		
	Deviations		
	Part E – Signature Forms – <i>Name of Responding</i>	Single, Scanned PDF	Required.
	Company		Signatures required.
	Includes:		
	Uniform Guidance "EDGAR" Certification		
	Bid Affidavit		
	Acceptance of Bid & Contract Award		
	Part F – Pricing Schedule – <i>Name of Responding</i>	Excel Workbook	Required.
	Company		
	Price List/Catalog - Name of Responding Company	Upload PDF	Required.
	Exhibit A – Financial Health Document(s) – <i>Name of</i>	Scanned PDF	Required. Not
	Responding Company		provided by AEPA,
			Respondent Created
	Exhibit B – Marketing Plan – <i>Name of Responding</i>	Scanned PDF	Optional. Not
	Company		provided by AEPA,
			Respondent Created
	Exhibit C – Warranties, Additional Services – <i>Name</i>	Scanned PDF	<b>Optional.</b> Not
	of Responding Company		provided by AEPA,
	Exhibit D – Additional Discounts – <i>Name of</i>	Scanned PDF	Respondent Created Optional. Not
	Exhibit D – Additional Discounts – Name of Responding Company	Scallieu PDF	provided by AEPA,
	Acsponding company		Respondent Created
			Respondent created

		Part F 1 – Volume Discounts Schedule	ieconnte Schodulo	
			armanne armanne	
AEFA	AEPA IFB #021-C Di	gital Multi-function	<b>AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle</b>	ocument Lifecycle
Association of Educational		Accessories & Services	& Services	
	<b>Bidding Company Name:</b>	Enter company name here	<i>a</i>	
Pricing: Volume Band I BW 500 to 10,000				Evaluation Volume = 2,000 per month
Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration		<del>\$</del>	·	÷
Minimum 30 PPM Digital A4 MFD;PPM Print, Scan, Copy yesor No				
8.5 X 11 to 8.5 X 1 4 Available Paper Sizes Single Drawer 250 orSheets				
Options:		_		
Document reader				
Additional Paper Drawer				
Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
Tier 1: No Minimum				
Tier 2: 500 Impressions Per Month Minimum				
Tier 3: 1,000 Impressions Per Month Minimum				

**COPIER PRICING CHART** 

**COPIER PRICING CHART VOLUME BAND II** 



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle **Part F.1 – Volume Discounts Schedule** 

Accessories & Services

mpany name here
mpany name here

Pricing: Volume Band II BW 2,500 to 18,000

Evaluation Volume = 6,000 per month **Purchase Cost of Operation Amortization Plus CPI** Based on 36 Month on Evaluation Volume & Tier 1 **Supplies for 36 Months Based** Full Service Maintenance & Pricing Ś Supplies for 1 Month Based on Full Service Maintenance & **Evaluation Volume & Tier 1** Pricing ī ī. **Purchase Price** Ś **Proposed Model: Proposed Options:** PPM Print Drive Compatibility Windows/Apple Version: Finisher 30 Sheet Auto Staple One Position 8.5 X 11 to 8.5 X 14 Available Paper Sizes For Networked Units: Standard Memory Enhanced Software solution capability Minimum 40 PPM Digital A4 MFD: Fax Feature (with network faxing) No Single Drawer 250 Sheets Each Standard Trayless Auto Duplex Emulations: PCL Postscript No DPI Network, Print, Scan, Copy Additional Paper Drawers Minimum Configuration Standard Copier Memory Yes Color GUI Interface Standard interface: USB interface: yes Document Feeder Copy, Print, Scan: 50 sheet By-Pass Scan Resolution Scan Resolution Auto Duplex **Options:** 

AEPA IFB 009-D NonColor Pricing Form - Part D

Cabinet

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### COPIER PRICING CHART VOLUME BAND II

	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance & 25 to 50 Miles Full Service	25 to 50 Miles Full Service	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>
	Supplies Cost per Impression	Maintenance & Supplies Cost	Maintenance & Supplies Cost	Service Maintenance &
Full Service Maintenance & Supply Cost Per	(CPI)	per Impression (CPI)	per Impression (CPI)	<b>Supplies Cost per Impression</b>
Impression				(CPI)
Tier 1: No Minimum				
Tier 2: 1,000 Impressions Per Month Minimum				
Tier 3: 3,000 Impressions Per Month Minimum				

### **COPIER PRICING CHART VOLUME BAND II**



Pricing: Volume Band II BW 2,500 to 18,000

# **AEPA IFB** #021-C Digital Multi-function Devices, Printers, Document Lifecycle **Part F.1 – Volume Discounts Schedule**

Accessories & Services

Enter company name here **Bidding Company Name:** 

Evaluation Volume = 6,000 per month

Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration		, \$	÷	<del>د</del>
Minimum 25 PPM Digital MFD: PPM				
Copy, Print, Scan:Yes No				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Auto Duplex				
Dual Drawer 250 Sheets Each	ſ			
50 sheet By-Pass				
Scan Resolution				
Standard Copier Memory				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
Standard interface:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
Options:				
Document Feeder	- \$			
Additional Paper Drawers				
Finisher 30 Sheet Auto Staple One Position	- \$			
Fax Feature (with network faxing)	- \$			
Cabinet	•			
			r	
	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance &	25 to 50 Miles Full Service	50 to 75 Miles Full Service	Greater than 75 Miles Full

Service Maintenance & Supplies Cost per Impression (CPI) Maintenance & Supplies Cost 50 to 75 Miles Full Service per Impression (CPI) 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI) Local Full Service Maintenance & Supplies Cost per Impression (CPI) AEPATier 3: 3.000 Lupressions Per Month Minimum Tier 2: 1,000 Impressions Per Month Minimum Full Service Maintenance & Supply Cost Per **Tier 1: No Mimimum** Impression

	COPIER F VOLU	COPIER PRICING CHART		
Association of Educational	<b>Part F.1 – Volume Discounts Schedule</b> AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	<b>Part F.1 – Volume Discounts Schedule</b> C Digital Multi-function Devices, Printers, Docu rvices	<b>iscounts Schedule</b> vices, Printers, Docum	ıent Lifecycle
FURCHASING AGENCIES	Bidding Company Name:	Enter company name here	a	
Pricing: Volume Band III BW 5,000 to 25	to 25,000	_	Evaluation Volu	Evaluation Volume = 10,000 per month
Proposed Model:				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration		·	, \$	<del>د</del>
Minimum 30 PPM Digital MFD		-		
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Streets 200 or sheet Multi-Purpose Tray				
UI Int				
can, C				
Scan Resolution DPI				
Emulations: PCL Postscript				
<u>For Networkeu Units:</u> Standaru Memory Standard Travless Auto Dunlex				
Network Connectivity:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
Junua Wanatu Cabinat				
Cautiet				
Dual scan document feeder	<del>\$</del>			
Large Capacity Paper Source	-			
Additional Paper Drawers	*			
Punch Unit	÷			
Basic Finisher	•			
Saddle Stitch Finisher	•			
Printer Hard Drive ( GB Minimum)	÷			
Hard Drive Erase (ISO standard 15408)	÷			
Wireless NIC	÷			
Fax Feature (with Network Faxing)	•			
	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost	Zone 4: Greater than 75 Miles Full Service Maintenance &
Full Service Maintenance & Supply Cost Per Impression	(CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression (CPI)
Tier 1: No Minimum				
Tier 2: 5.000 Impressions Per Month Minimum				
Tier 3: 10,000 Impressions Per Month Minimum				
•	-			

### **COPIER PRICING CHART VOLUME BAND IV**



Pricing: Volume Band IV BW 8,000 to 30,000

# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

**Accessories & Services** 

Bidding Company Name: Enter company name here

Evaluation Volume = 15,000 per month

Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration		÷	•	•
Minimum 40 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
For Networked Units: Standard Memory				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
Network Connectivity:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
Standard RADF				
Cabinet				
Options	-			
Dual scan document feeder	-			
Large Capacity Paper Source	-			
Additional Paper Drawers	- \$			
Punch Unit	- *			
Hard Drive Erase (ISO standard 15408)	- \$			
Printer Hard Drive ( GB Minimum)	- *			
Basic Finisher	- \$			
Saddle Stitch Finisher	- \$			
Wireless NIC	- \$			
Fax Feature (with Network Faxing)	-			
	7ana 4.		- C E	Tana 1.
	Local Full Service Aaintenance & Supplies Cost per Impression	25 to 50 Miles Full Service Maintenance & Supplies Cost	50 to 75 Miles Full Service Maintenance & Supplies Cost	20118 4: Greater than 75 Miles Full Service Maintenance &
Full Service Maintenance & Supply Cost Per	(CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression

Tier 1: No Minimum Tier 2: 8,000 Impressions Per Month Minimum Tier 3: 15,000 Impressions Per Month Minimum

Impression

(CPI)

		Dawt E 1 Volumo D	iiccomate Cehodulo	
AEPA	AEPA IFB #021-C Dig	#021-C Digital Multi-function Devices, Printers, Document Lifecycle	levices, Printers, Doo	sument Lifecycle
Association of Educational	Accessories & Services	es		
PURCHASING AGENCIES	<b>Bidding Company Name:</b>	Enter company name here	0)	
Pricing: Volume Band V BW 10,000 to 45,000	000		<b>Evaluation Volume</b>	ume = 20,000 per month
Proposed Model:	ii.			
Proposed Options:				
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		Supplies for 1 Month based on Evaluation Volume & Tier 1 Pricing	on Evaluation Volume & Tier 1 Pricing	based on 36 Month Amortization Plus CPI
Minimum Configuration			- - 	-
Minimum 50 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or sheet Multi-Purpose Tray				
Scan Resolution DPI				
For Networked Units: Stand. Memory				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
Network Connectivity:				
USB interface: yes No				
ndows				
Printer Hard Drive (20 GB or GB)				
Standard Trayless Auto Duplex				
Stanuaru KAUF Cahinat				
Ontions				
Dual scan document feeder				
Large Capacity Paper Source	· <del>· ·</del>			
Additional Paper Drawers	*			
Punch Unit	- *			
Basic Finisher	<del>\$</del>			
Saddle Stitch Finisher	\$			
Printer Hard Drive ( GB Minimum)	•			
Hard Drive Erase (ISO standard 15408)	-			
Wireless NIC	\$			
Fax Feature (with Network Faxing)	• •			

AEPA IFB 009-D NonColor Pricing Form - Part D

### COPIER PRICING CHART VOLUME BAND V

### COPIER PRICING CHART VOLUME BAND V

	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance & 25 to 50 Miles Full Service	25 to 50 Miles Full Service	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>
	Supplies Cost per Impression	Maintenance & Supplies Cost	Maintenance & Supplies Cost	Service Maintenance &
Full Service Maintenance & Supply Cost Per	(CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Impression				(CPI)
Tier 1: No Minimum				
Tier 2: 10,000 Impressions Per Month Minimum				
Tier 3: 25,000 Impressions Per Month Minimum				

## COPIER PRICING CHART VOLUME BAND VI



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

Accessories & Services Enter company name here **Bidding Company Name:** 

Pricing: Volume Band VI BW 25,000 to 100,000	Summer fundation Summer		Evaluation Vol	Evaluation Volume = 50,000 per month
Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Pricing	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration		÷	÷	·
Minimum 60 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 or Sheets				
Single 3,000 Sheet Paper Deck				
100 or sheet Multi-Purpose Tray				
Scan Resolution DPI				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
Network Connectivity:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
For Networked Units: Standard Memory				
Standard GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
Options:				
Large Capacity Paper Source	- \$			
Additional Paper Drawers				
Punch Unit				
Basic Finisher	- \$			
Saddle Stitch Finisher	- \$			
Printer Hard Drive ( GB Minimum)	- \$			
Hard Drive Erase (ISO standard 15408)	- \$			
Wireless NIC				
Fax Feature (with Network Faxing)				
	Zone 1: Local Full	ZOI	Zone 3:	Zone 4:
	Service Maintenance & Supplies Cost per Impression (CPI)	to 50 Miles Full Service Maintenance & Supplies Cost	50 to 75 Miles Full Service Maintenance & Supplies Cost	Greater than 75 Miles Full Service Maintenance & Supplies

Cost per Impression (CPI) per Impression (CPI) per Impression (CPI) Full Service Maintenance & Supply Cost Per Impression Tier 1: No Minimum Tier 2: 25,000 Impressions Per Month Minimum Tier 3: 40,000 Impressions Per Month Minimum

		Dant E.1 Valuma Discounts Cahadula	connte Cebadulo	
			Scould Schedule	
	AEPA IFB #021-C Di	FB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	Devices, Printers, Do	cument Lifecycle
Association of Educational		Accessories & Services	& Services	
PURCHASING AGENCIES	<b>Bidding Company Name:</b>	Enter company name here		
Pricing: Volume Band VII BW 50,000 to 250,000	0,000		Evaluation Volu	Evaluation Volume = 100,000 per month
Proposed Model:	lel:			
Proposed Options:	ns:			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration			- ₩	ť
Minimum 75 PPM Console Digital MFD		+	÷	
8.5 X 11 to 8.5 X 17 Available Paper Sizes				
Dual Drawer 500 or Sheets				
Single 3,000 Sheet Paper Deck				
100 or sheet Multi-Purpose Tray				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
vity:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
For Networked Units: Standard Memory				
Standard GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
Options:		Γ		
Large Capacity Paper Source	•			
Additional Paper Drawers	- *			
Punch Unit				
Basic Finisher	- *			
Saddle Stitch Finisher				
Printer Hard Drive ( GB Minimum)	- 8			
Hard Drive Erase (ISO standard 15408)	-			
Wireless NIC	•			
Fax Feature (with Network Faxing)	\$			

### COPIER PRICING CHART VOUME BAND VII

	Zone 1: Local	Zone 2:	Zone 3:	Zone 4:
	Full Service Maintenance &	25 to 50 Miles Full Service	50 to 75 Miles Full Service	Greater than 75 Miles Full
	Supplies Cost per Impression (CPI) Maintenance & Supplies Cost		Maintenance & Supplies Cost	Service Maintenance &
		per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression				(CPI)
Tier 1: No Minimum				
Tier 2: 50,000 Impressions Per Month Minimum				
Tier 3: 100,000 Impressions Per Month Minimum				

		Dant E 1 – Volumo Niccounte Schodulo	iccompte Schodulo	
AEPA	AEDA IER #021_C D	u annu – t. t. annu i Annti-finnstion	Dovidos Drintors D	olomoti I ifomio
		irb #021-U Digital Mulu-Juncuon Devices, Frinters, Document Lifecycie Accessories & Services	Devices, Printers, Do & Services	оситнени ынесусте
Association of Educational				
Biddi Pricing: Volume Band VIII BW 100,000 to 500,000	Bidding Company Name: 500,000	Enter company name here		Evaluation Volume = 250,000 per month
Proposed Model:	el:			4
Proposed Options: None	Is: None			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration				••
Minimum 90 PPM Console Digital MFD			-	
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
1,00				
150 or sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
vity:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version: For Networked Units: Standard Memory				
Standard 20 orGB Copier Hard Drive				
SSS				
Dual Scan Document Processor				
Options:		ſ		
Large Capacity Paper Source	- \$			
Additional Paper Drawers	-			
Punch Unit	- \$			
Basic Finisher	-			
Saddle Stitch Finisher				
Printer Hard Drive ( GB Minimum)	- \$			
Hard Drive Erase (ISO standard 15408)	\$			
Wireless NIC	<del>د</del>			
Fax Feature (with Network Faxing)	<del>،</del>			

## COPIER PRICING CHART VOLUME BAND VIII

### COPIER PRICING CHART VOLUME BAND VIII

	Zone 1:Zone 2:Local Full Service Maintenance &25 to 50 Miles Full ServiceSupplies Cost per ImpressionMaintenance & Supplies Cos(CPI)per Impression (CPI)	<u>ب</u>	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CP1)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
Full Service Maintenance & Supply Cost Per Impression				
Tier 1: No Minimum				
Tier 2: 100,000 Impressions Per Month Minimum				
Tier 3: 250,000 Impressions Per Month Minimum				

Association of Educational
Associ

# Part F.2 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle

# Accessories & Services

Bidding Company Name: Enter company name here

Color Evaluation Volume =

500

# Pricing: Volume Band I Color 500 to 1,000 Proposed Model: Proposed Options: Proposed Options: Proposed Options: Proposed Proposed

Proposed Uptions:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tier 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tier 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration		•	- -	•
30 PPM B&W 30 PPM Color Digital A4 MFD				
8.5 X 11 to 8.5 X 14 Available Paper Sizes				
Single Drawer 500 Sheets				
100 orsheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Additional Paper Drawer				
Fax Feature (with Network Faxing)				
Printer Hard Drive (40 or GB Minimum)	- *			

Full Service Maintenance & Supply Cost Per Impression	Zone 1:LocalZone 2:Full Service Maintenance & Supplies Cost per Impression (CPI)25 to 50 Miles Full ServiceMaintenance & per Impression (CPI)Maintenance & Supplies Cost	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3:Zone 4:50 to 75 Miles Full ServiceGreater than 75 Miles FullMaintenance & Supplies CostService Maintenance & Suppliesper Impression (CPI)Cost per Impression (CPI)
Tier 1: No Mimimum Color				
Tier 1: No Mimimum Black & White				
Tier 2: 500 Impressions Per Month Minimum Color				
Tier 2: 500 Impressions Per Month Minimum Black & White				
Tier 3: 1,000 Impressions Per Month Minimum Color				
Tier 3: 1,000 Impressions Per Month Minimum Black & White				

## COLOR COPIER PRICING CHART VOLUME BAND II



Pricing: Volume Band II 1,000 to 3,000

# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Enter company name here

ny Name: Enter company name nere Color Evaluation Volume =

1,000

Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tier 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tier 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$	•		-
25 PPM B&W 20 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 orsheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source				
Dual Scan Document Processor				
Additional Paper Drawers				
3 - Hole Drill				
Basic Finisher	- *			
Printer Hard Drive (40 or GB Minimum)				
Fax Feature (with Network Faxing)				

	Zone 1: Local	Zone 3:	Zone 4:
	Full Service Maintenance &	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>
	Supplies Cost per Impression (CPI) Maintenance & Supplies Cost	Maintenance & Supplies Cost	Service Maintenance &
		per Impression (CPI)	Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression			(CPI)
Tier 1: No Mimimum Color			
Tier 1: No Mimimum Black & White			
Tier 2± 3,000 margessions Per Month Minimum Golor			
Tier 2: 1,000 Impressions Per Month Minimum Black & White			
Tier 3: 2,500 Impressions Per Month Minimum Color			
Tier 3: 2,500 Impressions Per Month Minimum Black & White			

COLOR COPIER PRICING CHART VOLUME BAND III



**AEPA IFB** #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule

Accessories & Services

Enter company name here

Pricing: Volume Band III 2,000 to 10,000

**Purchase Cost of Operation** Ammortization Plus CPI **Based on 36 Month** 5,000 S II Color Supplies for 36 Months Based on Evaluation Volume & **Color Evaluation Volume** Full Service Maintenance & Tier 2 Color Color Supplies for 1 Month Based on Evaluation Volume & Full Service Maintenance & Tier 2 Color , **Purchase Price** S Ś Ś Ω θ Proposed Model: Proposed Options: For Networked Units: Standard Memory 256 MB GB Minimum) 30 PPM B&W 30 PPM Color Digital MFD 8.5 X 11 to 11 X 17 Available Paper Sizes \_sheet Multi-Purpose Tray Scan Resolution True 600 DPI capable Standard Trayless Auto Duplex Dual Scan Document Processor Large Capacity Paper Source Additional Paper Drawers Printer Hard Drive (40 or \_ Finisher with 3 - Hole Drill Minimum Configuration Dual Drawer 500 Sheets Color Network Scanning Saddle Stitch Finisher Network Printing Standard RADF Basic Finisher **Options:** Cabinet 100 or

Service Maintenance & Supplies Greater than 75 Miles Full Cost per Impression (CPI) Zone 4: Maintenance & Supplies Cost 50 to 75 Miles Full Service per Impression (CPI) Zone 3: Supplies Cost per Impression (CPI) Local Full Service Maintenance & Zone 1: Tier 2: 5,000 Impressions Per Month Minimum Black & White Tier 3:7,500 Impressions Per Month Minimum Black & White Full Service Maintenance & Supply Cost Per Impression Tier 3: 7,500 Impressions Per Month Minimum Color Tier 2: 5,000 Impressions Per Month Minimum Color Tier 1: No Mimimum Black & White Tier 1: No Mimimum Color

Fax Feature (with Network Faxing)

AEPA IFB 009-D Color Copier Pricing Form - Part D

COLOR PRICING CHART VOLUME BAND IV



Pricing: Volume Band IV 5,000 to 10,000

# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: Enter company name here

Color Evaluation Volume = 7,500

Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tier 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tier 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$	•	-	\$ '
40 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source				
Additional Paper Drawers	- \$			
Dual Scan Document Processor	- \$			
Finisher with 3 - Hole Drill				
Basic Finisher	\$ -			
Saddle Stitch Finisher				
Printer Hard Drive (40 or GB Minimum)				
Fax Feature (with Network Faxing)				
	Zone 1: Local Full Service Maintenance & Cumbios Cost non Immoscion	Zone 3: 50 to 75 Miles Full Service Maintenanco & Sumuliae Cost	Zone 4: Greater than 75 Miles Full Comico Maintonanco 8.	
	Juppines cost per timpi ession (CPI)	per Impression (CPI)	Supplies Cost per Impression (CPI)	
Full Service Maintenance & Supply Cost Per Impression				

AEPA IFB 009-D Color Copie Pricing Forms - Part D

Tier 3:10,000 Impressions Per Month Minimum Color Tier 3:10,000 Impressions Per Month Minimum Black & White

Tier 1: No Mimimum Color Tier 1: No Mimimum Black & White Tier 2: 7,500 Impressions Per Month Minimum Color Tier 2: 7,500 Impressions Per Month Minimum Black & White

# COLOR COPIER PRICING CHART VOLUME BAND V



# Part F.2 - Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

# Bidding Company Name: Enter company name here

10,000 Color Evaluation Volume =

	Proposed
15,000	
Volume Band V 8,000 to 15,000	
Band V	
Volume	
Pricing: V	

TITUING. VOLUME DAMU V 9,000 W 13,000		COIC	COIOT EVALUATION VOLUTIE =	TU,UUU
Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance &       Full Service Maintenance &         Color Supplies for 1 Month       Color Supplies for 36 Months         Based on Evaluation Volume &       Based on Evaluation Volume &         Tier 2 Color       Tier 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tier 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	·	•••	·	۰ د
50 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	- \$			
Additional Paper Drawers	- \$			
Dual Scan Document Processor	- \$			
Finisher with 3 - Hole Drill	- \$			
Basic Finisher	- \$			
Saddle Stitch Finisher	- \$			
Printer Hard Drive (40 or GB Minimum)	- \$			
Fax Feature (with Network Faxing)				
	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost	Zone 4: Greater than 75 Miles Full Service Maintenance &	

	Local Full Service Maintenance & 50 to 75 Miles Full Service Greater than 75 Miles Full	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>
	Supplies Cost per Impression	Maintenance & Supplies Cost	Service Maintenance &
	(CPI)	per Impression (CPI)	<b>Supplies Cost per Impression</b>
			(CP1)
Full Service Maintenance & Supply Cost Per Impression			
Tier 1: No Mimimum Color			
Tier 1: No Mimimum Black & White			
Tier 2: 10,000 Impressions Per Month Minimum Color			
Tier 2: 10,000 Impressions Per Month Minimum Black & White			
Tier 3:15,000 Impressions Per Month Minimum Color			
Tier 3:15,000 Impressions Per Month Minimum Black & White			

COLOR COPIER PRICING CHART VOLUME BAND VI



# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Enter company name here **Bidding Company Name:** 

Driving: Voluma Band VI 10 000 to 20 000	former fundarios Summer		Color Evoluation Volumo –	1 5 000
I ITUING VOLUINC DAILY VI TU, VUU U ZU, VUU			JIUI EVALUATION VULUIC -	10)UU
Proposed Model:				
Proposed Options:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tier 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tier 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	- \$	<del>.</del> .	- \$	
60 PPM B&W 50 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	- \$			
Additional Paper Drawers	- \$			
Finisher with 3 - Hole Drill	- *			
Basic Finisher	- \$			
Saddle Stitch Finisher	- \$			
Printer Hard Drive (40 or GB Minimum)	- \$			

	Zone 1:     Local     Zone 3:     Zone 4:       Full Service Maintenance &     50 to 75 Miles Full Service     Greater than 75 Miles Full       Supplies Cost per Impression (CPI)     Maintenance & Supplies Cost     Service Maintenance & Supplies       per Impression (CPI)     per Impression (CPI)     Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)
Full Service Maintenance & Supply Cost Per Impression			
Tier 1: No Mimimum Color			
Tier 1: No Mimimum Black & White			
Tier 2: 15,000 Impressions Per Month Minimum Color			
Tier 2: 15,000 Impressions Per Month Minimum Black & White			
Tier 3: 20,000 Impressions Per Month Minimum Color			
Tier 3: 20,000 Impressions Per Month Minimum Black & White			



# **AEPA IFB** #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.3 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name:

Enter company name here PRINTERS

# Black & White Desk Top Work Group Stand Alone Print Devices (Non-Networked)

### Pricing: Volume Band I 500 to 3,000

**Evaluation Volume = 1,000 per month** 

Proposed Model:							
Proposed Options:							
	<b>Purchase Price</b>	Supplies:	Estimated	Estimated	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost	<b>Cartridge Yield</b>	<b>Supply Cost Per</b>	Toner - Cost   Cartridge Yield   Supply Cost Per   Equipment Cost (Based	<b>Based on Evaluation</b>	<b>Operating Cost</b>
		Per Cartridge		Page	on 36 Month Life Cycle)	Yield	Equipment and Supplies
Minimum Configuration				i0/AIC#	- \$	#DIV/0!	#DIV/0!
Up to 30 PPM Stand Alone Printer							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 32 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							

Additional Operating Costs	
Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost	
per page?	
	•



**AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle** Part F.3 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: <u>E</u>

Enter company name here PRINTERS Black & White Desk Top Work Group Stand Alone Print Devices

### Pricing: Volume Band II 500 to 3,000 Proposed Model:

**Evaluation Volume = 1,500 per month** 

Proposed Options:							
	<b>Purchase Price</b>	Supplies:	Estimated	<b>Estimated Supply</b>	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost	Cartridge	Cost Per Page	<b>Equipment Cost (Based</b>	<b>Based on Evaluation</b>	<b>Operating Cost</b>
		Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and Sumhies
Minimum Configuration				#DIV/0!	-	#DIV/0!	#DIV/0!
30 PPM Stand Alone Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							

### Additional Operating Costs

Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost	
per page?	



Part F.3 - Volume Discounts Schedule

**AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle** Accessories & Services

**Bidding Company Name:** 

Enter company name here

### PRINTERS Black & White Desk Top Work Group Stand Alone Print Devices

## Pricing: Volume Band III 1,000 to 20,000

**Evaluation Volume = 4,000 per month** 

Proposed Model:							
Proposed Options:							
	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and Supplies
Minimum Configuration				#DIV/0!	• <del>•</del>	#DIV/0!	#DIV/0!
42 PPM Stand Alone Printer							
Standard Network Interface	-						
8.5 X 11 to 8.5 X 14 Available Paper Sizes	-						
Single Drawer 250 Sheets	_						
100 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							
Wireless NIC							
Additional Operating Costs							
Included Warranty							
Annual Break/Fix Service Agreement After							
Warranty Period							
Maintenance Kit Cost/Yield							
Start Up Supplies Included with Machine							
when Shipped (Note Approx. Yield)							

\* Note: Supply Yields based on 5% fill

If billed on a cost per page, what is the cost

per page?



Part F.3 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Bidding Company Name: Enter company name here

### PRINTERS Black & White High Volume Print Devices

# Pricing: Volume Band IV 3,000 to 50,000

**Evaluation Volume = 10,000 per month** 

D	~						, <b>1</b>
Proposed Model:							
Proposed Options:							
	<b>Purchase Price</b>	Supplies:	Estimated	<b>Estimated Supply</b>	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost Per Cartridge	Cartridge Yield	Cost Per Page	Equipment Cost (Based on 36 Month Life Cycle)	Based on Evaluation Yield	Operating Cost Equipment and
Minimum Configuration				#DIV/0!	-	#DIV/0!	#DIV/0!
50 + PPM High Volume Work Group Printer		_	-		-		
Standard Network Interface	1						
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
2 x 500 Sheets							
100 sheet Multi-Purpose Tray	1						
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers							
Large Capacity Paper Tray (State Maximum							
Capacity)							
Hard Drive							
Printer Memory Up-Grade (State Maximum)							
Standard Finisher							
Advanced Finisher with Multi position Stanle/Hole Punch							
Wireless NIC							

### Additional Operating Costs

Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	

Incretional FINCRES Ant Proposed Model: roposed Options:	dding Company Name: Enter company name here PRINTERS Black & White Desk Top Work Group Stand Alone Print Devices
t Proposed Model: roposed Options:	ck & White Desk Top Work Group Stand Alone Print Devices
Proposed Model: roposed Options: Purchase Price Supplies: Estimated Toner - Cost Cartridge Per Cartridge Yield	
Proposed Model: roposed Options: Purchase Price Supplies: Estimated Toner - Cost Cartridge Per Cartridge Yield	Evaluation Volume = 4,000 per month
roposed Options:       Purchase Price     Supplies:     Estimated       Purchase Price     Per Cartridge     Yield	
Purchase Price Supplies: Estimated Toner - Cost Cartridge Per Cartridge Yield	
Toner-Cost Cartridge Per Cartridge Yield	
Per Cartridge Yield	Cost Per Page Equipment Cost (Based Based on Evaluation
5.8 D size per minute	+ + + + + + + + + + + + + + + + + + +
Standard Network Interface	
Standard Memory:	

### Additional Operating Costs

Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a linear foot basis, what is the	
cost per foot?	



Part F.4 - Volume Discounts Schedul4

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Enter-company name here

### PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Pricing: Volume Band I 500 to 3,000 Proposed Model:	000														E	Evaluation Volume = 1,000 per month	1,000 per month
Proposed Options:	: Purchase Price	Supplies: Black & White Toner - Cost	Supplies: Estimated Estimated Black & White Black Black Toner Toner-Cost Cartridge Yield	Estimated Black Toner Cost Per	*	Supplies: Estimated Estimated ellow Toner Yellow Yellow Toner Cost Per Cartridge Yield Cost Per Cost Per Cartridge Yield	Estimated Yellow Toner Cost Per	Estimated Supplies: Estimated Yellow Toner Magenta Toner Magenta Cost Per Cost Per Cost Per Cost Per Contridge Vield		_	Supplies: (yan Estimated Toner Cost Cyan Cartridge Per Cartridge	Estimated Cyan Cartridge Yield	Estimated Cyan Toner Cost Per	Estimated Estimated Total Cyan Toner Supply Cost Per Cost Per Cost Per	Sstimated Estimated Total Total Monthly Stan Toner Supply Cost Per Equipment Cost (Based Supply Cost Per Color Impression 0136 Month Life	Supplies: Cyan         Estimated         Estimated         Estimated         Total Monthly         Monthly         Monthly         Suppy Cost           Toner Cost         Cyan Cartridge         Cyan Toner         Suppy Cost Per         Equipment Cost (Based         Based on Evaluation           Per Cartridge         Yield         Cost Per         Color Impression         on 33 Month Life         Yield	Total 36 Month Operating Cost Equipment and
Minimum Configuration	s.	S	0.00	#DIV/0!	S	0.00	#DIV/0! \$	cartinge	0.00	#DIV/0!	- S	0.00	#DIV/0!	#DIV /0!	s	i0//\IU#	#DIV/0!
30 PPM B&W/30 PPM Color Stand Alone Printer												-					
Standard Network Interface																	
8.5 X 11 to 8.5 X 14 Available Paper Sizes Single Drawer 500 Sheets	-																
50 sheet Multi-Purpose Tray																	
Standard Memory 256 MB Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers																	
Printer Memory Up-Grade (State Maximum)																	
Hard Drive																	
Wireless NIC																	

Included Warranty	
Annual Break/Fix Service Agreement	
After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the	
cost per page?	

\*Note Supply Yields Based on 5% Fill Per Color



Part F.1 – Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Enter company name here

PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Evaluation Volume = 2,500 per month

Pricing: Volume Band II 500 to 3,000

Proposed Model:																	
Proposed Options:																	
	Purchase Price	Supplies:	Estimated				Estimated	Supplies:	Estimated	Estimated	Supplies: Cyan	Estimated Cyan E	stimated Cyan E	stimated Total	Estimated Supplies Cyan Estimated Cyan Estimated Cyan Estimated Total Total Monthly	Monthly Supply Cost	Total 36 Month
		Black & White	Black & White Black Cartridge Black Toner	_	Yellow Toner	Yellow Y	ellow Toner M	lagenta Toner	Magenta	Magenta Toner	Toner Cost Per	Cartridge Yield 1	Foner Cost Per 5	upply Cost Per	Equipment Cost (Based	Based o	Operating Cost
		Toner - Cost	Yield	Cost Per		Cartridge Yield Cost Per	Cost Per - Cost Per Cartridge Yield	-CostPer C	Cartridge Yield	Cost Per	Cartridge		Impression Co	olor Impression	Impression Color Impression on 36 Month Life Cycle)	Yield	Equipment and
		Per Cartridge			Cartridge	_	Impression	Cartridge		Impression				Page			Supplies
Minimum Configuration	•	•	0.00	\$ i0/AIG#	- \$	0.00	#DIV/0! \$	,	0.00	#DIV/0!	• \$	0.00	#DIV/0!	#DIV/01	•	+DIV/01	#DIV/0!
37 PPM B&W/37 PPM Color Stand Alone																	
Printer																	
Standard Network Interface																	
8.5 X 11 to 8.5 X 14 Available Paper Sizes																	
Single Drawer 500 Sheets																	
150 sheet Multi-Purpose Tray																	
Standard Memory 256 MB																	
Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers																	
Printer Memory Up-Grade (State Maximum)																	
Hard Drive																	
Wireless NIC																	

viui unitat o per attilg costs	
Included Warranty	
Annual Break/Fix Service Agreement	
Maintenance Kit Cost/Yield	
Included Warranty	
Annual Break/Fix Service Agreement	
After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost	
per page?	

\*Note Supply Yields Based on 5% Fill Per Color



Bidding Company Name:

Part F.1 – Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Intercompany name here

PRINTERS Color High Volume Work Group Print Devices

Pricing: Volume Band IV 2,500 to 20,000

Supplies:         Estimated act former         Stimated state         Estimated back Withe Cartridge         Stimated act former         Stimated state         Stimated back         Stimated former         Stimated state         Stimated form         Stimated state         Stimated form         Stimated state         Stimated form         Stim         Stimated form         Stimated form </th
Supplies         Email and the strated cost Par         Email and Supplies         Email and Supplicate         Ema
Concrete Curridge Curridge 3         Contridge Innession 3         Contridge Innession 3 <thcontridge Innessin 3         Contridge Innession 3</thcontridge 

Additional Operating Costs

\*Note Supply Yields Based on 5% Fill Per Color

### Tabs for Catalog Pricing Bids

F.5	Catalog Discounts	REQUIRED
F.6	Full Catalog Price Schedule	REQUIRED- Full Catalog
F.7	MFD/Copier/Printer Services Price Schedule	REQUIRED
F.8	MFD/Copier/Printer Volume Discounts	OPTIONAL

	AEPA		<ul> <li>Catalog Discount for Items in a mercially Available Catalog</li> </ul>	
As	SOCIATION OF Educational		21-C Digital Multi-function Devices, sument Lifecycle Accessories &	
	Bidding Company Name:	Enter company nar	ne here	
	Name of Catalog: (This must be the catalog in effect as of the bid date)	Enter catalog name	e here	
	Note: Groupings to be defined by	Bidder and can be by su		1
			Form F.5 is a REQUIRED FORM	
No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1				1
2				2
4				4
5				5
6 7				6 7
8				8
9				9
10				10
11 12				11 12
12				12
14				14
15				15
16 17				16 17
18				17
19				19
20				20
21 22				21 22
22				22
24				24
25				25
26 27				26 27
28				28
29				29
30				30
31 32				31 32
33				33
34				34
35				35
36 37				36 37
38				38
39				39
40				40

			No.	1	2	ŝ	4	5	9	7	8	6	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42
& Services	Form F.6 is a REQUIRED FORM	Enter catalog name here	Comments																																										
ccessories	Form	Enter catalo	Net Effective Bid Price																																										
ule ifecvcle Ao	nsistent with ab. Failure r rejection of		Bid Discount Percentage																																										
cument L	e MUST be cor ted on the F. <b>1</b> t <b>ay be cause fo</b>	Catalog Name:	Catalog List Price																																										
og Pric ters, Dc	fective Pric iscounts list <b>respond m</b>	Catalo	Unit of Measure																																										
Full Catal evices, Prin	NOTE: The Net Effective Price MUST be consistent with the percentage discounts listed on the F.1 tab. Failure to have price correspond may be cause for rejection of vour offer.	here	Vendor SKU																																										
Form F.6 – Full Catalog Price Schedule ti-function Devices, Printers, Document Lifec	ive information separate <i>Please be</i> e.	pany name he	Manufacturer SKU																																										
Form F.6 – Full Catalog Price Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	ve Bid Price and respectiv to 65,000 items. Use a se <b>itting your bid response</b> .	Enter co	Manufacturer																																										
AEPA IFB #02	INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all line items in the entire catalog, up to 65,000 items. Use a separate spreadsheet for each catalog. <i>Please be</i> <i>sure to set the 'Print Area' PRIOR to submitting your bid response.</i>	Bidding Company Name:	Product Description																																										
	ational	Bidding	Product Category																																										
	Associ	Ì	No.	1	2	ε	4	5	9	7	8	6	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42

Form F.5-F.8 - Discount & Pricing Schedules - All - AEPA 021-C Digital Multi-function Devices\_etc.xlsx.xls/F.6 Full Catalog Price Schedule

7/17/2020

	ational
EP	of Educa
	ociation
	Asso

# Form F.7 – Services Price Schedule

AEPA IFB #021-C Digital Multi-function Devices Printers, Document Lifecycle Access. & Services

Enter company name here

NOTE: If your company provides any of the services listed below, please complete the price schedule.

**Bidding Company Name:** 

Form F.7 is a REQUIRED FORM

*Additional Discount on Large Projects: Y/N						
Mileage Charges (if any)						
Per Diem Charges Mileage Charges (if any)						
Discounted Price or Rates						
Regular Price or Rates						
Description						
s90iv	SL/	<b>S</b>	u£	òis	ə(	]

Description				
Regular Price or Rates				
Discounted Price or Rates				
Per Diem Charges (if any)				
Price or         Discounted         Per Diem Charges         Mileage Charges           tes         Price or Rates         (if any)         (if any)				
*Additional Discount on Large Projects: Y/N				

nal Discount on Large Projects: Y/N								
*Additio								
Mileage Charges (if any)								
Price or         Discounted         Per Diem Charges         Mileage Charges           tes         Price or Rates         (if any)         (if any)								
Discounted Price or Rates								
Regular Price or Rates								
Description								
Training Services								

Description Regular Price			
Price or Discounted tes Price or Rates			
Per Diem Charges Mileage Charges (if any) (if any)			
*Additional Discount on Large Projects: Y/N			

# \*Please detail additional discounts on large projects.



### Form F.8 – Volume Discounts Schedule AEPA IFB #021-B Digital Multi-function Devices, Printers, Doc. Lifecycle Accessories & Services

**Bidding Company Name:** 

Enter company

name here

Form F.8 is an OPTIONAL FORM

Additional Discount for One Time Purchase OR

а

Group of Local Agencies in a Geographic Area Combining Requirements (Estimate Annual Spend):

Dollar Amount FROM	Dollar Amount TO	Catalog	Additional Discount Offered (%)
Example - \$0		MyCompanyGeneral 2020 Catalog	5.0%
Exumple - Şu	\$50,000	MycompunyGeneral 2020 Catalog	5.0%



### Form F.9 – Pricing Form for Managed Prin

AEPA IFB #021-C Digital Multi-function Devices/Copiers, **Services** 

**Bidding Company Name:** 

Enter company name here

### Add rows as needed

Category Compon	ent Description Hourly Labor Charge
-----------------	-------------------------------------

1	ASSESSMENT PHASE	
	(List any and all charges for MPS	
	assessment. List and describe each	
	component of assessment with its	
	component of assessment with its hourly labor charge.)	
	hourly labor charge.)	
2	IMPLEMENTATION PHASE	
	(List and describe all charges for MPS	
	implementation.)	
2	TRAINING - INITIAL AND ONGOING	
3	TRAINING - INITIAL AND UNGUING	
	(List and describe all charges for	
	training.)	
4	FLEET MANAGEMENT COSTS	
	(List and describe all management	
	costs, including consumables, on-site	
	full-time, part-time, first service	
	response, etc. Include costs to manage	
	legacy installed devices from other	
	manufacturers )	

5	SERVICE/HELP DESK	
	(List all types of service/help desk	
	options, including software technology, remote services. etc.)	
6	CONSULTANT/PROFESSIONAL SERVICES	
	(List and describe any consultant or	
	professional services for MPS.)	
7	MAINTENANCE (BREAK/FIX)	
	(List and describe all break/fix services, including parts.)	

AEPA
Association of Educational

AEPA IFB #021-C Digital Multi-function Devices/Copiers, Pri

	Bidding Company Name:	Enter company name here	
	Base pricing below on a purchase of 250 full user licenses	Add rows as needed	
	Category	Component Description	Hourly Labor Charge On-Site (if applicable)
1	Software Licensing		
	250 Full User Licenses		
	Unlimited Public Portal Retrieval		
	Access		
	Integration Tools (API, SDK) Other		
u.			
	Professional Services		
a.	Initial Configuration and Implementation Costs	(Include estimated hours for 250 full user licenses)	
b.	Travel Costs (if applicable)		
	······		
c.	Other Professional Services (project management, consultant, etc - please list and describe.)		
3	TRAINING - INITIAL AND ONGOING		
	End User Training		
	Administrator Training		
	Electronic Forms Training		
	Workflow Training Records Management Training		
f	Other		
л	Maintonance and Support		
	Maintenance and Support Year One		
	Year Two		<u> </u>
	Year Three		
d	Year Four		
5	ADDITIONAL SERVICE/HELP DESK		
	(IF APPLICABLE)		
			<u> </u>
			<u> </u>
~			
6	OTHER SERVICES OR COSTS NOT LISTED ABOVE		
			<u> </u>
			<u> </u>
	1		



### Form F.11 Other Services Related to Document Management

AEPA IFB #021-C Digital Multi-function Devices/Copiers, Printers and Related Products, Services, and Solutions

Bid	lding Company Name:	Enter company name here						
	Form F.11 is an OPTIONAL FO	DRM						

Savings **Extended AEPA Price Extended Advertised Price** City State Zip PO # Item # Item Description Manufacturer # Qty <u>Street</u> Address <u>Customer</u> <u>Name</u>

Total Purchases Total Administrative Fee

### Chat

		021-C - Digital Multi-Function Dev m #1 - Addendum	ices, Prin	ters, Doci	ument Life	ecycle Acces	sories and S	ervices		
on Deleted: <del>Deleted</del>	Addenda									
on Added: Added		Bid Type <b>IFB</b>								
	Bid Type IFB Bid Number 021-C									
		Title Digital Multi-Function Devices, Printers	, Document Li	ifecycle Acces	sories and Se	rvices				
		Start Date Jul 20, 2020 9:04:33 AM CDT								
		End Date Sep 9, 2020 12:30:00 PM CDT								
		Agency Association of Educational Purchasing . Bid Contact Jane Eastes	Agencies							
		(612) 590-0066 jeastes@lcsc.org								
		1001 E. Mount Faith Avenue Fergus Falls, MN 56537								
	Description	1								
		king qualified, experienced Vendor Partner(s) who pose 29 member states necessary to supply the technology					and perform the requ	uired supplies,	materials eq	uipment, an
	2. Singl 3. Mana	nase and/or lease of digital multi-function devices/copie e function printers, production printers, wide format pri ggd print services, enterprise content management (co other related document and image management service (de)	inters, digital pr intent/document	resses, and related to the test of	ted accessories ment), Scanner	s rs and scanning ser	vices, cloud storage	and managem		
	The success	sful Vendor Partner(s) will provide discount pricing on a ers are requested to offer their entire catalog of availab	range of equip le products at a	ment and servi a discount from	ces. The divers the current pu	sity of participating blished schedule fo	public agencies requ r public agencies.	uires a broad ch	hoice of optio	ins.
	Vendor Part	tner(s) must be able to supply product, installation, and	service for MF	P/copiers, print	ers, or any rela	ted equipment or s		of this bid throu	ugh a dealer	network.
	Responding	Vendor Partners may respond to one, or more, of the	four categories.	Categories m	ay be evaluated	l individually.				
	Pre-Bid Co									
	Date: Location:	Aug 12, 2020 10:00:00 AM CDT Voluntary Pre-Bid Conference Call								
	Notes:	AEPA will host a voluntary pre-bid conference call on for each of the four contiguous United States time zo	August 12, 202 nes. No pre-rec	0, for any intenistration will be	ested Bidders of required. Reco	or potential Bidders ording of the confer	. The conference cal ence call will be pos	I times are set ted on the AEP	in the followi A Website.	ing schedule
		Voluntary Pre-Bid Conference Call Schedule for all ca				<b>J</b>				
		IFB	Eastern	Central	Mountain	Pacific				
		AEPA 021-A Athletic Facility Lighting	10:00 AM	9:00 AM	8:00 AM	7:00 AM				
		AEPA 021-B Hardwood & Synthetic Flooring	10:30 AM	9:30 AM	8:30 AM	7:30 AM				
		AEPA 021-C Digital Multi-Function Devices, Printers, Document Lifecycle Accessories & Services	11:00 AM	10:00 AM	9:00 AM	8:00 AM				
		Printers, Document Lifecycle Accessories &	<b>11:00 AM</b> 11:30 AM	<b>10:00 AM</b> 10:30 AM	<b>9:00 AM</b> 9:30 AM	8:30 AM				
		Printers, Document Lifecycle Accessories & Services AEPA 021-D Roofing & Building Envelope Services AEPA 021-E HVAC & Mechanical Products and								
		Printers, Document Lifecycle Accessories & Services AEPA 021-D Roofing & Building Envelope Services AEPA 021-E HVAC & Mechanical Products and Solutions	11:30 AM 12:00 PM	10:30 AM 11:00 AM	9:30 AM 10:00 AM	8:30 AM 9:00 AM				
		Printers, Document Lifecycle Accessories & Services AEPA 021-D Roofing & Building Envelope Services AEPA 021-E HVAC & Mechanical Products and	11:30 AM	10:30 AM	9:30 AM	8:30 AM				
	No Attachments	Printers, Document Lifecycle Accessories & Services AEPA 021-D Roofing & Building Envelope Services AEPA 021-E HVAC & Mechanical Products and Solutions AEPA 021-F Disaster Recovery Services AEPA 021-G Security & Safety Solutions Conference Call Meeting Link: https://us02web.zr Conference Call Meeting ID: 850 3344 8242 Conference Call Password: 2siNB5 No Attachments	11:30 AM 12:00 PM 12:30 PM 1:00 PM	10:30 AM 11:00 AM 11:30 AM 12:00 PM	9:30 AM 10:00 AM 10:30 AM 11:00 AM	8:30 AM 9:00 AM 9:30 AM 10:00 AM	4xQT09			
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	Attachments Documents Name D-AEPA IF	Printers, Document Lifecycle Accessories & Services AEPA 021-D Roofing & Building Envelope Services AEPA 021-E HVAC & Mechanical Products and Solutions AEPA 021-F Disaster Recovery Services AEPA 021-G Security & Safety Solutions Conference Call Meeting Link: https://us02web.z Conference Call Meeting ID: 850 3344 8242 Conference Call Password: 2siNB5 No Attachments S	11:30 AM 12:00 PM 12:30 PM 1:00 PM 000m.us/j/85033	10:30 AM 11:00 AM 11:30 AM 12:00 PM 3448242?pwd=	9:30 AM 10:00 AM 10:30 AM 11:00 AM	8:30 AM 9:00 AM 9:30 AM 10:00 AM	Posting D <del>Jul 1</del>	<del>7, 2020 1:05:2</del>		Yes
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	Attachment	Printers, Document Lifecycle Accessories & Services AEPA 021-D Roofing & Building Envelope Services AEPA 021-E HVAC & Mechanical Products and Solutions AEPA 021-F Disaster Recovery Services AEPA 021-G Security & Safety Solutions Conference Call Meeting Link: https://us02web.z Conference Call Meeting ID: 850 3344 8242 Conference Call Meeting ID: 850 3344 8242 Conference Call Password: 2siNB5 No Attachments S B 021 C Part A Terms and Conditions Digital MFDs, 7 B 021 C Part A Terms and Conditions Digital MFDs, Printers, 3 021-C Part C - Member Agency (State) Ts and Cs -Dig 3 021-C Part D - Questionnaire - Digital MFDs, Printers, 3 021-C Part E - Signature Forms - Digital MFDs, Printers, 3 021-C Part F - Pricing Workbook - Form F.1 - BW MFD	11:30 AM 12:00 PM 12:30 PM 1:00 PM oom.us/j/85033 Printers etc Final.pdf jital MFPs, Print etc Final.doc rs, etc Final.pdf - Digital MFDs,	10:30 AM 11:00 AM 11:30 AM 12:00 PM 3448242?pwd= 3448242?pwd= imal.pdf imal.pdf imal.pdf imal.pdf Printers, etc Final x	9:30 AM 10:00 AM 10:30 AM 11:00 AM VERNWnBwd3J .pdf Final.xlsx	8:30 AM 9:00 AM 9:30 AM 10:00 AM	Posting D 3ul 1: 3ul 1: 3ul 1: 3ul 1: 3ul 1: 3ul 1: 3ul 1:	7, 2020 1:05:2 7, 2020 1:05:3 7, 2020 1:05:3 7, 2020 1:05:4 7, 2020 1:05:4 7, 2020 1:05:5	37 PM CDT 37 PM CDT 41 PM CDT 48 PM CDT 57 PM CDT	Yes Yes Yes Yes Yes Yes
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Return to Bid

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From:	Public Purchase
То:	<u>Lisa Truax</u>
Subject:	Public Purchase - IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services Closed Notification
Date:	Wednesday, September 9, 2020 12:30:07 PM

Lisa Truax:

The bid IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services has closed on Sep 9, 2020 11:30:00 AM MDT

To see more details on this bid go to

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Vendor Name	State	Invitation	Date	Email	Reason
KYOCERA Document Solutions					
America, Inc.	NJ	Self Invited	2020-08-18 15:55:42	fikesdt@gmail.com	Bid Answer
KYOCERA Document Solutions					
America, Inc.	NJ	Self Invited	2020-08-18 15:56:02	fikesdt@gmail.com	Bid Answer
KYOCERA Document Solutions					
America, Inc.	NJ	Self Invited	2020-08-18 15:56:33	fikesdt@gmail.com	Bid Answer
KYOCERA Document Solutions					
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KYOCERA Document Solutions					
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KYOCERA Document Solutions					
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KYOCERA Document Solutions					
America, Inc.	NJ	Self Invited	2020-08-21 16:44:25	fikesdt@gmail.com	Bid Answer
KYOCERA Document Solutions				-	
America, Inc.	NJ	Self Invited	2020-08-24 12:42:45	fikesdt@gmail.com	Bid Answer
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KYOCERA Document Solutions					
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America, Inc.	NJ	Self Invited	2020-08-24 12:44:18	fikesdt@gmail.com	Bid Answer
AAA Office Supplies Inc	WA	Classification	2020-07-21 14:51:50	elexist@aaaofficesupplies.com	Bid Notification
AACTUM, LLC	TX	Classification	2020-07-21 14:51:50	ecotoneraustin@gmail.com	Bid Notification
Aaron's Business Solutions	WV	Classification	2020-07-21 14:51:50	jennifer.hamden@aaronsproducts.com	Bid Notification
ACDI	AR	Self Invited	2020-07-29 09:29:00	jeff.vincent@acd-inc.com	Addendum Notification
ACDI	AR	Self Invited	2020-08-13 09:50:19	jeff.vincent@acd-inc.com	Bid Answer
ACDI	AR	Self Invited	2020-08-13 10:37:04	jeff.vincent@acd-inc.com	Bid Answer
ACDI	AR	Self Invited	2020-08-13 10:37:47	jeff.vincent@acd-inc.com	Bid Answer
ACDI	AR	Self Invited	2020-08-13 10:38:17	jeff.vincent@acd-inc.com	Bid Answer
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ACDI	AR	Self Invited	2020-08-13 10:40:22	jeff.vincent@acd-inc.com	Bid Answer
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ACDI	AR	Self Invited	2020-08-18 15:57:11	jeff.vincent@acd-inc.com	Bid Answer
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	AR	Self Invited	2020-08-21 16:44:25		Bid Answer
ACDI	AR	Self Invited	2020-08-24 12:42:45	jeff.vincent@acd-inc.com	Bid Answer
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ACDI	AR	Self Invited	2020-08-24 12:44:18	jeff.vincent@acd-inc.com	Bid Answer
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ACP CreativIT LLC	IL	Self Invited	2020-08-13 09:50:19	quotes@arlingtoncp.com	Bid Answer
ACP CreativIT LLC	IL	Self Invited	2020-08-13 10:37:04	quotes@arlingtoncp.com	Bid Answer
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ACP CreativIT LLC	IL	Self Invited	2020-08-18 15:55:42	quotes@arlingtoncp.com	Bid Answer
ACP CreativIT LLC	IL	Self Invited	2020-08-18 15:56:02	quotes@arlingtoncp.com	Bid Answer
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ACP CreativIT LLC	IL	Self Invited	2020-08-18 15:59:21	quotes@arlingtoncp.com	Bid Answer
ACP CreativIT LLC	IL.	Self Invited	2020-08-21 15:39:25	quotes@arlingtoncp.com	Bid Answer
ACP CreativIT LLC	IL	Self Invited	2020-08-21 15:41:48	quotes@arlingtoncp.com	Bid Answer
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Adorama, Inc.	NY	Classification	2020-07-21 14:51:50	biddept@adorama.com	Bid Notification
Advanced Document Solutions Inc	FL	Self Invited	2020-08-21 15:39:25	nvo@myadsusa.com	Bid Answer
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AEPA PAEC	FL	Self Invited	2020-08-13 09:50:19	judy.hall@paec.org	Bid Answer
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American Eagle Computer Products	п	Classification	2020-07-21 14:51:50	nancy@americaneaglecp.com	Bid Notification	
Aptara, Inc.	VA	Classification	2020-07-21 14:51:50	fabian.torres@aptaracorp.com	Bid Notification	
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ARC Document Solutions	NE	Self Invited	2020-08-18 15:56:02	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-18 15:56:33	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-18 15:57:11	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-18 15:57:39	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-18 15:59:21	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-21 15:39:25	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-21 15:41:48	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-21 16:02:48	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-21 16:14:26	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-21 16:29:04	robert.williams@e-arc.com	Addendum Notification	
ARC Document Solutions	NE	Self Invited	2020-08-21 16:25:04	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-24 12:42:45	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-24 12:43:25	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-24 12:43:58	robert.williams@e-arc.com	Bid Answer	
ARC Document Solutions	NE	Self Invited	2020-08-24 12:44:18	robert.williams@e-arc.com	Bid Answer	
Atlaz International	NY	Classification	2020-07-21 14:51:50	andrez@atlaz.com	Bid Notification	
AVIATE ENTERPRISES, INC.	CA	Classification	2020-07-21 14:51:50	sales@aviateinc.com	Bid Notification	
B & H Foto & Electronics Corp.	NY	Classification	2020-07-21 14:51:50	govedbids@bhphotovideo.com	Bid Notification	
Barbarian Usa Inc.	TX	Classification	2020-07-21 14:51:50	info@barbarianusainc.com	Bid Notification	
Benchmark Business Solutions	ТХ	Classification	2020-07-21 14:51:50	jcastellini@benchmarkyouroffice.com	Bid Notification	
Best Buy For Business	MN	Classification	2020-07-21 14:51:50	brian.guinlan2@bestbuy.com	Bid Notification	
Best Buy Stores, L.P.	MN	Classification	2020-07-21 14:51:50	andy.law@bestbuy.com	Bid Notification	
Better Office Systems, LLC	GA	Classification	2020-08-14 11:12:26	jzamora@bosbiz.com	Bid Notification	
Better Office Systems, LLC	GA	Classification	2020-08-14 11:12:20	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-18 15:56:02	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-18 15:56:33	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-18 15:57:11	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-18 15:57:39	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-18 15:59:21	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-21 15:39:25	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-21 15:35:25	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-21 15:41:48	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-21 16:14:26	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-21 16:14:20	jzamora@bosbiz.com	Addendum Notification	
Better Office Systems, LLC	GA	Classification	2020-08-21 16:29:04	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-21 10:44:23	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-24 12:42:45	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-24 12:43:25	jzamora@bosbiz.com	Bid Answer	
Better Office Systems, LLC	GA	Classification	2020-08-24 12:44:18	jzamora@bosbiz.com	Bid Answer	
Canon Solutions America Inc	NJ	Classification	2020-08-24 12:44:18	Jcoulas@csa.canon.com	Bid Notification	
Capital Business Systems	NE	Self Invited	2020-07-21 14.31.30	jreimers@capitalmds.com	Addendum Notification	
Capital Business Systems	NE	Self Invited	2020-07-29 09:29:00	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-13 09:30:19	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-13 10:37:04	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-13 10:37:47	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems	NE			jreimers@capitalmds.com		
Capital Business Systems		Self Invited	2020-08-13 10:38:50	jreimers@capitalmds.com jreimers@capitalmds.com	Bid Answer	
	NE	Self Invited	2020-08-13 10:39:35		Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-13 10:40:22	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-13 10:41:06	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-18 15:55:42	jreimers@capitalmds.com	Bid Answer	
Capital Business Systems Capital Business Systems	NE	Self Invited	2020-08-18 15:56:02	jreimers@capitalmds.com jreimers@capitalmds.com	Bid Answer	
IN THE REPORT OF SUCTORS	NE	Self Invited	2020-08-18 15:56:33	mempersia capitalmos com	Bid Answer	
Capital Business Systems	NE	Self Invited	2020-08-18 15:57:11	jreimers@capitalmds.com	Bid Answer	

Capital Business Systems	NE	Self Invited	2020-08-18 15:57:39	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-18 15:59:21	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-21 15:39:25	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-21 15:41:48	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-21 16:02:48	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-21 16:14:26	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-21 16:29:04	jreimers@capitalmds.com	Addendum Notification
Capital Business Systems	NE	Self Invited	2020-08-21 16:44:25	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-24 12:42:45	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-24 12:43:25	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-24 12:43:58	jreimers@capitalmds.com	Bid Answer
Capital Business Systems	NE	Self Invited	2020-08-24 12:44:18	jreimers@capitalmds.com	Bid Answer
CBS	CT	Classification	2020-07-21 14:51:50	pmoster@cbs-gisx.com	Bid Notification
CDW Government LLC		Classification	2020-07-21 14:51:50	bids@cdwg.com	Bid Notification
CDW Government LLC	IL	Classification	2020-07-29 09:29:00	bids@cdwg.com	Addendum Notification
CDW Government LLC	IL	Classification	2020-08-13 09:50:19	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-13 10:37:04	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-13 10:37:47	bids@cdwg.com	Bid Answer
CDW Government LLC		Classification	2020-08-13 10:37:47	bids@cdwg.com	Bid Answer
CDW Government LLC		Classification	2020-08-13 10:38:50	bids@cdwg.com	Bid Answer
CDW Government LLC		Classification	2020-08-13 10:38:30	bids@cdwg.com	Bid Answer
CDW Government LLC		Classification	2020-08-13 10:39:33	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-13 10:40:22	bids@cdwg.com	Bid Answer Bid Answer
CDW Government LLC	IL	Classification	2020-08-13 10:41:06	bids@cdwg.com	Bid Answer Bid Answer
CDW Government LLC		Classification		bids@cdwg.com	
CDW Government LLC	IL	Classification	2020-08-18 15:56:02 2020-08-18 15:56:33	bids@cdwg.com	Bid Answer Bid Answer
CDW Government LLC				bids@cdwg.com	
	IL	Classification	2020-08-18 15:57:11		Bid Answer
CDW Government LLC	IL	Classification	2020-08-18 15:57:39	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-18 15:59:21	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-21 15:39:25	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-21 15:41:48	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-21 16:02:48	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-21 16:14:26	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-21 16:29:04	bids@cdwg.com	Addendum Notification
CDW Government LLC	IL	Classification	2020-08-21 16:44:25	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-24 12:42:45	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-24 12:43:25	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-24 12:43:58	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-08-24 12:44:18	bids@cdwg.com	Bid Answer
CDWG	IL	Classification	2020-07-21 14:51:50	anilpou@cdwg.com	Bid Notification
CJIS GROUP LLC	FL	Self Invited	2020-07-29 09:29:00	region1@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Self Invited	2020-08-13 09:50:19	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:37:04	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:37:47	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:38:17	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:38:50	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:39:35	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:40:22	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-13 10:41:06	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-18 15:55:42	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-18 15:56:02	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-18 15:56:33	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-18 15:57:11	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-18 15:57:39	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-18 15:59:21	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-21 15:39:25	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-21 15:41:48	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-21 16:02:48	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-21 16:14:26	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-21 16:29:04	region1@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Self Invited	2020-08-21 16:44:25	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-24 12:42:45	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-24 12:42:43	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-24 12:43:23	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Self Invited	2020-08-24 12:44:18	region1@cjisgroup.com	Bid Answer
		Sen mviteu	2020-00-24 12.44.10	i chonte chobioabream	
Coast to Coast Computer Products	CA	Classification	2020-07-21 14:51:50	rfeller@coastcoast.com	Bid Notification

Coast To Coast Computer Products	СА	Classification	2020-07-21 14:51:50	lashford@coastcoast.com	Bid Notification
Coast To Coast Computer Products	CA		2020-07-21 14.31.30		
Inc.	CA	Classification	2020-07-21 14:51:50	mirandah@coastcoast.com	Bid Notification
CompServ Inc.	WY	Classification	2020-07-21 14:51:50	crReg@compservinc.net	Bid Notification
Computer Connection Corporation	MN	Classification	2020-07-21 14:51:50	jerry@cccmn.com	Bid Notification
Construction Industry Center	SD	Self Invited	2020-08-13 09:50:19	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-13 10:37:04	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center Construction Industry Center	SD	Self Invited	2020-08-13 10:37:47	julie@constructionindustrycenter.com julie@constructionindustrycenter.com	Bid Answer Bid Answer
Construction Industry Center	SD SD	Self Invited Self Invited	2020-08-13 10:38:17 2020-08-13 10:38:50	julie@constructionindustrycenter.com	Bid Answer Bid Answer
Construction Industry Center	SD SD	Self Invited	2020-08-13 10:38:30	julie@constructionindustrycenter.com	Bid Answer Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-13 10:39:33	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-13 10:41:06	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-18 15:55:42	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-18 15:56:02	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-18 15:56:33	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-18 15:57:11	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-18 15:57:39	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-18 15:59:21	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-21 15:39:25	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-21 15:41:48	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-21 16:02:48	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-21 16:14:26	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-21 16:29:04	julie@constructionindustrycenter.com	Addendum Notification
Construction Industry Center	SD SD	Self Invited Self Invited	2020-08-21 16:44:25	julie@constructionindustrycenter.com	Bid Answer Bid Answer
Construction Industry Center Construction Industry Center	SD SD	Self Invited	2020-08-24 12:42:45 2020-08-24 12:43:25	julie@constructionindustrycenter.com julie@constructionindustrycenter.com	Bid Answer Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-24 12:43:58	julie@constructionindustrycenter.com	Bid Answer
Construction Industry Center	SD	Self Invited	2020-08-24 12:44:18	julie@constructionindustrycenter.com	Bid Answer
Corporate Technologies	ND	Classification	2020-07-21 14:51:50	jade.pergande@gocorptech.com	Bid Notification
Creative-image technologies	KY	Classification	2020-07-21 14:51:50	lwalsh2@c-it.cc	Bid Notification
Dahill Office Technology					
Corporation	ТХ	Classification	2020-07-21 14:51:50	lvazquez@dahill.com	Bid Notification
Dahill Office Technology					
Corporation	ТХ	Classification	2020-07-23 18:07:48	shelby.mowery@xerox.com	Bid Notification
Dahill Office Technology					
Corporation	ТХ	Classification	2020-07-29 09:29:00	shelby.mowery@xerox.com	Addendum Notification
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-13 09:50:19	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology	TV	Classification	2020 00 12 10 27 04	shalby mowary@yaray.com	Did Annuan
Corporation Dahill Office Technology	TX	Classification	2020-08-13 10:37:04	shelby.mowery@xerox.com	Bid Answer
Corporation	ТХ	Classification	2020-08-13 10:37:47	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology		classification	2020 00 13 10.37.47		bid Answer
Corporation	ТХ	Classification	2020-08-13 10:38:17	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology				, , , , , , , , , , , , , , , , , , , ,	
Corporation	ТХ	Classification	2020-08-13 10:38:50	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-13 10:39:35	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТΧ	Classification	2020-08-13 10:40:22	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ΤX	Classification	2020-08-13 10:41:06	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology	TV	Classificati	2020 00 10 15 55 12	shalby may ar Querry and	Diel American
Corporation Dahill Office Technology	TX	Classification	2020-08-18 15:55:42	shelby.mowery@xerox.com	Bid Answer
Corporation	тх	Classification	2020 00 10 15.56.02	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology	1.	Ciassification	2020-08-18 15:56:02		DIU AIISWEI
Corporation	ТХ	Classification	2020-08-18 15:56:33	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology	17	Classification	5050 00-10 10'00'00		
Corporation	ТХ	Classification	2020-08-18 15:57:11	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-18 15:57:39	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology	1		1		1
Daniii Office Technology					

Dahill Office Technology	1	Ι			1
Corporation	ТХ	Classification	2020-08-21 15:39:25	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology		olucomoution			
Corporation	ТХ	Classification	2020-08-21 15:41:48	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology		Classification			
Corporation	тх	Classification	2020-08-21 16:02:48	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-21 16:14:26	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-21 16:29:04	shelby.mowery@xerox.com	Addendum Notification
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-21 16:44:25	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology		1			
Corporation	ТХ	Classification	2020-08-24 12:42:45	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-24 12:43:25	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТХ	Classification	2020-08-24 12:43:58	shelby.mowery@xerox.com	Bid Answer
Dahill Office Technology					
Corporation	ТΧ	Classification	2020-08-24 12:44:18	shelby.mowery@xerox.com	Bid Answer
Data2CD Inc.	MN	Classification	2020-07-21 14:51:50	billknuth@data2cd.com	Bid Notification
Dee and Jay the DJs	MO	Classification	2020-07-21 14:51:50	jimkellyjimk@aol.com	Bid Notification
DEX Imaging, LLC	MD	Classification	2020-08-07 10:54:46	joseph.auslander@deximaging.com	Bid Notification
DEX Imaging, LLC	MD	Classification	2020-08-13 09:50:19	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:37:04	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:37:47	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:38:17	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:38:50	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:39:35	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:40:22	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-13 10:41:06	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-18 15:55:42	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-18 15:56:02	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-18 15:56:33	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-18 15:57:11	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-18 15:57:39	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-18 15:59:21	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-21 15:39:25	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-21 15:41:48	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-21 16:02:48	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-21 16:14:26	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-21 16:29:04	joseph.auslander@deximaging.com	Addendum Notification
DEX Imaging, LLC	MD	Classification	2020-08-21 16:44:25	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-24 12:42:45	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-24 12:43:25	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-24 12:43:58	joseph.auslander@deximaging.com	Bid Answer
DEX Imaging, LLC	MD	Classification	2020-08-24 12:44:18	joseph.auslander@deximaging.com	Bid Answer
DISYS Solutions, Inc	VA	Classification	2020-07-21 14:51:50	txbids@disyssolutions.com	Bid Notification
doc2e-file, Inc	TX	Classification	2020-07-21 14:51:50	sherrymcmanus@doc2e-file.com	Bid Notification
ecoprintQ	FL	Self Invited	2020-07-29 09:29:00	francisca.morales@ecoprintq.com	Addendum Notification
ecoprintQ	FL	Self Invited	2020-08-13 09:50:19	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-13 09.30.19	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-13 10:37:04	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-13 10:37:47	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ			2020-08-13 10:38:17	francisca.morales@ecoprintq.com	Bid Answer Bid Answer
ecoprintQ	FL FL	Self Invited Self Invited	2020-08-13 10:38:50	francisca.morales@ecoprintq.com	Bid Answer Bid Answer
ecoprintQ	FL	Self Invited	2020-08-13 10:39:35	francisca.morales@ecoprintq.com	Bid Answer Bid Answer
ecoprintQ	FL	Self Invited	2020-08-13 10:40:22	francisca.morales@ecoprintq.com	Bid Answer Bid Answer
ecoprintQ ecoprintQ	FL	Self Invited Self Invited	2020-08-18 15:55:42	francisca.morales@ecoprintq.com francisca.morales@ecoprintq.com	Bid Answer Bid Answer
ecoprintQ	FL		2020-08-18 15:56:02		Bid Answer
ecoprintQ ecoprintQ	FL	Self Invited	2020-08-18 15:56:33	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-18 15:57:11	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-18 15:57:39	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-18 15:59:21	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-21 15:39:25	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-21 15:41:48	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-21 16:02:48	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-21 16:14:26	francisca.morales@ecoprintg.com	Bid Answer

ecoprintQ	FL	Self Invited	2020-08-21 16:29:04	francisca.morales@ecoprintq.com	Addendum Notification
ecoprintQ	FL	Self Invited	2020-08-21 16:44:25	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-24 12:42:45	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-24 12:43:25	francisca.morales@ecoprintq.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-24 12:43:58	francisca.morales@ecoprintg.com	Bid Answer
ecoprintQ	FL	Self Invited	2020-08-24 12:44:18	francisca.morales@ecoprintq.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 09:50:19	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:37:04	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:37:47	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:38:17	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:38:50	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:39:35	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:40:21	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-13 10:41:06	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-18 15:55:42	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-18 15:56:02	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-18 15:56:33	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-18 15:57:11	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-18 15:57:39	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-18 15:59:21	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-21 15:39:25	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-21 15:41:48	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-21 16:02:48	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-21 16:14:26	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-21 16:29:04	janille.miyake@ea.epson.com	Addendum Notification
Epson America, Inc.	CA	Self Invited	2020-08-21 16:44:25	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-24 12:42:45	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-24 12:43:25	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-24 12:43:57	janille.miyake@ea.epson.com	Bid Answer
Epson America, Inc.	CA	Self Invited	2020-08-24 12:44:17	janille.miyake@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-07-23 13:49:12	gary.carrieri@ea.epson.com	Bid Notification
Epson Americas Inc	CA	Classification	2020-07-29 09:29:00	gary.carrieri@ea.epson.com	Addendum Notification
Epson Americas Inc	CA	Classification	2020-08-13 09:50:19	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-08-13 10:37:04	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-08-13 10:37:47	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-08-13 10:38:17	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-08-13 10:38:50	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-08-13 10:39:35	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc	CA	Classification	2020-08-13 10:40:22	gary.carrieri@ea.epson.com	Bid Answer
		Classification	2020-08-13 10:41:06	gary.carrieri@ea.epson.com	
Epson Americas Inc	CA				Bid Answer
Epson Americas Inc	СА	Classification	2020-08-18 15:55:42	gary.carrieri@ea.epson.com	Bid Answer
Epson Americas Inc Epson Americas Inc	CA CA	Classification Classification	2020-08-18 15:56:02	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid Answer Bid Answer
Epson Americas Inc Epson Americas Inc Epson Americas Inc	CA CA CA	Classification Classification Classification	2020-08-18 15:56:02 2020-08-18 15:56:33	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid Answer Bid Answer Bid Answer
Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc	CA CA CA CA CA	Classification Classification Classification Classification	2020-08-18 15:56:02 2020-08-18 15:56:33 2020-08-18 15:57:11	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid Answer Bid Answer Bid Answer Bid Answer
Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc	CA CA CA CA CA CA	Classification Classification Classification Classification Classification	2020-08-18 15:56:02 2020-08-18 15:56:33 2020-08-18 15:57:11 2020-08-18 15:57:39	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid Answer Bid Answer Bid Answer Bid Answer Bid Answer
Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc	CA CA CA CA CA CA CA	Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:59:21	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc Epson Americas Inc	CA CA CA CA CA CA CA CA	Classification Classification Classification Classification Classification Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA CA CA CA CA CA CA CA CA CA	Classification Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:57:39         2020-08-18       15:59:21         2020-08-21       15:39:25         2020-08-21       15:41:48	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA CA CA CA CA CA CA CA CA CA CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:57:39         2020-08-18       15:59:21         2020-08-21       15:39:25         2020-08-21       15:41:48         2020-08-21       16:02:48	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA CA CA CA CA CA CA CA CA CA CA CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:59:21         2020-08-21       15:39:25         2020-08-21       15:41:48         2020-08-21       16:02:48         2020-08-21       16:14:26	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:57:39         2020-08-21       15:39:25         2020-08-21       15:41:48         2020-08-21       16:02:48         2020-08-21       16:14:26         2020-08-21       16:29:04	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid AnswerAddendum Notification
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:29:04           2020-08-21         16:44:25	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:59:21         2020-08-21       15:39:25         2020-08-21       15:41:48         2020-08-21       16:02:48         2020-08-21       16:14:26         2020-08-21       16:29:04         2020-08-21       16:44:25         2020-08-24       12:42:45	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:57:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:29:04           2020-08-21         16:44:25           2020-08-24         12:42:45           2020-08-24         12:43:25	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18       15:56:02         2020-08-18       15:56:33         2020-08-18       15:57:11         2020-08-18       15:57:39         2020-08-18       15:57:39         2020-08-18       15:57:39         2020-08-18       15:57:39         2020-08-21       15:39:25         2020-08-21       15:41:48         2020-08-21       16:02:48         2020-08-21       16:14:26         2020-08-21       16:14:26         2020-08-21       16:44:25         2020-08-21       16:44:25         2020-08-24       12:42:45         2020-08-24       12:43:25         2020-08-24       12:43:58	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:14:26           2020-08-21         16:14:26           2020-08-21         16:44:25           2020-08-21         16:44:25           2020-08-24         12:42:45           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:44:18	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:26           2020-08-21         16:44:25           2020-08-21         16:44:25           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50	gary.carrieri@ea.epson.com gary.carrieri@ea.epson.com	Bid AnswerBid Answer
Epson Americas Inc Epson Americas Inc	CA           PA	Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-21         16:44:25           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50	gary.carrieri@ea.epson.com binkey@buyfbm.com	Bid AnswerBid NotificationBid Notification
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc.	CA           PA           PA	Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-21         16:44:25           2020-08-24         12:43:48           2020-08-24         12:43:45           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-20         09:29:00	gary.carrieri@ea.epson.com binkey@buyfbm.com	Bid AnswerBid NotificationBid NotificationAddendum Notification
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc. Ford Business Machines, Inc.	CA           PA           PA           PA	Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:45           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-20         09:29:00           2020-08-13         09:50:19	gary.carrieri@ea.epson.combinkey@buyfbm.combinkey@buyfbm.combinkey@buyfbm.com	Bid AnswerBid NotificationAddendum NotificationBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc. Ford Business Machines, Inc.	CA           PA           PA           PA           PA           PA	Classification Classification	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-29         09:29:00           2020-08-13         09:50:19           2020-08-13         10:37:04	gary.carrieri@ea.epson.combinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.com	Bid AnswerBid NotificationAddendum NotificationBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc. Ford Business Machines, Inc. Ford Business Machines, Inc. Ford Business Machines, Inc.	CA           PA           PA           PA           PA           PA           PA	Classification Classi	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:14:26           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-29         09:29:00           2020-08-13         09:50:19           2020-08-13         10:37:04           2020-08-13         10:37:47	gary.carrieri@ea.epson.combary.carrieri@ea.epson.comgary.carrieri@ea.epson.comgary.carrieri@ea.epson.combary.c	Bid AnswerBid NotificationAddendum NotificationBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc.	CA           PA           PA           PA           PA           PA           PA           PA	Classification Classi	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-29         09:29:00           2020-08-13         10:37:04           2020-08-13         10:37:47           2020-08-13         10:37:47           2020-08-13         10:38:17	gary.carrieri@ea.epson.combinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.com	Bid AnswerBid NotificationBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc.	CA           PA           PA           PA           PA           PA           PA           PA           PA	Classification Classi	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:14:26           2020-08-21         16:14:26           2020-08-21         16:44:25           2020-08-21         16:44:25           2020-08-24         12:43:58           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-08-13         10:37:04           2020-08-13         10:37:47           2020-08-13         10:38:17           2020-08-13         10:38:50	gary.carrieri@ea.epson.combinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.com	Bid AnswerBid NotificationBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc.	CA           PA	Classification Self Invited Self Invited Self Invited Self Invited	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-21         15:39:25           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:14:26           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:58           2020-08-24         12:43:58           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-08-13         09:50:19           2020-08-13         10:37:04           2020-08-13         10:37:47           2020-08-13         10:38:17           2020-08-13         10:38:50           2020-08-13         10:39:35	gary.carrieri@ea.epson.combinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.com	Bid AnswerBid NotificationBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc.	CA           PA           PA	Classification Self Invited Self Invited Self Invited Self Invited Self Invited Self Invited Self Invited	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:59:21           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:02:48           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-08-13         10:37:04           2020-08-13         10:37:47           2020-08-13         10:38:17           2020-08-13         10:38:50           2020-08-13         10:39:35           2020-08-13         10:39:35	gary.carrieri@ea.epson.combinkey@buyfbm.combtinkey@buyfbm.com	Bid AnswerBid NotificationBid AnswerBid Answer
Epson Americas Inc Epson Americas Inc FBA HOLDING INC. Ford Business Machines, Inc.	CA           PA	Classification Classi	2020-08-18         15:56:02           2020-08-18         15:56:33           2020-08-18         15:57:11           2020-08-18         15:57:11           2020-08-18         15:57:39           2020-08-18         15:57:39           2020-08-21         15:39:25           2020-08-21         15:39:25           2020-08-21         15:41:48           2020-08-21         16:14:26           2020-08-21         16:14:26           2020-08-21         16:14:25           2020-08-21         16:44:25           2020-08-24         12:43:58           2020-08-24         12:43:58           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-08-13         09:50:19           2020-08-13         10:37:04           2020-08-13         10:37:47           2020-08-13         10:38:17           2020-08-13         10:38:50           2020-08-13         10:39:35	gary.carrieri@ea.epson.combinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.combtinkey@buyfbm.com	Bid Answer         Bid Answer <tr td="">         Bid Answer</tr>

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Ford Business Machines, Inc. Ford Business Machines, Inc.	PA PA	Self Invited Self Invited	2020-08-18 15:56:02 2020-08-18 15:56:33	btinkey@buyfbm.com btinkey@buyfbm.com	Bid Answer Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-18 15:56:33	btinkey@buyfbm.com	Bid Answer Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-18 15:57:11	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-18 15:57:39	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-18 15:39:21	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-21 15:39:23	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-21 15:41:48	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-21 16:02:48	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-21 16:14:20	btinkey@buyfbm.com	Addendum Notification
Ford Business Machines, Inc.	PA	Self Invited	2020-08-21 16:23:04	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-21 10:44:23	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-24 12:42:43	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-24 12:43:58	btinkey@buyfbm.com	Bid Answer
Ford Business Machines, Inc.	PA	Self Invited	2020-08-24 12:44:18	btinkey@buyfbm.com	Bid Answer
Global Equipment Company, Inc.	GA	Classification	2020-07-21 14:51:50	bgarrett@globalindustrial.com	Bid Notification
Global Printer Services	WI	Classification	2020-07-21 14:51:50	jweiss@globalprinter.com	Bid Notification
GOV GROUP	CA	Classification	2020-07-21 14:51:50	andy@govgroup.com	Bid Notification
GovConnection, Inc	NH	Classification	2020-07-21 14:51:50	Jared.Grove@connection.com	Bid Notification
GovConnection, Inc.	NH	Classification	2020-07-21 14:51:50	sledcontracts@connection.com	Bid Notification
GovConnection, Inc.	-				Addendum Notification
GovConnection, Inc.	NH NH	Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19	sledcontracts@connection.com sledcontracts@connection.com	Bid Answer
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GovConnection, Inc. GovConnection, Inc.	NH	Classification	2020-08-13 10:37:04 2020-08-13 10:37:47	sledcontracts@connection.com sledcontracts@connection.com	
GovConnection, Inc.	NH	Classification		sledcontracts@connection.com	Bid Answer
GovConnection, Inc. GovConnection, Inc.	NH	Classification Classification	2020-08-13 10:38:17 2020-08-13 10:38:50	sledcontracts@connection.com sledcontracts@connection.com	Bid Answer Bid Answer
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GovConnection, Inc.	NH	Classification	2020-08-13 10:39:35	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-13 10:40:22	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-13 10:41:06	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-18 15:55:42	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-18 15:56:02	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-18 15:56:33	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-18 15:57:11	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-18 15:57:39	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-18 15:59:21	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-21 15:39:25	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-21 15:41:48	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-21 16:02:48	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-21 16:14:26	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-21 16:29:04	sledcontracts@connection.com	Addendum Notification
GovConnection, Inc.	NH	Classification	2020-08-21 16:44:25	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-24 12:42:45	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-24 12:43:25	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-24 12:43:58	sledcontracts@connection.com	Bid Answer
GovConnection, Inc.	NH	Classification	2020-08-24 12:44:18	sledcontracts@connection.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-21 14:51:50	bids@howardcomputers.com	Bid Notification
Howard Industries, Inc.	MS	Classification	2020-07-29 09:29:00	bids@howardcomputers.com	Addendum Notification
Howard Industries, Inc.	MS	Classification	2020-08-13 09:50:19	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:37:04	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:37:47	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:38:17	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:38:50	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:39:35	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:40:22	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-13 10:41:06	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-18 15:55:42	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-18 15:56:02	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-18 15:56:33	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-18 15:57:11	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-18 15:57:39	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-18 15:59:21	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-21 15:39:25	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-21 15:41:48	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-21 16:02:48	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-21 16:14:26	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-21 16:29:04	bids@howardcomputers.com	Addendum Notification
Howard Industries, Inc.	MS	Classification	2020-08-21 16:44:25	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-24 12:42:45	bids@howardcomputers.com	Bid Answer

Howard Industries, Inc.	MS	Classification	2020-08-24 12:43:25	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-24 12:43:25	bids@howardcomputers.com	Bid Answer Bid Answer
Howard Industries, Inc.	MS	Classification	2020-08-24 12:43:58	bids@howardcomputers.com	Bid Answer
IBuy Office Supply	MN	Classification	2020-07-21 14:51:50	mlanders@ibuyofficesupply.com	Bid Notification
InBusiness Incorporated	ND	Classification	2020-07-21 14:51:50	jeff@laser-sys.com	Bid Notification
INCREDIBLE COMPUTERS INC	DE	Classification	2020-07-21 14:51:50	aaronk@incrediblecomputersinc.com	Bid Notification
Independence Business Supply	ОН	Classification	2020-07-21 14:51:50	bill.botkin@orderibs.com	Bid Notification
Iron Mountain Records					
Management	IL	Classification	2020-07-21 14:51:50	tina.abatecola@ironmountain.com	Bid Notification
IT Outlet	SD	Classification	2020-07-21 14:51:50	awold@itoutlet.com	Bid Notification
ITSavvy, LLC	IL	Classification	2020-07-21 14:51:50	drussell@itsavvy.com	Bid Notification
Janco Business Systems Inc	СТ	Classification	2020-07-21 14:51:50	jimj@janco.us	Bid Notification
JC Technology, Inc.	IL	Classification	2020-07-21 14:51:50	mgasparino@acecomputers.com	Bid Notification
John Tortelli	NM	Classification	2020-07-21 14:51:50	jntortelli@yahoo.com	Bid Notification
JourneyEd.com, Inc	TX	Classification	2020-07-21 14:51:50	bmoore@journeyed.com	Bid Notification
JourneyEd.com, Inc.	TX	Classification	2020-07-21 14:51:50	kschutte@journeyed.com	Bid Notification
K&Z Business Solution LLC	MN	Classification	2020-07-21 14:51:50	kzbusinesssolution19@gmail.com	Bid Notification
KBA Docusys, Inc.	CA	Self Invited	2020-07-29 09:29:00	bob.insalaco@kbadocusys.com	Addendum Notification
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 09:50:19	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:37:04	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:37:47	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:38:17	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:38:50	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:39:35	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:40:22	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-13 10:41:06	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-18 15:55:42	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-18 15:56:02	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-18 15:56:33	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-18 15:57:11	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-18 15:57:39	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-18 15:59:21	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-21 15:39:25	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-21 15:41:48	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-21 16:02:48	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-21 16:14:26	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-21 16:29:04	bob.insalaco@kbadocusys.com	Addendum Notification
KBA Docusys, Inc.	CA	Self Invited	2020-08-21 16:44:25	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-24 12:42:45	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-24 12:43:25	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-24 12:43:58	bob.insalaco@kbadocusys.com	Bid Answer
KBA Docusys, Inc.	CA	Self Invited	2020-08-24 12:44:18	bob.insalaco@kbadocusys.com	Bid Answer
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Konica Minolta Business Solutions	GA	Self Invited	2020-07-29 09:29:00	rthroneberry@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 09:50:19	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:37:04	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:37:47	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:38:17	rthroneberry@kmbs.konicaminolta.us	Bid Answer
	54		2020-00-13 10.30.17	nanoneben yezhinba.komeanmoita.us	
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:38:50	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:39:35	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:40:22	rthroneberry@kmbs.konicaminolta.us	Bid Answer
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Konica Minolta Business Solutions	GA	Self Invited	2020-08-13 10:41:06	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-18 15:55:42	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-18 15:56:02	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-18 15:56:33	rthroneberry@kmbs.konicaminolta.us	Bid Answer
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Konica Minolta Business Solutions	GA	Self Invited	2020-08-18 15:57:11	rthroneberry@kmbs.konicaminolta.us	Bid Answer

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Konica Minolta Business Solutions	GA	Self Invited	2020-08-18 15:57:39	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-18 15:59:21	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-21 15:39:25	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-21 15:41:48	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-21 16:02:48	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-21 16:14:26	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-21 16:29:04	rthroneberry@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	GA	Self Invited	2020-08-21 16:44:25	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-24 12:42:45	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-24 12:43:25	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-24 12:43:58	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	GA	Self Invited	2020-08-24 12:44:18	rthroneberry@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-07-21 14:51:50	statebids@kmbs.konicaminolta.us	Bid Notification
Konica Minolta Business Solutions	VA	Classification	2020-07-29 09:29:00	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2020-08-13 09:50:19	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-13 10:37:04	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-13 10:37:47	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-13 10:38:17	statebids@kmbs.konicaminolta.us	Bid Answer
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Konica Minolta Business Solutions	VA	Classification	2020-08-13 10:39:35	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-13 10:40:22	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-13 10:41:05	statebids@kmbs.konicaminolta.us	Bid Answer
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Konica Minolta Business Solutions	VA	Classification	2020-08-18 15:57:11	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-18 15:57:39	statebids@kmbs.konicaminolta.us	Bid Answer
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Konica Minolta Business Solutions	VA	Classification	2020-08-21 16:02:48	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-21 16:14:26	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-21 16:29:04	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2020-08-21 16:44:25	statebids@kmbs.konicaminolta.us	Bid Answer

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Konica Minolta Business Solutions	VA	Classification	2020-08-24 12:42:45	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-24 12:43:25	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-24 12:43:58	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2020-08-24 12:44:18	statebids@kmbs.konicaminolta.us	Bid Answer
KYOCERA Document Solutions	NJ	Classification	2020-07-21 14:51:50	ESA@da.kyocera.com	Bid Notification
L&L Supplies	ΤX	Self Invited	2020-07-29 09:29:00	swalker8585@gmail.com	Addendum Notification
L&L Supplies	ΤX	Self Invited	2020-08-13 09:50:19	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТΧ	Self Invited	2020-08-13 10:37:04	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТХ	Self Invited	2020-08-13 10:37:47	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-13 10:38:17	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-13 10:38:50	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-13 10:39:35	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-13 10:40:22	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-13 10:40:22	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-13 10.41.00	swalker8585@gmail.com	Bid Answer
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L&L Supplies	TX	Self Invited	2020-08-18 15:56:02	swalker8585@gmail.com	
L&L Supplies	TX	Self Invited	2020-08-18 15:56:33	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-18 15:57:11	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-18 15:57:39	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-18 15:59:21	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-21 15:39:25	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-21 15:41:48	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТΧ	Self Invited	2020-08-21 16:02:48	swalker8585@gmail.com	Bid Answer
L&L Supplies	ΤX	Self Invited	2020-08-21 16:14:26	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТΧ	Self Invited	2020-08-21 16:29:04	swalker8585@gmail.com	Addendum Notification
L&L Supplies	ТХ	Self Invited	2020-08-21 16:44:25	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТХ	Self Invited	2020-08-24 12:42:45	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТХ	Self Invited	2020-08-24 12:43:25	swalker8585@gmail.com	Bid Answer
L&L Supplies	ТХ	Self Invited	2020-08-24 12:43:58	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-08-24 12:44:18	swalker8585@gmail.com	Bid Answer
LAKESHORE EQUIPMENT	17	Sen invited	2020 00 21 12.11.10		
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	СА	Self Invited	2020-07-29 09:29:00	BIDDEPT@LAKESHORELEARNING.COM	Addendum Notification
LAKESHORE EQUIPMENT	CA	Sell Invited	2020-07-29 09:29:00	BIDDEFT@LAKESHOKELEAKNING.COM	Addendum Notification
COMPANY DBA LAKESHORE		- 10			
LEARNING MATERIALS	CA	Self Invited	2020-08-13 09:50:19	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:37:04	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
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COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:37:47	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
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LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:38:17	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
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LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:38:50	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:39:35	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT			2020-00-13 10:32:33		
COMPANY DBA LAKESHORE	<b>C A</b>	Culture 1	2020 00 12 10 10 22		
LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:40:22	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-13 10:41:06	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-18 15:55:42	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-18 15:56:02	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
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COMPANY DBA LAKESHORE					
	CA	Self Invited	2020-08-18 15:56:33	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
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LEARNING MATERIALS	CA	Self Invited	2020-08-18 15:57:11	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-18 15:57:39	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-18 15:59:21	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-21 15:39:25	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-21 15:41:48	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-21 16:02:48	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT		1	1		
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-21 16:14:26	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT					
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-21 16:29:04	BIDDEPT@LAKESHORELEARNING.COM	Addendum Notification
LAKESHORE EQUIPMENT	0,1	o on million	2020 00 21 10:25:01		, addinadin rio cinou con
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020-08-21 16:44:25	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT	CA	Sell Invited	2020 00 21 10.44.25		bid Allower
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	СА	Self Invited	2020-08-24 12:42:45	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT	CA .	Sell Invited	2020-00-24 12.42.45	DIDDET TO EARESHOREEEARINING.COM	
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	CA	Self Invited	2020 00 24 12 42 25	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
	CA	Sell IIIviteu	2020-08-24 12:43:25	BIDDET TO EARESTIONELEANINING.COM	diu Aliswei
COMPANY DBA LAKESHORE					
LEARNING MATERIALS	<b>C</b> A	Culf Institut	2020 00 24 12 42 50	BIDDEPT@LAKESHORELEARNING.COM	Did American
LAKESHORE EQUIPMENT	CA	Self Invited	2020-08-24 12:43:58	BIDDEPT@LAKESHORELEARINING.COM	Bid Answer
COMPANY DBA LAKESHORE			2022 02 24 42 44 42		0.14
LEARNING MATERIALS	CA	Self Invited	2020-08-24 12:44:18	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
Lakeshore IT Solutions, Inc.	IL	Classification	2020-07-21 14:51:50	rian@lakeshoreit.com	Bid Notification
Laser Pros International	WI	Classification	2020-07-21 14:51:50	susanh@laserpros.com	Bid Notification
LD Products	CA	Classification	2020-07-21 14:51:50	DianaA@LDProducts.com	Bid Notification
LDI Mohegan LLC	CT	Classification	2020-07-21 14:51:50	lfoster@kotasolutions.com	Bid Notification
Lentkoproducts	IL	Classification	2020-07-21 14:51:50	jlent@Lentkoproducts.com	Bid Notification
Leslie Digital Imaging LLC	NJ	Classification	2020-07-21 14:51:50	gpicciurro@myldi.com	Bid Notification
Lexmark International	KY	Self Invited	2020-08-21 15:39:25	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-21 15:41:48	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-21 16:02:48	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-21 16:14:26	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-21 16:29:04	john.holland@lexmark.com	Addendum Notification
Lexmark International	KY	Self Invited	2020-08-21 16:44:25	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-24 12:42:45	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-24 12:43:25	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-24 12:43:58	john.holland@lexmark.com	Bid Answer
Lexmark International	KY	Self Invited	2020-08-24 12:44:18	john.holland@lexmark.com	Bid Answer
MetriTech, Inc.	IL	Classification	2020-07-21 14:51:50	rfpsales@metritech.com	Bid Notification
Midwest Information Technology					
Group, Inc.	IL	Classification	2020-07-21 14:51:50	twelch@mitg.com	Bid Notification
Midwest Micro Imaging and Optica					
Storage Systems	MN	Classification	2020-07-21 14:51:50	matthew@midwestmicroimaging.com	Bid Notification
		1	1		
Minnesota Computer Systems Inc.	MN	Classification	2020-07-21 14:51:50	mikeh@mncopy.com	Bid Notification
MNJ Technologies Direct, Inc.	IL	Classification	2020-07-21 14:51:50	mkuffel@mnjtech.com	Bid Notification
MVATION WORLDWIDE INC	NY	Self Invited	2020-07-29 09:29:00	Biddesk@mvation.com	Addendum Notification
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-13 09:50:19	Biddesk@mvation.com	Bid Answer

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MVATION WORLDWIDE INC	NY	Self Invited	2020-08-13 10:37:04	Biddesk@mvation.com Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited Self Invited	2020-08-13 10:37:47 2020-08-13 10:38:17	Biddesk@mvation.com Biddesk@mvation.com	Bid Answer Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-13 10:38:17	Biddesk@mvation.com	Bid Answer Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited		Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-13 10:39:35 2020-08-13 10:40:22	Biddesk@mvation.com	Bid Answer
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MVATION WORLDWIDE INC	NY	Self Invited	2020-08-13 10:41:00	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-18 15:55:02	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	_		-	Biddesk@mvation.com	
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-18 15:56:33 2020-08-18 15:57:11	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	_	Self Invited		_	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-18 15:57:39	Biddesk@mvation.com Biddesk@mvation.com	Bid Answer
	NY	Self Invited	2020-08-18 15:59:21		Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-21 15:39:25	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-21 15:41:48	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-21 16:02:48	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-21 16:14:26	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-21 16:29:04	Biddesk@mvation.com	Addendum Notification
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-21 16:44:25	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-24 12:42:45	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-24 12:43:25	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-24 12:43:58	Biddesk@mvation.com	Bid Answer
MVATION WORLDWIDE INC	NY	Self Invited	2020-08-24 12:44:18	Biddesk@mvation.com	Bid Answer
NATIONAL BUSINESS SYSTEMS	MN	Classification	2020-07-21 14:51:50	DCALHOON@NBSUSA.COM	Bid Notification
NATIONAL PRINT PRODUCTS	MN	Classification	2020-07-21 14:51:50	lgarroway@nationalprint1.com	Bid Notification
Nexxsol Corporation	CA	Classification	2020-07-21 14:51:50	tahira.singh@nexxsol.com	Bid Notification
North America Procurement					
Council	CO	Self Invited	2020-07-29 09:29:00	sourcemanagement@napc.me	Addendum Notification
North America Procurement					
Council	CO	Self Invited	2020-08-13 09:50:19	sourcemanagement@napc.me	Bid Answer
North America Procurement					
Council	СО	Self Invited	2020-08-13 10:37:04	sourcemanagement@napc.me	Bid Answer
North America Procurement					
Council	СО	Self Invited	2020-08-13 10:37:47	sourcemanagement@napc.me	Bid Answer
North America Procurement					
Council	СО	Self Invited	2020-08-13 10:38:17	sourcemanagement@napc.me	Bid Answer
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Council	со	Self Invited	2020-08-13 10:38:50	sourcemanagement@napc.me	Bid Answer
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Council	со	Self Invited	2020-08-13 10:39:35	sourcemanagement@napc.me	Bid Answer
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Council	со	Self Invited	2020-08-13 10:40:22	sourcemanagement@napc.me	Bid Answer
North America Procurement	0	Self Invited	2020 00 13 10.40.22	sourcemanagement@nape.me	Bid Allswei
Council	со	Self Invited	2020-08-13 10:41:06	sourcemanagement@napc.me	Bid Answer
North America Procurement	0	Sell Invited	2020-08-13 10.41.00	sourcemanagement@nape.me	Biu Aliswei
Council	со	Self Invited	2020-08-18 15:55:42	sourcemanagement@napc.me	Bid Answer
North America Procurement	0	Sell Invited	2020-06-16 13.33.42	sourcemanagement@napc.me	biu Aliswei
Council	со	Self Invited	2020 00 10 15 56 02	sourcomanagement@nanc.mo	Bid Answer
North America Procurement	CU	Sell Invited	2020-08-18 15:56:02	sourcemanagement@napc.me	Blu Answer
Council	60	Solf Invited	2020 00 10 15 50 22	sourcemanagement@napc.me	Pid Angurar
North America Procurement	со	Self Invited	2020-08-18 15:56:33	sourcemanagement@napc.me	Bid Answer
	<u> </u>	Calfunitad	2020 00 10 15 57 11	sourcomonogoment@nonomo	Did Annuan
Council North America Procurement	CO	Self Invited	2020-08-18 15:57:11	sourcemanagement@napc.me	Bid Answer
	66	Calfforday	2020 00 10 15 57 20		Did American
Council	СО	Self Invited	2020-08-18 15:57:39	sourcemanagement@napc.me	Bid Answer
North America Procurement			2020 00 10 15 55 51		Did Asses
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North America Procurement			2020 00 21 15 25 25		Did Asses
Council	СО	Self Invited	2020-08-21 15:39:25	sourcemanagement@napc.me	Bid Answer
North America Procurement				_	
Council		Self Invited	2020-08-21 15:41:48	sourcemanagement@napc.me	Bid Answer
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North America Procurement					
North America Procurement Council	со	Self Invited	2020-08-21 16:02:48	sourcemanagement@napc.me	Bid Answer
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North America Procurement		1			
Council	со	Self Invited	2020-08-24 12:42:45	sourcemanagement@napc.me	Bid Answer
North America Procurement					
Council	со	Self Invited	2020-08-24 12:43:25	sourcemanagement@napc.me	Bid Answer
North America Procurement					
Council	со	Self Invited	2020-08-24 12:43:58	sourcemanagement@napc.me	Bid Answer
North America Procurement					
Council	СО	Self Invited	2020-08-24 12:44:18	sourcemanagement@napc.me	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-07-22 07:53:03	alyssa@npacomputers.com	Bid Notification
NPA Computers, Inc.	NY	Classification	2020-07-29 09:29:00	alyssa@npacomputers.com	Addendum Notification
NPA Computers, Inc.	NY	Classification	2020-08-13 09:50:19	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:37:04	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:37:47	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:38:17	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:38:50	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:39:35	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:40:22	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-13 10:41:06	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-18 15:55:42	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-18 15:56:02	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-18 15:56:33	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-18 15:57:11	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-18 15:57:39	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-18 15:59:21	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-21 15:39:25	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-21 15:41:48	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-21 16:02:48	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-21 16:14:26	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-21 16:29:04	alyssa@npacomputers.com	Addendum Notification
NPA Computers, Inc.	NY	Classification	2020-08-21 16:44:25	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-24 12:42:45	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-24 12:43:25	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-24 12:43:58	alyssa@npacomputers.com	Bid Answer
NPA Computers, Inc.	NY	Classification	2020-08-24 12:44:18	alyssa@npacomputers.com	Bid Answer
Office Depot	CT	Classification	2020-07-21 14:51:50	diane.beliveau@officedepot.com	Bid Notification
PaperCut Software	OR	Self Invited	2020-07-29 09:29:00	shari.rose@papercut.com	Addendum Notification
PaperCut Software	OR	Self Invited	2020-08-13 09:50:19	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:37:04	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:37:47	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:38:17	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:38:50	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:39:35	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:40:22	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-13 10:41:06	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-18 15:55:42	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-18 15:56:02	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-18 15:56:33	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-18 15:57:11	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-18 15:57:39	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-18 15:59:21	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-21 15:39:25	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-21 15:41:48	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-21 16:02:48	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-21 16:14:26	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-21 16:29:04	shari.rose@papercut.com	Addendum Notification
PaperCut Software	OR	Self Invited	2020-08-21 16:44:25	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-24 12:42:45	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-24 12:43:25	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-24 12:43:58	shari.rose@papercut.com	Bid Answer
PaperCut Software	OR	Self Invited	2020-08-24 12:44:18	shari.rose@papercut.com	Bid Answer
Paragon Micro, inc.	IL	Classification	2020-07-21 14:51:50	rphillips@paragonmicro.com	Bid Notification
PartStock Computer	MN	Classification	2020-07-21 14:51:50	eogden@partstock.com	Bid Notification
PC University Distributors, Inc.	NY	Classification	2020-07-21 14:51:50	gmm@pcuniversity.com	Bid Notification
PCC-IT International, Division of					
Power Capital Management	CA	Classification	2020-07-21 14:51:50	clientservices@pccitint.com	Bid Notification
PCMG, Inc.	VA	Classification	2020-07-21 14:51:50	sledbids@pcmg.com	Bid Notification
Phoenix Printing	WI	Classification	2020-07-21 14:51:50	willrunke@phoenixprintinginc.com	Bid Notification
PowerSchool Group LLC					

Protech Computer Systems	CO	Classification	2020-07-21 14:51:50	gfaircloth@protsys.com	Bid Notification
PSA Constructors, Inc	TX	Classification	2020-07-21 14:51:50	jwilliams@psaonline.com	Bid Notification
Push Automated Commerce LLC	IL	Classification	2020-07-21 14:51:50	jeremy@3duniverse.org	Bid Notification
Radiant Technology Solutions	FL	Classification	2020-07-21 14:51:50	sales@radiant-tech.net	Bid Notification
Raycom Data Technologies, Inc	CA	Classification	2020-07-21 14:51:50	info@raycomdtech.com	Bid Notification
Refurble	IL	Classification	2020-07-21 14:51:50	mike@refurble.com	Bid Notification
Repro Products, Inc.	GA	Classification	2020-07-22 12:13:07	bhansen@reproproducts.com	Bid Notification
Repro Products, Inc.	GA	Classification	2020-07-29 09:29:00	bhansen@reproproducts.com	Addendum Notification
Repro Products, Inc.	GA	Classification	2020-08-13 09:50:19	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:37:04	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:37:47	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:38:17	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:38:50	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:39:35	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:40:22	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-13 10:41:06	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-18 15:55:42	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-18 15:56:02	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-18 15:56:33	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-18 15:57:11	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-18 15:57:39	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-18 15:59:21	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-21 15:39:25	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-21 15:41:48	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-21 15:41:48	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-21 16:02:48	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-21 16:29:04	bhansen@reproproducts.com	Addendum Notification
Repro Products, Inc.	GA	Classification	2020-08-21 16:44:25	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-24 12:42:45	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-24 12:43:25	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-24 12:43:58	bhansen@reproproducts.com	Bid Answer
Repro Products, Inc.	GA	Classification	2020-08-24 12:44:18	bhansen@reproproducts.com	Bid Answer
Ricoh USA	IA	Classification	2020-07-21 14:51:50	Nicholas.thul@ricoh-usa.com	Bid Notification
RICOH USA	KS	Classification	2020-07-21 14:51:50	mike.stowell@ricoh-usa.com	Bid Notification
RICOH USA	KS	Classification	2020-07-29 09:29:00	mike.stowell@ricoh-usa.com	Addendum Notification
RICOH USA	KS	Classification	2020-07-23 09:23:00	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 09:30:19	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:37:04	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:37:47	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:38:17	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:38:30	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:39:33	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:40:22	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-13 10:41:00	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-18 15:55:42	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-18 15:56:33	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-18 15:57:11	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-18 15:57:39	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-18 15:57:39	mike.stowell@ricoh-usa.com	Bid Answer Bid Answer
RICOH USA	KS	Classification	2020-08-18 15:59:21	mike.stowell@ricoh-usa.com	Bid Answer Bid Answer
RICOH USA	KS	Classification	2020-08-21 15:39:25	mike.stowell@ricoh-usa.com	Bid Answer Bid Answer
RICOH USA	KS	Classification	2020-08-21 15:41:48	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS	Classification	2020-08-21 16:02:48	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS		2020-08-21 16:14:26	mike.stowell@ricoh-usa.com	Addendum Notification
RICOH USA		Classification		mike.stowell@ricoh-usa.com	
RICOH USA	KS	Classification	2020-08-21 16:44:25	mike.stowell@ricoh-usa.com	Bid Answer
RICOH USA	KS KS	Classification Classification	2020-08-24 12:42:45 2020-08-24 12:43:25	mike.stowell@ricoh-usa.com	Bid Answer Bid Answer
RICOH USA	KS	Classification	2020-08-24 12:43:25	mike.stowell@ricoh-usa.com	Bid Answer Bid Answer
RICOH USA	KS	Classification	2020-08-24 12:43:58	mike.stowell@ricoh-usa.com	Bid Answer Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-24 12:44:18	duaune.gray@ricoh-usa.com	Addendum Notification
Ricoh USA, Inc				duaune.gray@ricon-usa.com duaune.gray@ricoh-usa.com	
Ricon USA, Inc Ricoh USA, Inc	AL	Self Invited	2020-08-13 09:50:19	duaune.gray@ricon-usa.com duaune.gray@ricoh-usa.com	Bid Answer
	AL	Self Invited	2020-08-13 10:37:04	duaune.gray@ricon-usa.com duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-13 10:37:47		Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-13 10:38:17	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-13 10:38:50	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-13 10:39:35	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh LISA Inc	A 1	Colf Internet	2020 00 12 10 40 22	duauna grav@riach usa as	
Ricoh USA, Inc Ricoh USA, Inc	AL	Self Invited Self Invited	2020-08-13 10:40:22 2020-08-13 10:41:06	duaune.gray@ricoh-usa.com duaune.gray@ricoh-usa.com	Bid Answer Bid Answer

			2020 00 40 45 55 42		0:14
Ricoh USA, Inc	AL	Self Invited	2020-08-18 15:55:42	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-18 15:56:02	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-18 15:56:33	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-18 15:57:11	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-18 15:57:39	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-18 15:59:21	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-21 15:39:25	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-21 15:41:48	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-21 16:02:48	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-21 16:14:26	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-21 16:29:04	duaune.gray@ricoh-usa.com	Addendum Notification
Ricoh USA, Inc	AL	Self Invited	2020-08-21 16:44:25	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-24 12:42:45	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-24 12:43:25	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-24 12:43:58	duaune.gray@ricoh-usa.com	Bid Answer
Ricoh USA, Inc	AL	Self Invited	2020-08-24 12:44:18	duaune.gray@ricoh-usa.com	Bid Answer
Riverside Technologies, Inc.	NE	Classification	2020-07-21 14:51:50	tmccabe@riversidetechnologies.com	Bid Notification
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 09:50:19	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:37:04	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:37:47	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:38:17	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:38:50	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:39:35	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:40:22	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-13 10:41:06	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-18 15:55:42	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-18 15:56:02	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-18 15:56:33	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-18 15:57:11	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-18 15:57:39	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-18 15:59:21	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-21 15:39:25	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-21 15:41:48	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-21 16:02:48	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc.	NE	Self Invited	2020-08-21 16:14:26	evanholland@1rti.com	Bid Answer
Divorcido Tochnologias Use					
Riverside Technologies, Inc.	NE	Self Invited	2020-08-21 16:29:04	evanholland@1rti.com	Addendum Notification
Riverside Technologies, Inc.	NE	Self Invited	2020-08-21 16:44:25	evanholland@1rti.com	Bid Answer
Riverside Technologies, Inc. Riverside Technologies, Inc.	NE NE	Self Invited Self Invited	2020-08-21 16:44:25 2020-08-24 12:42:45	evanholland@1rti.com evanholland@1rti.com	Bid Answer Bid Answer
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc.	NE NE NE	Self Invited Self Invited Self Invited	2020-08-21 16:44:25 2020-08-24 12:42:45 2020-08-24 12:43:25	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com	Bid Answer Bid Answer Bid Answer
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc.	NE NE NE NE	Self Invited Self Invited Self Invited Self Invited	2020-08-21         16:44:25           2020-08-24         12:42:45           2020-08-24         12:43:25           2020-08-24         12:43:58	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com	Bid Answer Bid Answer Bid Answer Bid Answer
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc.	NE NE NE NE NE	Self Invited Self Invited Self Invited Self Invited Self Invited	2020-08-21 16:44:25         2020-08-24 12:42:45         2020-08-24 12:43:25         2020-08-24 12:43:58         2020-08-24 12:44:18	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com	Bid Answer Bid Answer Bid Answer Bid Answer Bid Answer
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. RK Dixon	NE NE NE NE NE IA	Self Invited Self Invited Self Invited Self Invited Self Invited Classification	2020-08-21 16:44:25 2020-08-24 12:42:45 2020-08-24 12:43:25 2020-08-24 12:43:58 2020-08-24 12:44:18 2020-07-21 14:51:50	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com stacy.mccoy@xerox.com	Bid Answer Bid Answer Bid Answer Bid Answer Bid Answer Bid Notification
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. RK Dixon Robert Burgess	NE NE NE NE IA CA	Self Invited Self Invited Self Invited Self Invited Self Invited Classification Classification	2020-08-21 16:44:25         2020-08-24 12:42:45         2020-08-24 12:43:25         2020-08-24 12:43:58         2020-08-24 12:44:18         2020-07-21 14:51:50         2020-07-21 14:51:50	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com stacy.mccoy@xerox.com robert@imburgess.com	Bid Answer Bid Answer Bid Answer Bid Answer Bid Answer Bid Notification Bid Notification
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. RK Dixon Robert Burgess RW Management Group, Inc.	NE NE NE NE IA CA WI	Self Invited Self Invited Self Invited Self Invited Self Invited Classification Classification	2020-08-21 16:44:25         2020-08-24 12:42:45         2020-08-24 12:43:25         2020-08-24 12:43:58         2020-08-24 12:44:18         2020-07-21 14:51:50         2020-07-21 14:51:50         2020-07-21 14:51:50	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com stacy.mccoy@xerox.com robert@imburgess.com twalker@rwmanagementgroup.com	Bid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid NotificationBid NotificationBid NotificationBid Notification
Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. Riverside Technologies, Inc. RK Dixon Robert Burgess RW Management Group, Inc. Safari Micro Inc.	NE NE NE IA CA WI AZ	Self Invited Self Invited Self Invited Self Invited Classification Classification Classification	2020-08-21         16:44:25           2020-08-24         12:42:45           2020-08-24         12:43:25           2020-08-24         12:43:58           2020-08-24         12:44:18           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-21         14:51:50           2020-07-21         14:51:50	evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com evanholland@1rti.com stacy.mccoy@xerox.com robert@imburgess.com twalker@rwmanagementgroup.com jon@safarimicro.com	Bid AnswerBid AnswerBid AnswerBid AnswerBid AnswerBid NotificationBid NotificationBid NotificationBid NotificationBid NotificationBid Notification
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Sharp Imaging and Information	ОН	Classification	2020-08-13 10:41:06	แน่งแห่งกุ่มความๆ หรุ่มการการการการการการการการการการการการการก	Bid Answer
Company of America		Classification	2020 00 10 15.55.42	thompsonalsharpson	Bid Answer
Sharp Imaging and Information	ОН	Classification	2020-08-18 15:55:42	thompsog@sharpsec.com	
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Company of America Sharp Imaging and Information	ОН	Classification	2020-08-18 15:56:02	thompsog@sharpsec.com	Bid Answer
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Company of America	ОН	Classification	2020-08-18 15:56:33	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information		Classifi anti an		+h	Did Annual
Company of America	ОН	Classification	2020-08-18 15:57:11	thompsog@sharpsec.com	Bid Answer
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Company of America	ОН	Classification	2020-08-18 15:57:39	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information	0.11		2020 00 40 45 50 24		0.14
Company of America	ОН	Classification	2020-08-18 15:59:21	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information	0.11		2020 00 24 45 20 25	+h	0.14
Company of America	ОН	Classification	2020-08-21 15:39:25	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information	0.11		2020 00 24 45 44 40		0.14
Company of America	ОН	Classification	2020-08-21 15:41:48	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-21 16:02:48	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-21 16:14:26	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-21 16:29:04	thompsog@sharpsec.com	Addendum Notification
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-21 16:44:25	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-24 12:42:45	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-24 12:43:25	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	ОН	Classification	2020-08-24 12:43:58	thompsog@sharpsec.com	Bid Answer
Sharp Imaging and Information					
Company of America	OH	Classification	2020-08-24 12:44:18	thompsog@sharpsec.com	Bid Answer
Shree Laxmi, Inc.	СТ	Classification	2020-07-21 14:51:50	slibiz@gmail.com	Bid Notification
Softchoice	IL	Classification	2020-07-21 14:51:50	ared@softchoice.com	Bid Notification
Softchoice Corporation	IL	Classification	2020-07-21 14:51:50	sledus@softchoice.com	Bid Notification
Sterling Computers Corporation	SD	Classification	2020-07-21 14:51:50	alex.delao@sterlingcomputers.com	Bid Notification
Strictly Technology	FL	Classification	2020-07-21 14:51:50	Quotes@strictlytech.com	Bid Notification
				jims@studica.com	Bid Notification
Studica Inc	NY	Classification	2020-07-21 14:51:50		
Superior Document Solutions	NY GA	Self Invited	2020-08-18 15:55:42	mmeador@superior-docs.com	Bid Answer
Superior Document Solutions Superior Document Solutions	NY GA GA	Self Invited Self Invited	2020-08-18 15:55:42 2020-08-18 15:56:02	mmeador@superior-docs.com mmeador@superior-docs.com	Bid Answer Bid Answer
Superior Document Solutions Superior Document Solutions Superior Document Solutions	NY GA GA GA	Self Invited Self Invited Self Invited	2020-08-18 15:55:42 2020-08-18 15:56:02 2020-08-18 15:56:33	mmeador@superior-docs.com mmeador@superior-docs.com mmeador@superior-docs.com	Bid Answer Bid Answer Bid Answer
Superior Document Solutions Superior Document Solutions Superior Document Solutions Superior Document Solutions	NY GA GA GA GA	Self Invited Self Invited Self Invited Self Invited	2020-08-18 15:55:42 2020-08-18 15:56:02 2020-08-18 15:56:33 2020-08-18 15:57:11	mmeador@superior-docs.com mmeador@superior-docs.com mmeador@superior-docs.com mmeador@superior-docs.com	Bid Answer Bid Answer Bid Answer Bid Answer
Superior Document Solutions Superior Document Solutions Superior Document Solutions	NY GA GA GA	Self Invited Self Invited Self Invited	2020-08-18 15:55:42 2020-08-18 15:56:02 2020-08-18 15:56:33	mmeador@superior-docs.com mmeador@superior-docs.com mmeador@superior-docs.com	Bid Answer Bid Answer Bid Answer

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Superior Document Solutions	GA	Self Invited	2020-08-21 15:39:25	mmeador@superior-docs.com	Bid Answer
Superior Document Solutions	GA	Self Invited	2020-08-21 15:41:48	mmeador@superior-docs.com	Bid Answer
Superior Document Solutions	GA	Self Invited	2020-08-21 16:02:48	mmeador@superior-docs.com	Bid Answer
Superior Document Solutions Superior Document Solutions	GA	Self Invited	2020-08-21 16:14:26	mmeador@superior-docs.com mmeador@superior-docs.com	Bid Answer
Superior Document Solutions	GA	Self Invited	2020-08-21 16:29:04 2020-08-21 16:44:25	mmeador@superior-docs.com	Addendum Notification
Superior Document Solutions	GA GA	Self Invited Self Invited	2020-08-21 16:44:25	mmeador@superior-docs.com	Bid Answer Bid Answer
Superior Document Solutions				mmeador@superior-docs.com	
	GA	Self Invited	2020-08-24 12:43:25	_	Bid Answer
Superior Document Solutions	GA	Self Invited	2020-08-24 12:43:58	mmeador@superior-docs.com	Bid Answer
Superior Document Solutions	GA	Self Invited	2020-08-24 12:44:18	mmeador@superior-docs.com	Bid Answer
TEAM Informatics	MN	Classification	2020-07-21 14:51:50	Raoul.Miller@teaminformatics.com	Bid Notification
Technology Style INC	FL	Classification	2020-07-21 14:51:50	evelin@technologystyle.net	Bid Notification
Tera Consulting Inc./Tera Office	N.D.(		2020 07 24 4 4 54 50		
Solutions	NY	Classification	2020-07-21 14:51:50	tpowell@teraconsultinginc.com	Bid Notification
The Office Works Inc	CT	Classification	2020-08-03 14:44:02	jcentracchio@theofficeworksinc.com	Bid Notification
The Office Works Inc	CT	Classification	2020-08-13 09:50:19	jcentracchio@theofficeworksinc.com	Bid Answer
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The Office Works Inc	СТ	Classification	2020-08-13 10:37:47	jcentracchio@theofficeworksinc.com	Bid Answer
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The Tree House, Inc	MA	Classification	2020-07-21 14:51:50	djirizz@aol.com	Bid Notification
Toshiba America Business				, , ,	
Solutions, Inc.					
	CA	Classification	2020-07-21 14:51:50	gem@tabs.toshiba.com	Bid Notification
	CA	Classification	2020-07-21 14:51:50	gem@tabs.toshiba.com	Bid Notification
Toshiba America Business					
Toshiba America Business Solutions, Inc.	CA CA	Classification Classification	2020-07-21 14:51:50 2020-07-29 09:29:00	gem@tabs.toshiba.com gem@tabs.toshiba.com	Bid Notification Addendum Notification
Toshiba America Business Solutions, Inc. Toshiba America Business	СА	Classification	2020-07-29 09:29:00	gem@tabs.toshiba.com	Addendum Notification
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Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business	CA CA	Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19	gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer
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Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business	CA CA CA	Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04	gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer Bid Answer
Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	CA CA	Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19	gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer
Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business	СА СА СА СА	Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47	gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer Bid Answer Bid Answer
Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	CA CA CA	Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04	gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer Bid Answer
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Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	СА СА СА СА	Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47	gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer Bid Answer Bid Answer
Toshiba America Business Solutions, Inc. Toshiba America Business	са са са са са са	Classification Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47 2020-08-13 10:38:17 2020-08-13 10:38:50	gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification Bid Answer Bid Answer Bid Answer Bid Answer Bid Answer
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Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	са са са са са са са са	Classification Classification Classification Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47 2020-08-13 10:38:17 2020-08-13 10:38:50 2020-08-13 10:39:35 2020-08-13 10:40:22	gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com gem@tabs.toshiba.com	Addendum Notification         Bid Answer
Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	СА СА СА СА СА СА СА СА СА СА	Classification Classification Classification Classification Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47 2020-08-13 10:38:17 2020-08-13 10:38:50 2020-08-13 10:39:35 2020-08-13 10:40:22 2020-08-13 10:41:06	gem@tabs.toshiba.com	Addendum Notification         Bid Answer
Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	СА СА СА СА СА СА СА СА СА	Classification Classification Classification Classification Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47 2020-08-13 10:38:17 2020-08-13 10:38:50 2020-08-13 10:39:35 2020-08-13 10:40:22 2020-08-13 10:41:06	gem@tabs.toshiba.com	Addendum Notification         Bid Answer
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Toshiba America Business Solutions, Inc. Toshiba America Business Solutions, Inc.	СА СА СА СА СА СА СА СА СА СА СА СА	Classification Classification Classification Classification Classification Classification Classification Classification Classification Classification	2020-07-29 09:29:00 2020-08-13 09:50:19 2020-08-13 10:37:04 2020-08-13 10:37:47 2020-08-13 10:38:17 2020-08-13 10:38:50 2020-08-13 10:39:35 2020-08-13 10:40:22 2020-08-13 10:41:06 2020-08-18 15:55:42 2020-08-18 15:56:02	gem@tabs.toshiba.com         gem@tabs.toshiba.com	Addendum Notification         Bid Answer         Bid Answer

Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-18 15:57:39	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-18 15:59:21	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business				-	
Solutions, Inc.	CA	Classification	2020-08-21 15:39:25	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-21 15:41:48	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-21 16:02:48	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-21 16:14:26	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
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Solutions, Inc.	CA	Classification	2020-08-21 16:44:25	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-24 12:42:45	gem@tabs.toshiba.com	Bid Answer
Toshiba America Business					
Solutions, Inc.	CA	Classification	2020-08-24 12:43:25	gem@tabs.toshiba.com	Bid Answer
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Solutions, Inc.	CA	Classification	2020-08-24 12:43:58	gem@tabs.toshiba.com	Bid Answer
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Solutions, Inc.	CA	Classification	2020-08-24 12:44:18	gem@tabs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Classification	2020-07-21 14:51:50	charles.davidson@tbs.toshiba.com	Bid Notification
Toshiba Business Solutions	MI	Self Invited	2020-07-29 09:29:00	ron.polak@tbs.toshiba.com ron.polak@tbs.toshiba.com	Addendum Notification
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Toshiba Business Solutions Toshiba Business Solutions	MI	Self Invited Self Invited	2020-08-13 10:37:47 2020-08-13 10:38:17	ron.polak@tbs.toshiba.com	Bid Answer Bid Answer
Toshiba Business Solutions	MI	Self Invited	-	ron.polak@tbs.toshiba.com	Bid Answer
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Toshiba Business Solutions	MI	Self Invited	2020-08-21 15:39:25	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-21 15:41:48	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-21 16:02:48	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-21 16:14:26	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-21 16:29:04	ron.polak@tbs.toshiba.com	Addendum Notification
Toshiba Business Solutions	MI	Self Invited	2020-08-21 16:44:25	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-24 12:42:45	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-24 12:43:25	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-24 12:43:58	ron.polak@tbs.toshiba.com	Bid Answer
Toshiba Business Solutions	MI	Self Invited	2020-08-24 12:44:18	ron.polak@tbs.toshiba.com	Bid Answer
Tri State Camera	NY	Classification	2020-07-21 14:51:50	shmayaf@tristatecamera.com	Bid Notification
Trinity 3 LLC	MN	Classification	2020-07-21 14:51:50	eogden@trinity3.com	Bid Notification
Trinity Education Group	MD	Classification	2020-07-21 14:51:50	contracts@trinityeducationgroup.com	Bid Notification
US Laser LLC	ОН	Classification	2020-07-21 14:51:50	ksimmons@uslaser.com	Bid Notification
Valley Litho Supply	WI	Classification	2020-07-21 14:51:50	jimb@valleylitho.com	Bid Notification
Virtucom	GA	Classification	2020-07-21 14:51:50	proposals@virtucom.com	Bid Notification
Virtucom	GA	Classification	2020-07-29 09:29:00	proposals@virtucom.com	Addendum Notification
Virtucom	GA	Classification	2020-08-13 09:50:19	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:37:04	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:37:47	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:38:17	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:38:50	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:39:35	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:40:22	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-13 10:41:06	proposals@virtucom.com	Bid Answer
		1	2020 00 10 15 55 12	proposals Quirtusom com	Dial American
Virtucom	GA	Classification	2020-08-18 15:55:42	proposals@virtucom.com	Bid Answer
	GA GA	Classification Classification	2020-08-18 15:55:42 2020-08-18 15:56:02	proposals@virtucom.com	Bid Answer Bid Answer

Virtucom	GA	Classification	2020-08-18 15:57:11	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-18 15:57:39	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-18 15:59:21	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-21 15:39:25	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-21 15:41:48	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-21 16:02:48	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-21 16:14:26	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-21 16:29:04	proposals@virtucom.com	Addendum Notification
Virtucom	GA	Classification	2020-08-21 16:44:25	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-24 12:42:45	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-24 12:43:25	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-24 12:43:58	proposals@virtucom.com	Bid Answer
Virtucom	GA	Classification	2020-08-24 12:44:18	proposals@virtucom.com	Bid Answer
www.inkvironment.com	CA	Classification	2020-07-21 14:51:50	isaac@inkvironment.com	Bid Notification
Xerox Corporation	KY	Classification	2020-07-22 07:53:03	lisa.perkins@xerox.com	Bid Notification
Xerox Corporation	KY	Classification	2020-07-29 09:29:00	lisa.perkins@xerox.com	Addendum Notification
Xerox Corporation	KY	Classification	2020-08-13 09:50:19	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:37:04	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:37:47	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:38:17	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:38:50	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:39:35	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:40:22	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-13 10:41:06	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-18 15:55:42	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-18 15:56:02	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-18 15:56:33	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-18 15:57:11	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-18 15:57:39	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-18 15:59:21	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-21 15:39:25	lisa.perkins@xerox.com	Bid Answer
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Xerox Corporation	KY	Classification	2020-08-21 16:02:48	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-21 16:14:26	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-21 16:29:04	lisa.perkins@xerox.com	Addendum Notification
Xerox Corporation	KY	Classification	2020-08-21 16:44:25	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-24 12:42:45	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-24 12:43:25	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-24 12:43:58	lisa.perkins@xerox.com	Bid Answer
Xerox Corporation	KY	Classification	2020-08-24 12:44:18	lisa.perkins@xerox.com	Bid Answer
Y&S Technologies	NY	Classification	2020-07-21 14:51:50	manny@yandstech.com	Bid Notification
Zones ,Inc	WA	Classification	2020-07-21 14:51:50	bidteam@zones.com	Bid Notification

#### Association of Educational Purchasing Agencies

### 021-C

#### Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

· · · · · · · · · · · · · · · · · · ·				Most Recent Response
Vendor Name	Accessed First Time	Most Recent Access	Documents	Date
Attainment Company Inc. School Wholesale Supplies LLC	2020-07-21 09:11 AM CDT 2020-08-11 12:50 AM CDT	2020-07-21 09:11 AM CDT 2020-08-11 12:51 AM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended 7.29.20.pdf	
			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final_Amended 7.29.20.pdf AEPA Vendor Quarterly Report Template.pdf	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules	
			Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules -	
			Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital	
			MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
CTS Services, Inc.	2020-09-01 01:27 PM CDT	2020-09-01 03:47 PM CDT	AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs,	
			Printers, etc Final.xlsx AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc. Amended	
			8.21.20.pdf	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers, etcAmended 8.21.20.pdf	
			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final_Amended 8.21.20.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended 7.29.20.pdf	
			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final_Amended 7.29.20.pdf AEPA Vendor Quarterly Report Template.pdf	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules	
			Related Services - Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital	
			MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
FLORIDA RESEARCH	2020-07-22 02:52 PM CDT	2020-07-22 02:52 PM CDT		
Capital Business Systems	2020-07-22 02:32 PM CDT		AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
Detter Office Systems 110	2020 00 14 10 14 444 CDT	2020 00 24 00 1C ANA CDT	AFRA JER 024 C. Dark D. Caractinations. Disite MER. Deleters at Associated	
Better Office Systems, LLC	2020-08-14 10:14 AM CDT	2020-08-24 09:16 AM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended 7.29.20.pdf	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final_Amended 7.29.20.pdf	
			AEPA Vendor Quarterly Report Template.pdf AEPA IER 031 C. Part F. Pricing Workbook Form F.9. F.11 Discounts Schedulos	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules -	
			Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital	
			MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
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NickGrace, Inc.	2020-08-17 03:07 PM CDT	2020-08-17 04:06 PM CDT		

The Office Works Inc	2020 08 02 02 50 004 607	2020 08 02 02.18 DM CDT	AEDA JER 021 C. Dart E. Driging Workbook Form E.O.E.11 Discounts Schoolulas	
The Office Works Inc North America Procurement Council	2020-08-03 02:50 PM CDT 2020-07-20 07:20 PM CDT	2020-08-03 03:18 PM CDT 2020-08-24 10:09 PM CDT	AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Signature Forms - Digital MFDs, Printers, etc Final.ndpf AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part B - Signature Forms - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part B - Signature Forms - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended 7.29.20.pdf	
			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
Trinity 3 LLC	2020-07-22 09:56 AM CDT	2020-07-22 09:56 AM CDT		
MVATION WORLDWIDE INC	2020-07-27 06:01 PM CDT	2020-08-18 07:02 PM CDT	AEPA Vendor Quarterly Report Template.pdf AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Signature Forms - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf	
ACDI	2020-07-22 07:13 AM CDT	2020-08-19 07:28 AM CDT	AEPA Vendor Quarterly Report Template.pdf AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Signature Forms - Digital MFDs, Printers, etc Final.ndf AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx	
Dodge Data & Analytics	2020-07-20 12:13 PM CDT	2020-08-16 12:24 PM CDT	· · · · · ·	
Dodge Data & Analytics	2020-07-20 12:13 PIVI CD1	2020-00-10 12:24 PIVI CD1	1	

ecoprintQ	2020-07-27 12:47 PM CDT	2020-07-27 12:49 PM CDT	AEPA Vendor Quarterly Report Template.pdf AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - D - Questionnaire - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf	
L&L Supplies	2020-07-21 10:06 AM CDT	2020-07-21 10:06 AM CDT	AEPA Vendor Quarterly Report Template.pdf AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf	
GovConnection, Inc.	2020-07-22 09:13 AM CDT	2020-07-22 09:16 AM CDT	AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
NPA Computers, Inc.	2020-07-22 08:19 AM CDT	2020-08-12 07:39 AM CDT	AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules Related Services - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA IFB 021-C Part F - Digital Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc Final.xlsx AEPA Vendor Quarterly Report Template.pdf AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.doc4 AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf	
RICOH USA	2020-07-21 07:49 AM CDT	2020-08-13 11:25 AM CDT	AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final_Amended 7.29.20.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc Final.pdf AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers, etc Final.pdf	
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			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
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			AEPA Vendor Quarterly Report Template.pdf	
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			MFDs, Printers, etc Final.xlsx	
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			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
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			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx	
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			etc Final.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
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Howard Industries, Inc.	2020-07-21 03:53 PM CDT	2020-07-21 03:54 PM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
Benchmark Business Solutions	2020-07-21 03:57 PM CDT	2020-07-21 03:57 PM CDT		
ARC Document Solutions	2020-07-22 04:35 PM CDT	2020-07-29 10:35 AM CDT	AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx	
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			AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules	
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			MFDs, Printers, etc Final.xlsx	
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			Printers, etc Final.xlsx	
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			Printers, etc Final.xlsx	
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Xerox Corporation	2020-07-22 08:43 AM CDT	2020-07-22 08:46 AM CDT	AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
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Riverside Technologies, Inc.	2020-07-31 08:50 AM CDT	2020-08-19 08:53 AM CDT	AEPA Vendor Quarterly Report Template.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
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			Printers, etc Final.xlsx	
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			Digital MFDs, Printers, etc Final.xlsx	
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PaperCut Software	2020-07-20 12:27 PM CDT	2020-07-20 12:29 PM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
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Ford Business Machines, Inc.	2020-07-23 08:24 AM CDT	2020-08-13 01:49 PM CDT	AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
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			Related Services - Digital MFDs, Printers, etc Final.xlsx	
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			Printers, etc Final.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
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			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
Ricoh USA, Inc	2020-07-22 12:27 PM CDT	2020-07-24 02:02 PM CDT	AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs,	
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Konica Minolta Business Solutions	2020-07-24 02:27 PM CDT	2020-07-24 02:29 PM CDT	AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
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			Final.pdf	
CJIS GROUP LLC	2020-07-23 07:33 AM CDT	2020-07-23 07:33 AM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
CDW Government LLC	2020-07-21 04:14 PM CDT	2020-07-21 04:14 PM CDT	AEPA Vendor Quarterly Report Template.pdf	
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			MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
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			etc Final.pdf	
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Corporation			8.21.20.pdf	
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			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
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			MFDs, Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs,	
			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etc Final.pdf	
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			Printers, etc Final.xlsx	
			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
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			AEPA IFB 021-C Part D - Questionnaire - Digital MFDs, Printers, etc Final.docx	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etcAmended 8.21.20.pdf	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
	_		etc Final.pdf	
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			AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
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			etc. Amended 8.21.20.pdf	
			AEPA IFB 021-C Part E - Signature Forms - Digital MFDs, Printers, etc Final.pdf	
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			etc Final.pdf	
Superior Document Solutions	2020-08-14 04:50 PM CDT	2020-08-19 07:25 AM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
			7.29.20.pdf	
LAKESHORE EQUIPMENT	2020-07-21 02:04 PM CDT	2020-08-03 12:31 PM CDT	AEPA IFB 021-C Part B - Specifications - Digital MFDs, Printers, etcAmended	
COMPANY DBA LAKESHORE			7.29.20.pdf	
LEARNING MATERIALS			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final_Amended 7.29.20.pdf	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
			AEPA IFB 021-C Part F - Pricing Workbook - Form F.9-F.11 - Discounts Schedules	
			Related Services - Digital MFDs, Printers, etc Final.xlsx	
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			AEPA IFB 021-C Part A - Terms and Conditions - Digital MFDs, Printers etc	
			Final.pdf	
			AEPA IFB 021-C Part C - Member Agency (State) Ts and Cs -Digital MFPs, Printers,	
			etc Final.pdf	
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	Part D - Questionnaire	Part E - Signature Forms	Part F - Pricing Workbook	Exhibit A - Financial Health	Other (Optional)	Send to Bid Committee
Responding Company Names	Complete: Y or N	Complete: Y or N	Complete: Y or N	Complete: Y or N		Y or N
021-C Digital MFDs, Printers, Documen	<sup>2</sup> rinters, Docume		t Lifecycle Accessories and Services	Services		
Epson America, Inc. 3131 Katella Avenue Los Alamitos, CA 90720	7	X	Y	٨	Marketing Plan	~
Konica Minotla, Inc. 1595 Spring Hill Road, Ste 410 Vienna, VA 22182	>	~	>	~	Additional Services Warranty Conferences Dealer List Brand Locations Agreements Lease Agreements Non Appropriation	>
Kyocera Document Solutions Inc. 225 Sand Road Fairfield, NJ 07004	>	7	*	~	Delivery & Accept Funding Addendum Lease Agreement Municipal Authorization W9 Dealers Cover Letter Compliance Letter Training Template	~
Opening Date:	September 9, 2020		Opening Time:	12:30 p.m. CT		
Exec. Bid Committee Chair:	Jane Eastes AIAL Calined by.	=Docusigned by: Jalas, Eastes ==0998832283040A				
		Witnesses:	George W	George Wilson - AEPA	Tina Smith - KS	
			Andrew I	Andrew Pickens - TX	Judy Hall - FL	
			Ken Sv	Ken Swink - OH	Jane Eastes - ND	0
			Thomas	Thomas Kim - WA	Melissa Mattson - MN	MN
			Anna Marie	Anna Marie Hollander - Ml	Lisa Truax - MN	
			Kevin Be	Kevin Benson - GA	Lori Mittelstadt - MN	ΝN
			Larche	Larche Hardy - FL		



Association of Educational Purchasing Agencies Tabulation Report IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

Vendor: Epson America, Inc.

### **General Comments:**

General Attachments: Exhibit A - Financial Health Documents - Epson America, Inc.pdf Exhibit B - Marketing Plan - Epson America, Inc.pdf Part D - Questionnaire - Epson America, Inc.pdf Part E - Signature Forms - Epson America, Inc.pdf Part F - Pricing Schedule - Epson America, Inc.xlsx Price List\_Catalog - Epson America, Inc.pdf



# Part D - Questionnaire Association o AEPA IFB 021-C PURCHASING Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

### **Instructions**

This questionnaire contains forms and requests for information required by AEPA for vendor evaluation for responsiveness and responsibility.

To submit the required forms, follow these steps:

- 1. Read the documents in their entirety.
- 2. Bidders must use Part D Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
- 3. Complete all questions.
- 4. Save all pages in the correct order to a <u>single PDF format</u> titled "*Part D Questionnaire Name of Bidding Company*".
- 5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Part D – Questionnaire – Name of Bidding Company":

Company Information Service Questionnaire Exceptions Deviations

# **Company Information**

Name of Bidding Company:	Epson America, Inc.
Company Address:	3131 Katella Ave.
City, State, zip code:	Los Alamitos, CA 90720
Website:	https://epson.com/usa
Contact Person:	Janille Miyake
Title:	Senior Contracts Specialist
Phone:	626-512-6101
Email:	janille.miyake@ea.epson.com

### Background

**Note:** Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its investigation of the company.

This business is a: X public company				_	privately owned company
In what year was this business s	tarted unde	r its pro	esent name?	_	1945
Under what additional, or, forme operated?	er name(s) l	nas you	r business	_	
Epson America, Inc. is a wholly ow	ned subsidia	ry of Sei	iko Epson Corpo	oration	
Is this business a corporation?	N	0	X	Yes.	If yes, complete the following:
Date of Incorporation:	1945				
State of Incorporation:	California				
Name of President:	Keith Kratz	0			
Name(s) of Vice President(s):					o Stinchi; Hiromu Koyama; Kendra Jones;
		ews; Mi	chael Isgrig; Mic	hele Hof	ff; Paulo Ferraz; Richard Miller; Thomas
	Versfelt				
Name of Treasurer:	Andrea Zoe				
Name of Secretary:	Hiromu Ko	yama			
Is this business a partnership? Date of Partnership:	X	No		Yes.	If yes, complete the following:
State Founded:					
Type of Partnership, if applicabl	e:				
Name(s) of General Partner(s):					
Is this business individually own Date of Purchase: State Founded:	ed?	Х	No		Yes. If yes, complete the following:
	-				

Name of Owner/Operator:							
Is this business different from th If yes, describe the company's fo		X gin and n		Ye es of the princ	-		
Is this business women-owned?		Х	No	Ye	S		
Is this business minority-owned?			No	Ye	s		
Does this business have an Affirmative Action plan/statement?    X    No    Yes							
Business Headquarter Locati	on						
Business Address	3131 Katella Ave.						
City, State, zip code	Los Alamitos, CA 90720						
Phone	1-800-463-7766						
How long at this address?	~1 month; Epson relocated	l its heado	uarters after	being in Long H	Beach, CA for 22 years		
Business Branch Location(s)							
Branch Address	1650 Glenn Curtiss Street						
City, State, zip code	Carson, CA 90746						
Branch Address	2350 Stafford Road						

How long at this address?	$\sim$ 1 month; Epson relocated its headquarters after being in Long Beach, CA for 22 years					
<b>Business Branch Location(s)</b>						
Branch Address	1650 Glenn Curtiss Street					
City, State, zip code	Carson, CA 90746					
Branch Address	2350 Stafford Road					
City, State, zip code	Plainfield, IN 46168					
Branch Address						
City, State, zip code						
Branch Address						
City, State, zip code						

\*If more branch locations exist, insert information here or add another sheet with the above information.

## **Sales History**

Provide your business's annual sales for 2018, 2019, and 2020 YTD in the United States by the various public segments.

	2018	2019	2020 YTD			
K-12 (public & private), Educational						
Service Agencies						
Higher Education Institutions						
Counties, Cities, Townships, Villages	For financial details, please visit: https://global.epson.com/IR/financial_results/					
States						
Other Public Sector & Non-profits						
Private Sector						
Total						

# Work Force

**Key Contacts and Providers:** Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email				
Contract Manager	Janille Miyake	Sr. Contracts	626-512-6101	janille.miyake@ea.epson.com				
		Specialist						
Sales Manager	Patty O'Brian	Director,	562-290-5233	patty.obrian@ea.epson.com				
		<b>Commercial Sales</b>						
Customer & Support								
Manager								
Distributors, Dealers,								
Installers, Sales Reps								
Consultants &	Epson maintains long-standing relationships with many of the world's largest resellers. End users will contact the Epson Authorized Dealers listed on pages 6 and 7 of this Questionnaire for these services.							
Trainers								
Technical,								
Maintenance &								
Support Services								
Quotes, Invoicing &								
Payments								
Warranty & After the								
Sale								
Financial Manager								

Sales Force:Provide total number and location of salespersons employed by your business in the United States<br/>by completing the following: (To insert more rows, hit the tab key from the last field in the State column.)Number of Sales RepsCityState

Epson partners with Epson Authorized Dealers located in all AEPA Member States.

**Service/Support and Distribution Centers:** Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: (*To insert more rows, hit the tab key from the last field in the State column.*)

Center Type	City	State
Distribution	Carson	CA
Distribution	Plainfield	IN

## Marketing

**Key Marketing Contact(s):** List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.* 

Name	Title	Phone	Email
Debra Merritt	Manager, Commercial	562-362-1933	debra.merritt@ea.epson.com
	Channel Marketing		
Danial Abbas	Print Specialist	714-504-5104	danial.abbas@ea.epson.com
Gary Carrieri	Print Specialist	201-492-0059	gary.carrieri@ea.epson.com

**Marketing Activities:** Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2019–2020 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

Epson plays a big role in most, if not all, educational national/local/regional events across the US. Typically, we exhibit at the list below events with a large presence via sponsorships and exhibit space.

- Texas Computer Education Association (FETC); all regions
- InfoCom
- Educause (all regions)
- PETE
- NJ TechSpo
- MASSCUE
- GAETC
- CUE

**Cooperative Marketing:** Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. <u>Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response:</u> process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

Epson has been engaged with many education-type events: trade shows, local, regional, and national. In addition to all the event support, we have a full team dedicated across the country to help deploy and support education and help promote, generate awareness. The team includes an Epson Print Specialist and Field Marketing Specialist; all can provide digital logos, signage, white papers and more. It's a very simple process to engage our team, via one of our authorized BusinessFirst dealers or directly by reaching out to Danial Abbas/Gary Carrieri (see Key Marketing Contacts above). Generally, either individual will respond within the same business day. Both have direct access to our Epson Marcom team and/or to our Field Marketing team. We're always looking to ways to be creative and to support AEPA's efforts to generate awareness, via support through events, publications, and web.

**Sales Training:** Explain how your business will educate your sales force staff on the AEPA contract including timing, methods, etc.

Epson conducts sales training for our Epson Authorized Dealers by providing direct access to online tools and resources, products, parts and accessories. Training is conducted by Epson in Channel Marketing, Field Marketing, and Inside Sales in virtual and in-person meeting formats.

### **Environmental Initiatives**

Describe how your products and/or services support environmental goals.

At Epson, our commitment to environmental conservation and sustainability goes beyond any single day or month. In fact, Seiko Epson Corporation has a history of environmental projects and policies that dates back to the company's earliest years and continues today. From becoming the world's first company to phase out chlorofluorocarbons (CFCs) from operations to working to reduce greenhouse gas emissions to outlining an environmental vision that carries us to the year 2050, Epson is focused on playing a part in creating a better world, with programs that span the globe. Closer to home, Epson's Environmental Policy dictates our commitment to the continuous improvement of our environmental system, compliance to laws and regulations, and the prevention of pollution. This even carries into the environmentally aware organizations we support through our Focused Giving Program, including the Aquarium of the Pacific and the Los Angeles Arboretum Foundation in Southern California as well as Freewheelin' Community Bikes in Indianapolis, IN.

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

For the past two decades, Seiko Epson Group has established goals to reduce GHG emissions. You may access our sustainable history from the link <u>https://global.epson.com/SR/environment/index.html</u>.

We welcome the opportunity to collaborate with you with regards to SmartWay, EPEAT, Energy Star, Eco Education, and the Epson Recycling Program. Please see the following link for collaborative programs: <u>https://epson.com/about-us-environment</u>.

### Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following **must be answered**:

**Selection Criteria for Independent Providers:** Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

Epson selects its Authorized Dealer by the following criteria:

- Dealer has proven marketing capabilities to drive sales through this contract
- Dealer is appropriately Epson Authorized to sell and service all products on contract
- The dealer's service area is geographically located to meet all SLA's as stated in this AEPA solicitation
- Dealers have experience and the ability to sell to and service individual member agency participating entities as stated in this AEPA solicitation

**Current Subcontractors, Distributors, Installers, Etc.:** Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

Epson's Authorized Dealers for AEPA consist of the following:

ABC Technology Rentals, Inc. Advanced Business Systems Inc. Advanced Copiers & Printers, Inc. Advanced Imaging Solutions Inc. Alternative Business Concepts AM Copiers, Inc. American Development Services, Corp. dba American Document Solutions A-Plus Business Systems, Inc. Automated Business Products of Colorado, LLC Bay Reprographic & Supply, Inc. Better Office Systems, LLC BizDoc, Inc.

Boston Business Technology, Inc. Business Copy Associates, Inc. Business Equipment Dist. Inc. Carolina Business Equipment, Inc. Complete Business Systems International, Inc. Coordinated Business Systems, Ltd. Copier Resources, Inc. Copi-Rite, Inc. dba The Rite Group Copy Link, Inc. Copy Products, Inc. Copy Systems, Inc. CRS West, Inc. dba Coastal Reprographic Services DaVinci Reprographics, Inc. dba DaVinci iSolutions deRenzy Business Technologies, Inc. Document Solutions, Inc. Duplicator Sales & Service, Inc. Eastern Engineering Supply, Inc. Engineering Supply & Imaging, Inc. Engineers Reprographics & Supply Co., Inc. **Epic Office Solutions, LLC** Fenton's Office Solutions. Inc. Flex Technology Group Texas Franz Reprographics, Inc. Hard Drive Outlet of Mitchell, Inc. dba The Office Advantage **JCM Distributors LLC JQ Office Equipment of Omaha Inc** KBL, Inc. dva Abadan Tri-Cities Kelley Imaging Systems, Inc. dba Kelley Connect Lubbok Office Suppliers, Inc. Matrix Business Systems, Inc. Miller Imaging and Digital Solutions, Inc. Mingoia's Faxworld, Inc. dba Surf City Copiers National Reprographics, Inc dba BluEdge Nickgrace, Inc. Office Technologies, LLC Onyx Business Solutions of Florida, Inc. dba Total Office Technologies of Florida Print-O-Stat, Inc. Professional Plotter Technology, Corp. Pulse Technology of Illinois Inc. R.S. Knapp Co, Inc. Repro Graphics, Inc. dba Selby's River Bend Business Products, Inc. Rocky Mountain Blueprint & Supply, Co. Seminole Office Solutions, Inc. Smile Business Products, Inc. Source Business Solutions, LLC Ultrex Business Solutions, Inc. Weaver Associates, Inc. Your Copier Source, LLC

### Disclosures

**Financial Health (REQUIRED):** AEPA requires reports that describe the financial soundness of your organization. Accepted financial reports include balance sheets and Profit & Loss statements for the past three years (2017, 2018, 2019), a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies). Reports must be for the three years prior to this solicitation. Scan the report(s) into a PDF document and title as per the instructions.

For confidentiality, respondents may choose to send the report(s) by email directly to the AEPA Executive Director, George Wilson, at <u>georgewilson.aepa@outlook.com</u>. The reports will be held through the end of the protest period for the solicitation after which they will be destroyed. The pdf report(s)must be received by the AEPA Executive Director before the due date and time of the solicitation opening.

### Legal: Does this business have actions currently filed against it?

Yes

No

Х

Epson has no current Government actions filed against the company.

If **Yes**, <u>AN ATTACHMENT IS REQUIRED</u>: List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

### References

Provide contact information of your business's five largest public agency customers:AgencyNameTitlePhoneEmail

Ag	ency	Name	Title	Phone Number	Email
1.	League House	Allan Boxler	Principal, R3 Copier Solutions Inc.	858-454-5266	allan@r3biz.com
2.	Washington County Water Conservatory	Richard Preston	Principal	435-673-3617	richard@prestonoffice.com
3.	Brevard County Schools	Daren Bolton	Manager/Printing Services	321-633-1000 x785	bolton.daren@brevardschools.org
4.	Gates County Public Schools c/o Source Business Systems	Adrienne Millard	Director of Sales and Operations	864-764-4644	amillard@sbsolution1.com
5.	Valencia College c/o Seminole Office Systems	Terry Willcox	Vice President	407-830-7950	terryw@sosfla.com

# Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). *Note: A Bidder must be <u>willing and able</u> to deliver the proposed products and/or services to 90% of the participating AEPA Member States, unless otherwise stated within Part B Technical Specifications.* 

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California		Yes	X	<u>X</u>
Colorado		Yes	<u>X</u>	<u>X</u>
Connecticut		Yes	X	<u>X</u>
Florida		Yes	X	<u>X</u>
Georgia		Yes	X	<u>X</u>
Illinois		Yes	X	<u>X</u>
Indiana		Yes	X	<u>X</u>
Iowa		Yes	X	<u>X</u>
Kansas		Yes	X	<u>X</u>
Kentucky		Yes	X	<u>X</u>
Massachusetts		Yes	X	<u>X</u>
Michigan		Yes	X	<u>X</u>
Minnesota		Yes	X	<u>X</u>
Missouri		Yes	X	X
Montana		Yes	X	<u>X</u>
Nebraska		Yes	X	X
New Jersey		Yes	X	<u>X</u>
New Mexico		Yes	X	<u>X</u>
North Dakota		Yes	X	X
Ohio		Yes	X	<u>X</u>
Oregon		Yes	X	<u>X</u>
Pennsylvania		Yes	X	<u>X</u>
South Carolina		Yes	X	<u>X</u>
Texas		Yes	<u>X</u>	<u>X</u>
Virginia		Yes	<u>X</u>	<u>X</u>
Washington		Yes	X	<u>X</u>
West Virginia		Yes	X	<u>X</u>
Wisconsin		<u>Yes</u>	<u>X</u>	<u>X</u>
Wyoming		Yes	X	<u>X</u>

e-Commerce: Does this business have an e-commerce website?

No X Yes

If YES, what is the website?

https://epson.com/buy-direct-estore

**Customer and Support Service:** It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options?	No	Х	Yes
Does this business have a toll-free customers support phone option?	No	Х	Yes
Does this business offer local customer and support service options?	No	Х	Yes

**Training:** If applicable, does this business offer customer training for the products and services sold? No X Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

Epson conducts sales training for our Epson Authorized Dealers by providing direct access to online tools and resources, products, parts and accessories. Training is conducted by Epson personnel in Channel Marketing, Field Marketing, and Inside Sales in virtual and in-person meeting formats.

### **Pricing:**

Is your pricing methodology guaranteed for the term of the contract?		No	X	Yes
Will you offer customized price lists to participating entities as required per the pricing terms of Part A?		No	X	Yes
Will you offer hot list pricing (optional) as described in the pricing terms of Part A?	Х	No		Yes
Will you offer volume price discounts as described in the pricing terms of Part A?	X	No		Yes

**Competitiveness:** In order for your bid to be considered, your company must offer AEPA prices that are equal to or <u>lower</u> than those normally offered to individual entities or cooperatives with equal or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing your company	No		Yes
offers to individual entities or cooperatives with equal to or lower volume?	_	Х	

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

<u>X</u> Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

\_\_\_\_\_ Pricing is LESS THAN individual customer and/or cooperatives. Lower by \_\_\_\_\_\_%

**Cooperative Contracts:** Does your business currently have contracts with other cooperatives (local, regional, state, national)?

No X Yes

If YES, identify which cooperative and the respective expiration date(s).

PEPPM; expiration is 12/31/21.

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

Epson will lead with AEPA.

**Administrative Fee:** Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".

	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping,			
	handling, administrative fee and other specific state costs are added to arrive at total price offered to			
	the Individual AEPA Member Agency.			
	The pricing for the products and/or services is inclusive of the administrative fee and therefore the			
	pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs			
	are added to the adjusted AEPA Member Agency's price.			
Х	The pricing for the products and/or services includes <b>ALL</b> (shipping, handling, administrative fee,			
	other) costs to arrive at a single price for all AEPA Member Agencies.			

Shipping & Handling: Orders that are \$50.00 or more shall include shipping and handling.	Shipping is
What is the flat rate your company will charge, regardless of where shipped in the continental	included in in
United States, for orders less than \$50.00?	the pricing,
	even for
	orders less
	than \$50.00.

**Product Returns:** Does your business have a return policy?

No X Yes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

Service and return policy terms are managed at the time of sale between the end user and Epson Authorized Dealer.

<b>Payment Terms:</b> Will your business offer AEPA buyer's a quick pay			
discount?	Х	No	Yes
		-	

If YES, what is the discount? \_\_\_\_\_\_ %Net

**Leasing:** Do your business offer leasing arrangements under this **No** X **Yes** bid?

If Yes, please indicate the rate factor and other cost factors below.

Term	FMV	\$1 Out
36M	0.0317	0.0355
48M	0.0255	0.0278
60M	0.0211	0.0232

Other cost involved with leasing is that the end user is responsible for the following.

- Cost to return at the end of the lease (FMV only)
- PPT
- Insurance

### If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

	sponsibilities of an AEPA Vendor Partner	Yes, indicate	No, indicate
		with an "X"	with an "X"
1.	Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	Х	
2.	Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	Х	
3.	Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	Х	
4.	Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	Х	
5.	On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	Х	
6.	Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	Х	
7.	Attend two (2) AEPA meetings each year (see Part A)	Х	
8.	Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	Х	
9.	Increase sales over the term of the contract with all participating AEPA Member Agencies.	Х	

# Exceptions

### **Instructions:**

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Exceptions to local, state or federal laws cannot be accepted under this bid.

X No, this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
 Yes, this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

DocuSigned by: Signature Theresa Howe 7A7862B855CD4D5...

Name: Theresa Howe

**<u>Title:</u>** Director Sales Operations

# **Deviations**

### **Instructions:**

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Deviations to local, state, or federal laws cannot be accepted under this bid.

X No, this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.

**Yes**, this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation

DocuSigned by:

Signature Turisa Howe

Name: Theresa Howe

**<u>Title:</u>** Director Sales Operations

# **Uniform Guidance "EDGAR" Certification Form** 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent's willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent's authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

### **1.** Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent's return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency's provision shall control.

### 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Respondent agrees that such provision applies to any participating agency purchase or contract that meets the definition of

"federally assisted construction contract" in 41 CFR Part 60-1.3 and Respondent agrees that it shall comply with such provision.

### 4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at <u>www.wdol.gov</u>. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent's acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

### 5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

### 6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

### 7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

#### 8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

#### 9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

#### **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

### **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

#### **12. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By <u>initialing the table (1-12)</u> and <u>signing below</u>, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	<u>Respondent</u> <u>Certification:</u> YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	TH
2. Termination for Cause of Convenience	Yes	(TA
3. Equal Employment Opportunity	Yes	TH
4. Davis-Bacon Act	Yes	TH T
5. Contract Work Hours and Safety Standards Act	Yes	TH
6. Right to Inventions Made Under a Contract or Agreement	Yes	
7. Clean Air Act and Federal Water Pollution Control Act	Yes	TH TH
8. Debarment and Suspension	Yes	TH
9. Byrd Anti-Lobbying Amendment	Yes	TH TH
10. Procurement of Recovered Materials	Yes	TH T
11. Profit as a Separate Element of Price	Yes	(TR)
12. General Compliance with Participating Agencies	Yes	TH

Epson America, Inc.

Name of Business

—Docusigned by: Thuresa Howe

-7A7862B855CD4D5...

ized Representative

Theresa Howe

Printed Name

9/4/2020

Date

# **Solicitation Affidavit**

**Instructions:** This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

- 1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the *Member Agency*, or any employee thereof, or any person, business or corporation under contract with the *Member Agency* whereby the Respondent, in order to induce the acceptance of the foregoing bid by the *Member Agency*, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
- 2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
- 3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the *Member Agency*, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
- 4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
- 5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
- 6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
- 7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Theresa Howe	3131 Katella Ave.	
Authorized Representative (Please print or type)	Mailing Address	
Director, Sales Operations	Los Alamitos, CA 90720	
Title (Please print or type)	City, State, Zip	
theresa Howe	9/4/2020	
747862B855CD4D5 d Representative	Date	
Subscribed and sworn to before me this	day of	
Notary Public in and for County of	State of	
My commission expires on	Signature	
		Enter Notary Stamp



# **Acceptance of Solicitation & Contract**

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

### **PART I: RESPONDENT**

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	Epson America, Inc.	Date	9/4/2020
Address	3131 Katella Ave.	City, State Zip	Los Alamitos, CA 90720
Contact Person	Janille Miyake DocuSigned by:	Title	Senior Contracts Specialist
Authorized Signature	turesa Howe	Title	Director Sales Operations
Email	-7A7862B855CD4D5 janille.miyake@ea.epson.com	Phone	626-512-6101

### PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to twelve (12) months and will commence on the date indicated below and continue until February 28, 2022, unless terminated, canceled, or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency			
Authorized Representative			
Awarded this	day of	Contract Number	
Contract to commence	2.14.122	24	
(Member Agency to select)	3/1/20	21 <b>Or</b>	

and I BW 500 to 10,000 Ad MFD: 24 PPM Ad MFD: 24 PPM Ad MFD: 24 PPM Sheets Sheets	B #021-C Dig	ital Multi-function Devices, Pı Accessories & Services	AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	ocument Lifecycle
Todel:		Accessories .		
Iodel:			& Services	
fodel:		Epson America, Inc.		
Proposed Model: Epson WF Proposed Options: PPM			Evaluation Vo	Evaluation Volume = 2,000 per month
Proposed Options:	66,			
↔ Wdd				
PPM \$		Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Ma	325.00 \$		\$ 1,800.00	\$ 2,125.00
4				
	tandard			
Additional Paper Drawer T6716 Ink Maintenance Box \$	149.99 14.99			
Zone 1:       Local         Rull Service Maintenance &       Supplies Cost per Impression (CPI)         Full Service Maintenance & Supply Cost Per Impression       Supplies Cost per Impression (CPI)		Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPD)
Tier 1: No Minimum 0.025	0.025	0.0263	0.0278	0.0294
Tier 2: 500 Impressions Per Month Minimum 0.025	0.025	0.0263	0.0278	0.0294
Tier 3: 1,000 Impressions Per Month Minimum	0.025	0.0263	0.0278	0.0294

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\*variations noted in blue

COPIER PRICING CHART VOLUME BAND II



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

igital Mulu-function Devices, Finners, Doc Accessories & Services

PURCHASING AGENCIES	<b>Bidding Company Name:</b>	Epson America, Inc.		
Pricing: Volume Band II BW 2,500 to 18,000			Evaluation Vo	Evaluation Volume = $6,000$ per month
Proposed Model: Epson WF-M57	Epson WF-M5799			
Proposed Options:				
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		Supplies for 1 Month Based on Evaluation Volume & Tier 1	Supplies for 36 Months Based on Evaluation Volume & Tier 1	Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 325.00	\$ 150.00	\$ 5.400.00	\$ 5.725.00
Minimum 40 PPM Digital A4 MFD: 24 PPM				
Copy, Print, Scan: X Yes No				
8.5 X 11 to 8.5 X 14 Available Paper Sizes				
Document Feeder				
Auto Duplex				
Single Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution <u>1200 dpi</u>				
Standard Copier Memory 1,024 MB				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution <u>1.200</u> DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _1,024 MB_				
Standard Trayless Auto Duplex Standard interface - Hi-Sneed INB Commatible with INB				
2.0 specification). Wireless LAN IEEE (802.11 b/g/n).				
Wired Ethernet (1000 Base-T/100 Base-TX/10 Base-T).				
Wi-Fi Direct				
USB interface: yes X No				
Enhanced Software solution capability				
Print Drive Compatibility Windows/Apple Version:				
Options:	•			
Additional Paper Drawers	\$ 149.99			
Finisher 30 Sheet Auto Staple One Position	NA			
Fax Feature (with network faxing)	Standard			
Cabinet (Low / Medium / High)	\$165.00 / \$188.00 / \$225			
T6716 Ink Maintenance Box	\$ 14.99			

AEPA IFB 009-D NonColor Pricing Form - Part D

### COPIER PRICING CHART VOLUME BAND II

Tier 1: No Minimum         0.0278         0.0278         0.0294           Tier 2: 1,000 Impressions Per Month Minimum         0.025         0.0263         0.0278         0.0294           Tier 3: 3,000 Impressions Per Month Minimum         0.025         0.0263         0.0278         0.0294           Tier 3: 3,000 Impressions Per Month Minimum         0.025         0.0263         0.0278         0.0294	Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression <i>C</i> PDN
0.025         0.0263         0.0278         0.0278           0.025         0.0263         0.0278         0.0278           0.025         0.0263         0.0278         0.0278					
0.025         0.0263         0.0278         0.0278           0.025         0.0263         0.0278         0.0278	Tier 1: No Minimum	0.025	0.0263	0.0278	0.0294
0.025 0.0263 0.0278 0.0278	Tier 2: 1,000 Impressions Per Month Minimum	0.025	0.0263	0.0278	0.0294
	Tier 3: 3,000 Impressions Per Month Minimum	0.025	0.0263	0.0278	0.0294

\*variations noted in blue

COPIER PRICING CHART VOLUME BAND II



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: **Epson America, Inc.** 

**Proposed Model: No bid** 

Pricing: Volume Band II BW 2,500 to 18,000

Evaluation Volume = 6,000 per month

Pronoced Ontions				
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Supplies for 36 Months Based on Evaluation Volume & Tier 1 Dricing	Based on 36 Month Amortization Plus CPI
Minimum Configuration		• •		<del>\</del>
Minimum 25 PPM Digital MFD: PPM				
Copy, Print, Scan: Yes No				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Auto Duplex				
Dual Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution				
Standard Copier Memory				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
Standard interface:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
Options:				
Document Feeder	-			
Additional Paper Drawers	- \$			
Finisher 30 Sheet Auto Staple One Position	-			
Fax Feature (with network faxing)	- \$			
Cabinet	- \$			
	Zone 1:	Zone 2:	Zone 3:	Zone 4:
Enll Comion Mainton and C. Cumalu Coat Day	Local Full Service Maintenance & Supplies Cost per Impression	25 Mai	50 to 75 Miles Full Service Maintenance & Supplies Cost	Greater than 75 Miles Full Service Maintenance &
run service Maintenance & supply cost ref Impression	(CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression

d J Tier 2: 1,000 Impressions Per Month Minimum Tier 3: 3,000 Impressions Per Month Minimum AEPA IPB 009-D NonColor Pricing Yomm - Part D **Tier 1: No Mimimum** mores iduit

	COPIER F	COPIER PRICING CHART		
Association of Educational	] AEPA IFB #021-C Digit Accessories & Services	<b>Part F.1 – Volume Discounts Schedule</b> PA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle essories & Services	v <b>iscounts Schedule</b> vices, Printers, Docum	ient Lifecycle
	Bidding Company Name:	Epson America, Inc.		
Pricing: Volume Band III BW 5,000 to 25,000	,000		Evaluation Volu	Evaluation Volume = 10,000 per month
Proposed Model: <u>No bi</u> Pronosed Ontions:	el: <u>No bid</u> s:			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration		-	<del>.</del>	- *
Minimum 30 PPM Digital MFD 8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or				
scan, C				
Scan Resolution DPI Emulations: PCL Postscript				
For Networked Units: Standard Memory				
Standard Trayless Auto Duplex				
Network Connectivity: IISB interface: ves No				
patibili	T T			
Standard KAUF Cabinet				
Deptions:				
Dual scan document feeder	-			
Large Capacity Paper Source	\$			
Additional Paper Drawers	ч •			
autori oute Basic Finisher	• •	_		
Saddle Stitch Finisher	-			
Printer Hard Drive ( GB Minimum)	\$			
Hard Drive Erase (ISO standard 15408)	ч •			
Fax Feature (with Network Faxing)	• •			
5				
	Zone 1: Local Full Service Maintenance & Cumbiae Cost nor Immoscion	Zone 2: 25 to 50 Miles Full Service Maintenance & Sumuliae Cost	Zone 3: 50 to 75 Miles Full Service Maintenance & Summing Cost	Zone 4: Greater than 75 Miles Full Convice Mointenance &
Full Service Maintenance & Supply Cost Per Impression	(CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Tier 1. No Minimum				
Tier 2: 5.000 Impressions Per Month Minimum				
Tier 3: 10,000 Impressions Per Month Minimum				

Evaluation Volume = 15,000 per month Supplies Cost per Impression **Purchase Cost of Operation Greater than 75 Miles Full** Service Maintenance & **AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Amortization Plus CPI Based on 36 Month** Zone 4: CPD on Evaluation Volume & Tier 1 **Supplies for 36 Months Based** Full Service Maintenance & Maintenance & Supplies Cost Part F.1 - Volume Discounts Schedule 50 to 75 Miles Full Service per Impression (CPI) Zone 3: Pricing Supplies for 1 Month Based on **Maintenance & Supplies Cost Evaluation Volume & Tier 1** Full Service Maintenance & 25 to 50 Miles Full Service per Impression (CPI) Epson America, Inc. Pricing Zone 2: Accessories & Services Local Bidding Company Name: **Supplies Cost per Impression** Full Service Maintenance & **Purchase Price** (CPI) Zone 1: Proposed Model: No bid Pricing: Volume Band IV BW 8,000 to 30,000 S Proposed Options: Tier 3: 15,000 Impressions Per Month Minimum Print Drive Compatibility Windows/Apple Version: **Tier 2: 8,000 Impressions Per Month Minimum** Full Service Maintenance & Supply Cost Per Association of Educational 1 to 11 X 17 Available Paper Sizes For Networked Units: Standard Memory <u>For Networked Units</u>: Standard Memory 15408 Scan Resolution True 600 DPI capable \_ GB Minimum] sheet Multi-Purpose Tray Fax Feature (with Network Faxing) Erase (ISO standard 1 AEP Standard Trayless Auto Duplex Minimum 40 PPM Digital MFD Large Capacity Paper Source Emulations: PCL Postscript Dual scan document feeder No Network, Print, Scan, Copy Additional Paper Drawers Minimum Configuration 500 Sheets Connectivity: addle Stitch Finisher interface: yes \_\_\_\_ **Tier 1: No Minimum** rinter Hard Drive (\_ Interface Standard RADF Basic Finisher Dual Drawer Impression reless NI( Drive I Punch Unit Color GIII twork Options Cabinet 200 or Wi

AEPA IFB 009-D NonColor Pricing Form - Part D

### COPIER PRICING CHART VOLUME BAND IV

### COPIER PRICING CHART VOLUME BAND V



## Part F.1 - Volume Discounts Schedule

### AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Pricing: Volume Band V BW 10,000 to 45,000

Evaluation Volume = 20,000 per month

Trappose transmenter         Trappose transmenter         Propred Optimization         Propred O	Durning Model.	. No bid			
Furchase Price         Furli Service Maintenance & Supplies for 1 Month Based Evaluation Volume & Trer 1         Full Service Maintenance & Supplies for 36 Months Based Evaluation Volume & Trer 1           E         Paper Sizes         Nonlume & Trer 1         In Pablian Volume & Trer 1         In Supplies for 36 Months Based Evaluation Volume & Trer 1           E         Paper Sizes         Nonlume & Trer 1         In Pablian Volume & Trer 1         In Pablian Volume & Trer 1           E         Paper Sizes         Nonlume & Trer 1         In Pablian Volume & Trer 1         In Pablian Volume & Trer 1           Memory         P         Paper Sizes         S         Pricinum         S           Memory         S         S         Pricinum         S         Pricinum           Memory         S         S         Pricinum         S         Pricinum         S           Memory         S         S         Pricinum         S         S         Pricinum         S           Memory         S         S         S         Pricinum         S         S         Pricinum         S           Memory         S         S         S         S         S         Pricinum         S         S           Memory         S         S         S         S	Proposed Options:				
Flaper Sizes         \$         \$         \$           Plaper Sizes         \$			Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Driving	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
FD Paper Sizes ose Tray . Memory . Memory . Memory 	Minimum Configuration				, ,
: Paper Sizes ose Tray Memory 	Minimum 50 PPM Digital MFD				
ose Tray	8.5 X 11 to 11 X 17 Available Paper Sizes				
ose Tray Memory	Dual Drawer 500 Sheets				
. Memory	200 or sheet Multi-Purpose Tray				
. Memory	Scan Resolution DPI				
ard Memory lex indows/Apple Version: r dex dex farintm) ard 15408)	For Networked Units: Stand. Memory				
ard Memory	Color GUI Interface				
ard Memory	Network, Print, Scan, Copy				
ard Memory	Scan Resolution DPI				
ard Memory	Emulations: PCL Postscript				
llex indows/Apple Version: irGB) llexGB) lexGB) lexGB) minimum) faring) faxing)	For Networked Units: Standard Memory				
r rGB) lexGB) lexGB) lexGB) lexB lexB minimum) faring)	Standard Trayless Auto Duplex				
indows/Apple Version: rGB) lexGB) e e minimum) add 15408) faxing)	Network Connectivity:				
indows/Apple Version: rGB) lexBB e e minimum) ard 15408) faxing)	USB interface: yes No				
(GB)	Print Drive Compatibility Windows/Apple Version:				
(m)					
(m)	Standard Trayless Auto Duplex				
(m)	Standard RADF				
(m)	Cabinet				
m) 408)	Options:				
408)	Dual scan document feeder				
(m) 408)	Large Capacity Paper Source	- \$			
(m) 408)	Additional Paper Drawers	- \$			
m) 408)	Punch Unit	- \$			
(m) 408)	Basic Finisher	- \$			
408)	Saddle Stitch Finisher	- \$			
408)		- \$			
	Hard Drive Erase (ISO standard 15408)	- \$			
	Wireless NIC	- \$			
	Fax Feature (with Network Faxing)				

Full Service Maintenance & Supply Cost Per Impression	Zone 1:Zone 2:Local Full Service Maintenance &25 to 50 Miles Full ServiceSupplies Cost per ImpressionMaintenance & Supplies Cos(CPI)per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CP1)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPD)
Tier 1: No Minimum				
Tier 2: 10,000 Impressions Per Month Minimum				
Tier 3: 25,000 Impressions Per Month Minimum				

### COPIER PRICING CHART VOLUME BAND VI



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: Epson America, Inc.

Pricing: Volume Band VI BW 25,000 to 100,000	лиши сошрану манис.		Evaluation Vol	Evaluation Volume = 50.000 ner month
Proposed Model:	Proposed Model: Epson WF-M20590F			
Proposed Options:				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Division	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 10,250.00	\$ 300.00	\$ 10,800.00	\$ 21,050.00
Minimum 60 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 or 4 x 550 Sheets				
Single 3,000 Sheet Paper Deck				
Scan Resolution DPI 1 200				
	Ŧ			
Network, Print, Scan, Copy	T			
Emulations: PCL Postscript				
For Networked Units: Standard Memory 3,264 MB				
Standard Trayless Auto Duplex				
Network Connectivity: SuperSpeed USB 3.0, Wireless, Wi-Fi				
7				
USB interface: yes <u>A</u> No				
Print Drive Compatibility Windows/Apple Version:				
orked Un				
Standard 320 GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
Options:				
Large Capacity Paper Source	Included in purchase price			
Additional Paper Drawers	NA			
Punch Unit	NA			
Basic Finisher	\$ 2,000.00			
Saddle Stitch Finisher	NA			
Printer Hard Drive (320 GB Minimum)	Standard			
Hard Drive Erase (ISO standard 15408)	Standard			
Wireless NIC	Standard			
Fax Feature (with Network Faxing)	Standard			
	Zone 1: Local Full Service Maintenance &	Zone 2: 25 to 50 Miles Full Service	Zone 3: 50 to 75 Miles Full Service	Zone 4: Greater than 75 Miles Full
T. II Comiton Maintenance 0. Comula Cast Das Lancordas	Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Supplies Cost per Impression
ruit service Maintenance & suppry cost rer filipression				UCDU

700.0 0.0071 00.007

0.0067 0.0067 0.0067

0.0063 0.0063 0.0063

0.006

Tier 1: No Minimum Tier 2: 25,000 Impressions Per Month Minimum Tier 3: 40,000 Impressions Per Month Minimum

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AEPA IFB 009-D NonColor Pricing Form - Part D

Tier 1: No Minimum Tier 2: 50,000 Impressions Per Month Minimum Tier 3: 100,000 Impressions Per Month Minimum

0.0071 0.0071 0.0071

0.0067 0.0067 0.0067

0.0063 0.0063 0.0063

0.006 0.006 0.006

Association of Educational	Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	Part F.1 - Volume Discounts Schedule gital Multi-function Devices, Printers, Accessories & Services	iscounts Schedule Devices, Printers, D & Services	ocument Lifecycle
	ng Company Name:	Epson America, Inc.	Evaluation Volu	Evaluation Volume = 250,000 per month
Proposed Model: Proposed Options:	: Epson WF-M20590F ::			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 10,250.00	\$ 1,500.00	\$ 54,000.00	\$ 64,250.00
Minimum 90 PPM Console Digital MFD				
8.5 X 11 to 11 X 1/ Available Paper Sizes Dual Drawer 500 Sheets - 4 x 550 sheets				
Single 1,000 Sheet Paper Deck				
150 or				
Scan Resolution True oud DPT capable Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory 3,264 MB				
Standard 1 rayless Auto Duplex Network Connectivity- SunerSneed IISB 3.0 Wireless Wi-Fi				
Direct@, 1000Base-T/100Base-TX/10Base-T. NFC				
USB interface: yes X No				
Print Drive Compatibility Windows/Apple Version: For Natworbad Huite: Standard Memory 3 264 MR				
Standard 320 GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
Upuons: Large Canacity Paner Source	Included in nurchase price			
Additional Paper Drawers	NA NA			
Punch Unit	NA			
Basic Finisher	\$ 2,000.00			
Drintor Hard Drive ( 220 CB Minimum)	Ctandard Ctandard			
SO stanc	Standard			
Wireless NIC	Standard			
Fax Feature (with Network Faxing)	Standard			
	Zone 1: Local	Zone 2:	Zone 3:	Zone 4:
	Full Service Maintenance & Sumilies Cost ner Immression (CDI)	25 to 50 Miles Full Service Maintenance & Sumilies Cost	50 to 75 Miles Full Service Maintenance & Sunnlies Cost	Greater than 75 Miles Full Service Maintenance &
		per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Full Comiton Maintenana, 0. Cumula Coot Don Linearonian				
r un service малисналсе & supply cost rer ипргезsion				
Tier 1: No Minimum	0.006	0.0063	0.0067	0.0071
Tier 2: 100,000 Impressions Per Month Minimum	0.006	0.0063	0.0067	0.0071
Tier 3: 250,000 Impressions Per Month Minimum	0.006	0.0063	0.0067	0.0071

AEPA IFB 009-D NonColor Pricing Form - Part D

### COPIER PRICING CHART VOLUME BAND VIII

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### AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: Epson America, Inc.

Color Evaluation Volume =

500

# Pricing: Volume Band I Color 500 to 1,000 Proposed Model: Epson WF-C579R Proposed Options:

	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		<b>Color Supplies for 1 Month</b>	<b>Color Supplies for 36 Months</b>	Based on 36 Month
		Based on Evaluation Volume & Based on Evaluation Volume &	Based on Evaluation Volume &	Ammortization Plus CPI
Minimum Configuration	\$ 886.50	\$ 25.00	\$ 900.00	\$ 1.786.50
30 PPM B&W 30 PPM Color Digital A4 MFD (24 PPM B&W / 24 PPM				
[00]01]   8 5 Y 11 to 8 5 Y 14 Available Danar Sizae				
0.5 A 11 to 0.5 A 17 Available 1 aper 5125 Single Drawer 500 Sheets				
100 or <u>80</u> sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet (Medium Cabinet)				
Options:				
Additional Paper Drawer	\$ 149.99			
Fax Feature (with Network Faxing)	Standard			
Printer Hard Drive (40 or GB Minimum)	NA			
T6716 Ink Maintenance Box	\$ 14.99			
Low Optional Cabinet	\$ 165.00			
Tall Optional Cabinet	\$ 225.00			

Z St Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression <i>CPD</i>
Tier 1: No Mimimum Color	0.0500	0.0526	0.0556	0.0588
Tier 1: No Mimimum Black & White	0.0133	0.014	0.0148	0.0156
Tier 2: 500 Impressions Per Month Minimum Color	0.0500	0.0526	0.0556	0.0588
Tier 2: 500 Impressions Per Month Minimum Black & White	0.0133	0.014	0.0148	0.0156
Tier 3: 1,000 Impressions Per Month Minimum Color	0.0500	0.0526	0.0556	0.0588
Tier 3: 1,000 Impressions Per Month Minimum Black & White	0.0133	0.014	0.0148	0.0156

\*variations noted <mark>in red</mark> and blue

COLOR COPIER PRICING CHART VOLUME BAND II



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Pricing: Volume Band II 1,000 to 3,000

Bidding Company Name: Epson America, Inc. Color Evaluation Volume =

1,000

Proposed Model:	Proposed Model: Epson WF-C878R			
Proposed Options:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tier 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tier 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$ 3,492.03	\$ 40.40	\$ 1,454.40	\$ 4,946.43
25 PPM B&W 20 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or <u>150</u> sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	NA			
Dual Scan Document Processor	Standard			
Additional Paper Drawers	\$ 317.03			
3 - Hole Drill	AN			
Basic Finisher	NA			
Printer Hard Drive (40 or GB Minimum)	NA			
Fax Feature (with Network Faxing)	\$ 637.50			
Ink Maintenance Box	\$ 34.13			
Optional Stand	\$ 187.50			

Tier 1: No Mimimum Color0.04040.0425Tier 1: No Mimimum Black & White0.00790.0083Tier 2: 1,000 Impressions Per Month Minimum Color0.04250.0425		
0.0404 0.0079 0.0404		
0.0079 0.0404	0.0449	0.0475
0.0404	 0.0088	0.0093
	0.0449	0.0475
Tier 2: 1,000 Impressions Per Month Minimum Black & White 0.0079 0.0083	 0.0088	0.0093
Tier 3: 2,500 Impressions Per Month Minimum Color 0.0404 0.0425	0.0449	0.0475
Tier 3: 2,500 Impressions Per Month Minimum Black & White 0.0079 0.0083	0.0088	0.0093

\*variations noted in blue AEPA IFB 009-D Color Copier Pricing Form - Part D COLOR COPIER PRICING CHART VOLUME BAND III



Pricing: Volume Band III 2,000 to 10,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Epson America, Inc.

Color Evaluation Volume =

5,000

	Error WE COTOD			
Proposed Model: Epson Proposed Options:	Epson			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		<b>Color Supplies for 1 Month</b>	<b>Color Supplies for 36 Months</b>	Based on 36 Month
		Based on Evaluation Volume & Tier 2 Color	Based on Evaluation Volume & Based on Evaluation Volume & Tiar 2 Color	Ammortization Plus CPI
Minimum Configuration	\$ 3,492.03	\$ 202.00	\$ 7,272.00	\$ 10,764.03
(moley Mud 30 / Mud 30 Mud 30 Million moley Mud 00 Mud 00				
30 F FM D&W 30 F FM COIOL DIGITAL M LO C FF M D&W / 23 F FM COIOL / 0 F Y 11 1 Y 17 A.milahla Damar Ciraa				
0.5 A 11 U0 11 A 1/ AVAIIADIE FAPEI SIZES Diral Drawer 500 Sheefs				
100 or 150 sheet Multi-Purpose Trav				
Scan Resolution True 600 DPI capable				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	NA			
Additional Paper Drawers	\$ 317.03			
Dual Scan Document Processor	Standard			
Finisher with 3 - Hole Drill	NA			
Basic Finisher	NA			
Saddle Stitch Finisher	NA			
Printer Hard Drive (40 or GB Minimum)	NA			
Fax Feature (with Network Faxing)	\$ 637.50			
	Zone 1.	Tone 7.	70ng 3.	7one 4.

	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance &	25 to 50 Miles Full Service	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>
	Supplies Cost per Impression	Maintenance & Supplies Cost	Maintenance & Supplies Cost	Service Maintenance &
	(CP1)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression				
Tier 1: No Mimimum Color	0.0404	0.0425	0.0449	0.0475
Tier 1: No Mimimum Black & White	0.0079	0.0083	0.0088	0.0093
Tier 2: 5,000 Impressions Per Month Minimum Color	0.0404	0.0425	0.0449	0.0475
Tier 2: 5,000 Impressions Per Month Minimum Black & White	0.0079	0.0083	0.0088	0.0093
Tier 3: 7,500 Impressions Per Month Minimum Color	0.0404	0.0425	0.0449	0.0475
Tier 3:7,500 Impressions Per Month Minimum Black & White	0.0079	0.0083	0.0088	0.0093

\*variations noted in red

AEPA IFB 009-D Color Copier Pricing Form - Part D

COLOR PRICING CHART VOLUME BAND IV



Pricing: Volume Band IV 5,000 to 10,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Epson America, Inc.

Proposed Model: Epson WF-C879R

Color Evaluation Volume =

7,500

Proposed Options:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tior 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tior 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$ 3,492.03	\$ 303.00	\$ 10,908.00	\$ 14,400.03
40 PPM B&W 40 PPM Color Digital MFD (26 PPM B&W / 25 PPM Color)				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or <u>150</u> sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	NA			
Additional Paper Drawers	\$ 317.03			
Dual Scan Document Processor	Standard			
Finisher with 3 - Hole Drill	NA			
Basic Finisher	NA			
Saddle Stitch Finisher	NA			
Printer Hard Drive (40 or GB Minimum)	NA			
Fax Feature (with Network Faxing)	\$ 637.50			
	Zone 1: Local Full Service Maintenance & Sumhiae Cost nor Immession	Zone 2: 25 to 50 Miles Full Service Maintenance & Summing Cost	Zone 3: 50 to 75 Miles Full Service Maintenance & cumplice Coet	Zone 4: Greater than 75 Miles Full Service Maintenance &
	(CPI) (CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression				

\*variations noted in red

Tier 1: No Mimimum Black & White Tier 2: 7,500 Impressions Per Month Minimum Color Tier 2: 7,500 Impressions Per Month Minimum Black & White Tier 3:10,000 Impressions Per Month Minimum Black & White Tier 3:10,000 Impressions Per Month Minimum Black & White

Tier 1: No Mimimum Color

0.0475 0.0093 0.0475 0.0093 0.0475 0.0475

> 0.0088 0.0449 0.0088 0.0449 0.0088

> 0.0083 0.0425 0.0083 0.0425 0.0083

> > 0.0079 0.0404 0.0079

0.0449

0.0425

0.0404 0.0079 0.0404 COLOR COPIER PRICING CHART VOLUME BAND V



Pricing: Volume Band V 8,000 to 15,000

### AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Epson America, Inc.

Proposed Model: WF-C20600

10,000 Color Evaluation Volume =

Proposed Options:				
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume &	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume &	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$ 7,500.00	\$ 363.20	\$ 13,075.20	\$ 20,575.20
50 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or 150 sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 1,350.00			
Additional Paper Drawers	NA			
Dual Scan Document Processor	Standard			
Finisher with 3 - Hole Drill	\$ 2,595.00			
Basic Finisher	\$ 2,000.00			
Saddle Stitch Finisher	\$ 3,200.00			
Printer Hard Drive (40 or GB Minimum)	NA			
Fax Feature (with Network Faxing)	\$ 637.50			
	-			
	Zone 1: Local	Zone 2:	Zone 3:	Zone 4:
	run service manuemance & Supplies Cost per Impression (CPI)	A start of the start of the second se	Maintenance & Supplies Cost per Impression (CPI)	Service Main / J Puttes run Service Maintenance & Supplies Cost per Impression
Eull Compos Meintenence & Cumbr Fort Dea Immendian				UdJJ
Tier 1: No Mimimum Color	0.0363	0.0382	0.0404	0.0427
Tier 1: No Mimimum Black & White	0.0063	0.0066	0.007	0.0074
Tier 2: 10,000 Impressions Per Month Minimum Color	0.0363	0.0382	0.0404	0.0427
Tier 2: 10,000 Impressions Per Month Minimum Black & White	0.0063	0.0066	0.007	0.0074
Tier 3:15,000 Impressions Per Month Minimum Color	0.0363	0.0382	0.0404	0.0427
Tier 3:15,000 Impressions Per Month Minimum Black & White	0.0063	0.0066	0.007	0.0074

COLOR COPIER PRICING CHART VOLUME BAND VI



### Pricing: Volume Band VI 10,000 to 20,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Part F.2 - Volume Discounts Schedule

Bidding Company Name: Epson America, Inc.

Pricing: Volume Band VI 10,000 to 20,000	and the source to the source fundance Gummer		Color Evaluation Volume =	15,000
Proposed Model: WF-C20600	WF-C20600			
Proposed Options:				
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		<b>Color Supplies for 1 Month</b>	<b>Color Supplies for 36 Months</b>	Based on 36 Month
		Based on Evaluation Volume & Tier 2 Color	Based on Evaluation Volume & Based on Evaluation Volume & Tier 2 Color	Ammortization Plus CPI
Minimum Configuration	\$ 7,500.00	\$ 544.80	\$ 19,612.80	\$ 27,112.80
60 PPM B&W 50 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or <u>150</u> sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 1,350.00			
Additional Paper Drawers	NA			
Finisher with 3 - Hole Drill	\$ 2,595.00			
Basic Finisher	\$ 2,000.00			
Saddle Stitch Finisher	\$ 3,200.00			
Printer Hard Drive (40 or GB Minimum)	NA			

	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression				
Tier 1: No Mimimum Color	0.0363	0.0382	0:0404	0.0427
Tier 1: No Mimimum Black & White	0.0063	0.0066	200'0	0.0074
Tier 2: 15,000 Impressions Per Month Minimum Color	0.0363	0.0382	0:0404	0.0427
Tier 2: 15,000 Impressions Per Month Minimum Black & White	0.0063	0.0066	200'0	0.0074
Tier 3: 20,000 Impressions Per Month Minimum Color	0.0363	0.0382	0:0404	0.0427
Tier 3: 20,000 Impressions Per Month Minimum Black & White	0.0063	0.0066	200'0	0.0074

AEPA IFB 009-D Color Copier Pricing Forms - Part D

\*variations noted in red



### **AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle** Part F.3 - Volume Discounts Schedule

Accessories & Services

**Bidding Company Name:** 

Epson America, Inc. PRINTERS

# Black & White Desk Top Work Group Stand Alone Print Devices (Non-Networked)

### Pricing: Volume Band I 500 to 3,000

**Evaluation Volume = 1,000 per month** 

Proposed Model: Proposed Ontions:	Proposed Model: <u>Epson Wr-M-292</u> ronosed Ontions:						
	Purchase Price	Supplies: Toner - Cost	Supplies: Estimated Tonor - Cost Contridue Vield	Estimated	Total Monthly Faminment Cost (Based	Monthly Supply Cost Based on Evaluation	Total 36 Month Onerating Cost
		Per Cartridge	carminge rien	Per Page		Pased on Evaluation Yield	Equipment and Sumplies
Minimum Configuration	\$ 250.00	\$ 580.00	40,000	\$ 0.0145	\$ 6.94	14.5	\$ 21.44
Up to 30 PPM Stand Alone Printer							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 32 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers	\$ 149.99						
Printer Memory Up-Grade (State Maximum)	NA						
	-	Г					
Additional Onomating Costs							

			18.99 Standard Extension Plan; Premium Extension Plan is \$37.99 per year					
	2 Years		\$ 18.99 St	NA		2,000		\$ 0.0250
Additional Operating Costs	Included Warranty	Annual Break/Fix Service Agreement After	Warranty Period	Maintenance Kit Cost/Yield	Start Up Supplies Included with Machine	when Shipped (Note Approx. Yield)	If billed on a cost per page, what is the cost	per page?

\* Note: Supply Yields based on 5% fill



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.3 - Volume Discounts Schedule Accessories & Services

Epson America, Inc. **PRINTERS Bidding Company Name:** 

# Black & White Desk Top Work Group Stand Alone Print Devices

### Pricing: Volume Band II 500 to 3,000

**Evaluation Volume = 1,500 per month** 

Proposed Model:	Proposed Model: Epson WF-M5299						đ
Proposed Options:							
	<b>Purchase Price</b>	Supplies:	Estimated	Estimated Supply	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost	Cartridge	<b>Cost Per Page</b>	Equipment Cost (Based	Based on Evaluation	<b>Operating Cost</b>
		Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and Sunnlies
Minimum Configuration	\$ 250.00	\$ 580.00	40,000	\$ 0.0145	\$ 6.94	\$ 14.50	\$ 21.44
30 PPM Stand Alone Printer (24 PPM)							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers	\$ 149.99						
Printer Memory Up-Grade (State Maximum)	NA						
Additional Onersting Costs							

### Prating Costs

-		
	2 Years	
Annual Break/Fix Service Agreement After		
-	18.99	18.99 Standard Extension Plan; Premium Extension Plan is \$37.99 per year
4aintenance Kit Cost/Yield	NA	
Start Up Supplies Included with Machine		
when Shipped (Note Approx. Yield)	2,000	
If billed on a cost per page, what is the cost		
	0.0250	

\*variations noted in red

\* Note: Supply Yields based on 5% fill



**AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle** Part F.3 - Volume Discounts Schedule

Accessories & Services

**Bidding Company Name:** 

Epson America, Inc.

### PRINTERS

Black & White Desk Top Work Group Stand Alone Print Devices

### Pricing: Volume Band III 1,000 to 20,000

**Evaluation Volume = 4,000 per month** 

and a manual in mind amount i Amount	0000				1	amin's moments	muour rad again
Proposed Model: No bid	No bid						
Proposed Options:							
	<b>Purchase Price</b>	Supplies:	Estimated	<b>Estimated Supply</b>	Total Monthly	<b>Monthly Supply Cost</b>	Total 36 Month
		Toner - Cost	Cartridge	Cost Per Page	Equipment Cost (Based	<b>Based on Evaluation</b>	<b>Operating Cost</b>
		Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and Sunnlies
Minimum Configuration				#DIV/0!	<del>8</del>	#DIV/0!	#DIV/0!
42 PPM Stand Alone Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
100 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers							
Printer Memory Up-Grade (State Maximum)							
Wireless NIC							
Additional Operating Costs							
Included Warranty							
Annual Break/Fix Service Agreement After							
Warranty Period							
Maintenance Kit Cost/Yield							
Start Up Supplies Included with Machine							
when Shipped (Note Approx. Yield)							
If billed on a cost per page, what is the cost							
c							

\* Note: Supply Yields based on 5% fill

per page?

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AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.3 - Volume Discounts Schedule Accessories & Services

Black & White High Volume Print Devices Epson America, Inc. **PRINTERS Bidding Company Name:** 

### Pricing: Volume Band IV 3,000 to 50,000

**Evaluation Volume = 10,000 per month** 

Proposed Model: No bid	No bid						
Proposed Options:							
	<b>Purchase Price</b>	Supplies:	Estimated	<b>Estimated Supply</b>	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost Per Cartridge	Cartridge Yield	Cost Per Page	Equipment Cost (Based on 36 Month Life Cycle)	Based on Evaluation Yield	Operating Cost Equipment and
Minimum Configuration				#DIV/0!	- \$	#DIV/0!	#DIV/0!
50 + PPM High Volume Work Group Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
2 x 500 Sheets							
100 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers							
Large Capacity Paper Tray (State Maximum							
Capacity)							
Hard Drive							
Printer Memory Up-Grade (State Maximum)							
Standard Finisher							
Advanced Finisher with Multi position							
Staple/Hole Punch							
Wireless NIC							

### Additional Operating Costs

Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	

\* Note: Supply Yields based on 5% fill



Part F.3 - Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Epson America, Inc.

**Bidding Company Name:** 

**PRINTERS** 

Black & White Desk Top Work Group Stand Alone Print Devices

Pricing: Wide Format

**Evaluation Volume = 4,000 per month** 

			Supplies:         Estimated         Estimated         Estimated Supply         Total Monthly         Monthly Supply Cost         Total 36 Month           Toner - Cost         Cartridge         Cost Per Page         Equipment Cost Based on Evaluation         Operating Cost           Per Cartridge         Yield         Fquipment Cost Based on Evaluation         Operating Cost	63.75 140 \$ 203.75		SuperSpeed USB (compatible with USB 3.0 specification), USB Direct, Wireless LAN IEEE (802.11 b/g/n)3, Wired Ethemet (1000 Base-T/100 Base-T/10 Base-T/, Wi-Fi Direct3	
			ted Supply         Total Monthly           Per Page         Equipment Cost (Base)           on 36 Month Life         Ovelaa			3B Direct, Wireless LAN IEEE (80)	
			Estimated Estima Cartridge Cost	294.00 2,100.00 \$		SB 3.0 specification), US	
			Su Ton Per (	Ş	per min	(compatible with U	0 gb internal HDD)
	Proposed Model: SureColor T5475		Purchase Price	\$ 2,295.00	2.7 D-sized plots per min	SuperSpeed USB	N/A (optional 320 gb interr
))	Proposed Model.	Proposed Options:		Minimum Configuration	5.8 D size per minute	Standard Network Interface	Standard Memory:

Additional Operating Costs

Automat Oper aung costs		
Included Warranty	1 year	
Annual Break/Fix Service Agreement After		
Warranty Period	up to 4 addl years (5 total years of coverage)	verage)
Start Up Supplies Included with Machine		
when Shipped (Note Approx. Yield)	110 ml x 4- Used to fill ink lines	
If billed on a linear foot basis, what is the		
cost per foot?	N/A	

\* Note: Supply Yields based on 5% fill



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Epson America, Inc. Part F.4 - Volume Discounts Schedul4

### PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Proposed Options:	Proposed Model: Epson WF-C23K roposed Options:	29R															
	Purchase Price		E		Supplies:		Estimated	Supplies:		Estimated	Estimated Supplies: Cyan Estimated	Estimated	Estimated	Estimated Estimated Total	Total Monthly	Monthly Supply Cost	Total 36 Month
		Black & White Toner - Cost	Jack & White Black Black Toner Toner - Cost Cartridge Yield Cost Per	ld Cost Per		Yellow Toner Yellow Y Cost Per Cartridge Yield	Yellow Toner M Cost Per	Yellow Toner Magenta Toner Magenta Cost Per - Cost Per Cartridge Yield		Aagenta Toner Cost Per	Toner Cost Per Cartridge	Cyan Cartridge Yield	Cyan Toner Cost Per	Magenta Toner Toner Lost Uyan Cartridge Uyan Toner Supply Cost Per Cost Per Cartridge Yield Cost Per Color Impression	Jan Toner Supply Cost Per Color Impression (Based on 36 Month	Based on Evaluation Yield	Operating Cost Equipment and
Minimum Configuration	s 57	575.00 \$ 267.00	00 50,000	0.00534		20,000	0.0067 \$	\$ 134.00	20,000	0.0067	\$ 134.00	20,000	0.0067	\$ 0.0254	\$ 15.97	\$ 25.44	\$ 41.41
30 PPM B&W/30 PPM Color Stand Alone																	
Printer (24 PPM B&W / 24 PPM Color)																	
Standard Network Interface																	
8.5 X 11 to 8.5 X 14 Available Paper Sizes																	
Single Drawer 500 Sheets																	
50 sheet Multi-Purpose Tray																	
Standard Memory 256 MB																	
Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers	\$ 14	149.99															
Printer Memory Up-Grade (State Maximum)	NA																
Hard Drive	NA																

Standard Year

Additional Operating Costs	
Included Warranty	1 Year
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 199.00
Maintenance Kit Cost/Yield	NA
	1,670 black ink /
Start Up Supplies Included with Machine	2,550 color inks
when Shipped (Note Approx. Yield)	(CMY)

0.0133 / 0.050 (BW / Color) Start Up Supplies Included with Machine when Shipped (Note Approx. Yield) If billed on a cost per page, what is the cost per page?

\*variatons noted in red \*Note Supply Yields Based on 5% Fill Per Color



idding Company Name

Part F.I – Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services EpsonAmerico, Inc.

PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Pricing: Volume Band II 500 to 3,000 Proposed Model: <u>Epson WF-G29R</u> Proposed Options:

Evaluation Volume = 2,500 per month

	Purchase Price	Supplies:	Estimated	Estimated	Supplies: Estimated	Estimated	Estimated	Estimated Supplies: Estimated	Estimated	Estimated	Supplies: Cyan	Estimated	Estimated	Estimated Total	Total Monthly	Estimated Supplies Cyan Estimated Estimated Estimated Total Monthly Monthly Supply Cost	Total 36 Month
		Black & White	Black	Black Toner	Yellow Toner	Yellow Y.	ellow Toner N.	<b>lagenta</b> Toner	Magenta	Magenta Toner	Toner Cost Per	Cyan Cartridge	Cyan Toner	Supply Cost Per	Yellow Toner Yellow Vellow Toner Magenta Toner Magenta Magenta Magenta Toner Toner Cost Per Cyan Cartridge Cyan Toner Supply Cost Per Equipment Cost (Based Based on Evaluation	<b>Based on Evaluation</b>	Operating Cost
		Toner - Cost	Toner - Cost Cartridge Yield Cost Per		Cost Per C	artridge Yield	Cost Per	- Cost Per C	Cartridge Yield		Cartridge	Yield	Cost Per	Color Impression	Cost Per Color Impression on 36 Month Life	Yield	Equipment and
		Per Cartridge		Impression Cartridge	Cartridoe		Impression	Cartridge		Impression			Impression	Page	(velo)		Sumilies
Minimum Configuration	\$ 575.00	0 \$ 267.00	50,000	0.00534 \$	5 134.00	20,000	0.0067	\$ 134.00	20,000	0.0067	\$ 134.00	20,000	0.0067	\$ 0.0254	\$ 15.97	63.6	\$ 79.57
37 PPM B&W/37 PPM Color Stand Alone																	
Printer (24 PPM B&W / 24 PPM Color)																	
Standard Network Interface																	
8.5 X 11 to 8.5 X 14 Available Paper Sizes																	
Single Drawer 500 Sheets																	
150 sheet Multi-Purpose Tray (80 sheets)																	
Standard Memory 256 MB																	
Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers	\$ 149.99	-															
Printer Memory Up-Grade (State Maximum)	NA																
Hard Drive	NA																
Wireless NIC	Standard																

Additional Operating Costs	
Included Warranty	1 Year
Annual Break/Fix Service Agreement	\$ 199.00
Maintenance Kit Cost/Yield	NA
Included Warranty	1 Year
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 199.00
Maintenance Kit Cost/Yield	NA
Start Up Supplies Included with Machine	1,670 black ink / 2,550 color inks
when Shipped (Note Approx. Yield)	(CMY)
If billed on a cost per page, what is the cost	
per page?	0.0133 / 0.050 (BW / Color)

\*variatons noted in red \*Note Supply Yields Based on 5% Fill Per Color



**Bidding Company Name** 

Part F.I – Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services EpsonAmerico, Inc.

PRINTERS Color High Volume Work Group Print Devices

Pronosed Ontions:	o Bid																
	Purchase Price	Supplies:	Estimated		Supplies:		Estimated	Supplies:	Estimated	Estimated	Supplies: Cyan Estimated	Estimated	Estimated	Estimated Total	Total Monthly	Monthly Supply Cost	Total 36 Month
		Black & White	Black	5	Yellow Toner	Yellow	Yellow Toner	Yellow Toner Magenta Toner Magenta	Magenta		Magenta Toner Toner Cost Per Cyan Cartridge	Cyan Cartridge	Cyan Toner	Supply Cost Per	ш́.	Based	Operating Cost
		Toner - Cost Par Cartridae	Toner - Cost Cartridge Yield	Cost Per Imnroccion	Cost Per (	Cartridge Yield	Cost Per Imnroccion	- Cost Per Cartridee	Cartridge Yield	Cost Per Imnroccion	Cartridge	Yield	Cost Per Imnraccion	Color Impression Page	on 36 Month Life Cvrlat	Yield	Equipment and Sumplies
Minimum Configuration \$		\$	0.00		\$	0.00	#DIV/0!	\$	0.00	#DIV/0!	\$	0.00	#DIV/0!	#DIV/0!	•	#DIV/01	#DIV/01
55 PPM B&W/50 PPM Color High Volume																	
Printer																	
Standard Network Interface																	
8.5 X 11 to 11 X 17 Available Paper Sizes																	
Dual Drawer 500 Sheets																	
150 sheet Multi-Purpose Tray																	
Standard Memory 1 GB																	
Hard Drive State Memory Capacity																	
Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers																	
Large Capacity Paper Tray (State Maximum																	
Capacity)																	
Printer Memory Up-Grade (State Maximum)																	
Standard Finisher																	
Advanced Finisher with Multi position																	
Stanle/Hole Punch																	

Additional Operating Costs

Included Warranty	Annual Break/Fix Service Agreement	After Warranty Period	

After Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the cost	
per page?	

\*Note Supply Yields Based on 5% Fill Per Color

AEPA
Association of Educational

### Form F.5 – Catalog Discount for Items in a Commercially Available Catalog

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Bidding Company Name:	Epson America, Inc.

Name of Catalog:

(This must be the catalog in effect as of the bid date)

Epson Catalog IFB #021-C

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

Form F.5 is a REQUIRED FORM

No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1	BW MFD	4.8%	Minimum discount offered	1
2	Color MFD	20.0%	Minimum discount offered	2
3	BW Printer	5.0%	Minimum discount offered	3
4	Color Printer	4.8%	Minimum discount offered	4
5	Wide Format	10.1%	Minimum discount offered	5
6				6
7				7
8				8
9				9
10				10
11				11
12				12
13				13
14				14
15				15
16				16
17				17
18				18
19				19
20				20
21				21
22				22
23				23
24				24
25				25
26				26
20				27
27				28
28				28
-				
30				30
31				31
32				32
33				33
34				34
35				35
36				36
37				37
38				38
39				39
40				40

Association of Educational
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## Form F.6 – Full Catalog Price Schedule

# AEPA IFB #021-C Digital Multi-function Devices. Printers. Document Lifecycle Accessories & Services

		AEPA IFB #02	AEPA IFB #021-C DIGITAL MULTI-TUNCTION DEVICES, PLINTERS, DOCUMENT LITECYCLE ACCESSORIES	ti-tunction L	Jevices, Prir	iters, Do	cument L		SCESSOLIES	s & Services	
		INSTRUCTIONS: Download the Net Effective Bid Price and respective information	ve Bid Price and respe	ctive information	NOTE: The Net Effective Price MUST be consistent with	ffective Price	MUST be con	isistent with			
		for all line items in the entire catalog, up to 65,000 items.		Use a separate	the percentage discounts listed on the F.1 tab. Failure to	iscounts liste	d on the F.1 ta	ib. Failure to	Form	Form E.6 is a REOUIRED FORM	
Accr	A serviation of Educational	spreadsheet for each catalog.		Please	have price correspond may be cause for rejection of	spond may b	e cause for re	jection of			
		be sure to set the 'Print Area' PRIOR to submitting your	ubmitting your bid response	ponse.	your offer.						
	Bidding	Bidding Company Name:	Epsc	Epson America, Inc.		Catalo	Catalog Name:	-		Epson Catalog IFB #021-C	
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	BW MFD	WF-M5799 Print/Scan/Fax/Copy; MONO: 24 PPM: 45k / Month Dutv	Epson	C11CG04201IF	C11CG04201IF	EA	\$ 399.00		\$ 325.00		1
2	BW MFD	500-sheet Optional Paper Cassette	Epson	C12C932871	C12C932871	EA	\$ 333.99	55.1%	\$ 149.99		2
ß	BW MFD	T6716 Ink Maintenance Box	Epson	T671600	T671600	EA	\$ 24.99				З
4	BW MFD	Low Optional Cabinet	Epson	C12CFM7066	C12CFM7066	EA					4
ы С	BW MFD	Medium Optional Cabinet	Epson	C12CFM7067	C12CFM7067	EA	\$ 417.00 \$ 500.00	55.0% 55.0%	\$ 187.50 ¢ 225.00		5 U
2	BW MFD	WF-M5799 BW Cost Per Impression	Epson	WFM5799BWCP		EA	A		\$ 0.0250		7
∞	BW MFD	WF-M20590F Print/Scan/Copy; MONO;	Epson	P C11CJ03202	P C11CJ03202	EA	\$ 27,213.00	67.3%	\$ 8,900.00		∞
		100 PPM									
ი	BW MFD	Optional Professional Finisher with Bridge Unit (Bundle)	Epson	C12C933261BU	C12C933261BU	EA	\$ 6,500.00	69.2%	\$ 2,000.00		6
10	BW MFD	High Capacity Input Tray	Epson	C12C933331	C12C933331	EA	2,7	50.0%	1,3		10
11	BW MFD	Ink Maintenance Box	Epson	T671300	T671300	EA	\$ 25.00		\$ 18.75		11
12		Staples Cartridge	Epson	C13S210061	C13S210061	EA					12
13		Optional Cassette Lock	Epson	C12C933231	C12C933231	EA			7		13
14		Optional Paper Guide	Epson	C12C935901		EA	\$ 60.00	7			14
15	BW MFD	WF-M20590F BW Cost Per Impression	Epson	WFM20590FBW CPP	WFM20590FBW CPP	EA	NA	AN	\$ 0.0060		15
16	Color MFD	WF-C579R Print/Scan/Fax/Copy; Color;	Epson	C11CG77201BU	C11CG77201BU	EA	\$ 3,299.99	78.8%	\$ 699.00		16
17	Color MFD	500-sheet Optional Paper Cassette	Epson	C12C932871	C12C932871	EA	\$ 333.99	55.1%	\$ 149.99		17
18		T6716 lnk Maintenance Box	Epson	T671600	T671600	EA	\$ 24.99	40.0%	\$ 14.99		18
19	Color MFD	Low Optional Cabinet	Epson	C12CFM7066	C12CFM7066	EA	\$ 367.00	55.0%	\$ 165.00		19
20	Color MFD	Medium Optional Cabinet	Epson	C12CFM7067	C12CFM7067	EA					20
21	Color MFD	Tall Optional Cabinet	Epson	C12CFM7068	C12CFM7068	EA	\$ 500.00	55.0%			21
22	Color MFD	WF-C579R BW Cost Per Impression	Epson	WFC579RBWCP P	WFC579RBWCP P	EA	AN	ΑN	\$ 0.0133		22
23	Color MFD	WF-C579R Color Cost Per Impression	Epson	WFC579RCLRCP P	WFC579RCLRCP P	EA	NA	AN	\$ 0.0500		23
24	Color MFD	WF-C878R A3 Print/Scan/Fax/Copy; Color: 25/24 PPM (BW/Color)	Epson	C11CH60201	C11CH60201	EA		59.1%			24
25	Color MFD	WF-C879R A3 Print/Scan/Fax/Copy; Color: 26/25 PPM (RW/Color)	Epson	C11CH35201	C11CH35201	EA	\$ 6,500.00	56.9%	\$ 2,800.00		25
26	Color MFD	Optional 500-sheet paper cassette	Epson	C12C932611	C12C932611	EA	\$ 709.00	55.3%	\$ 317.03		26
27		Ink Maintenance Box	Epson	T671400	T671400	EA	\$ 76.50		\$ 34.13		27
28		Optional Manual Stapler (only WF- C879R)	Epson	C12C934361	C12C934361	EA		25.0%	\$ 213.75		28
29	Color MFD	Staple Cartridge (only WF-C879R)	Epson	C12C934911	C12C934911	EA	\$ 40.00	25.0%	\$ 30.00		29
30	Color MFD	Authentication Device Table (only WF- C878R)	Epson	C12C932921	C12C932921	EA	\$ 84.00		\$ 30.00		30
31	Color MFD	Authentication Device Table (only WF-	Epson	C12C934921	C12C934921	EA	\$ 25.00	25.0%	\$ 18.75		31
32	Color MFD	Optional Stand	Epson	C12C934321	C12C934321	EA	\$ 250.00	25.0%	\$ 187.50		32

	No.	33	34	35	36	37	}	88	39	40	41	42	43	44 45	46	47	48	49	51	52	53	54	55	56	57	58	59	60	61	63	64	65	66	67	68	69
Epson Catalog IFB #021-C	Comments																																			
Epson Catal	Net Effective	375.00	375.00	225.00	637.50	0.0079	10100	0.0404	0.0079	0.0404	7,500.00	2,000.00	3,200.00	595.00 595.00	112.00	32.00	1,350.00	400.00	45.00	225.00	637.50	0.0063	0.04	250.00	149.99	14.99	165.00	187.50	115 000	220.00	580.00	18.99	18.99	37.99	0.0250	575.00
		55 0% \$		1	25.0% \$			A AN	NA \$	AN AN	69.7% \$	50.0% \$	46.7% \$	37.4% \$		40.7% \$		20.0% \$	25.0% \$	25.0% \$	25.0% \$	\$ VV	AA AN	16.4% \$	55.1% \$	40.0% \$			4 %0.00 8		8.0%	5.0%	5.0% \$		\$ VV	81.5% \$
Catalog Name:	List	\$ 833.00	\$ 833.00		\$ 850.00	A		AN	NA	AN	\$ 24,772.00	\$ 4,000.00	\$ 6,000.00	\$ 951.00 \$ 951.00	<i>•</i>	\$ 54.00	\$ 2,700.00	\$ 500.00 \$ 25.00	\$ 60.00	\$ 300.00	\$ 850.00	NA	AN	\$ 299.00	\$ 333.99				\$ 500.00		\$ 630.43	\$ 19.99	\$ 19.99		AN	\$ 3,099.99
Catalo	Unit of	INIEASULE F A	FA	EA	FΔ	EA		EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA FA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA		EA
	Vendor SKU	C1 2/ EM170380	C12CFM70301	C12C934471	C12C935251	WFC878RBWCP	д	WFC878RCLRCP P	WFC879RBWCP P	WFC879RCLRCP	C11CH86201	C12C935031BU	C12C935061BU	C12C935171 C12C935171	C12C935401	C12C935411	C12C933331	C12C933231 T671300	C12C935901	C12C934471	C12C935251	WFC20600BWC	WFC20600CLRC PP	C11CG07201IF	C12C932871	T671600	C12CFM7066	C12CFM7067	C12CFM7068	M02XL120	M02XXL120	EPPDSKB1U	EPPDSKB1R	EPPDSKB1A	WFM5299BWCP P	C11CG79201BU
Epson America, Inc.	Manufacturer	C12/CEM17/038/0		C12C934471	C12C935251	/CP		WFC878RCLRCP P	WFC879RBWCP P	WFC879RCLRCP	11CH86201	C12C935031BU	C12C935061BU	C12C935171 C12C935171		C12C935411		C12C933231 T671300	C12C935901	C12C934471	C12C935251	WFC20600BWC	C20600CLRC	C11CG07201IF	C12C932871	T671600		C12CFM7067	C12CFM7068	M02XL120	M02XXL120	EPPDSKB1U		EPPDSKB1A	WFM5299BWCP P	C11CG79201BU
Epso	Manufacturer	Encon	Fnson	Epson	Enson	Epson		Epson	Epson	Epson	Epson	Epson	Epson	Epson Fnson	Epson	Epson	Epson	Epson Foson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson
Bidding Company Name:	Product Description	I mutional Cabinat		/100/1000 Base-T	Ethernet Interface (only WF-C879R) Sumer G3 Fax Board (only WF-C879R)			WF-C878R Color Cost Per Impression	WF-C879R BW Cost Per Impression	WF-C879R Color Cost Per Impression	WorkForce Enterprise WF-C20600	er	al Professional Booklet Finisher	le Punch Kit le Punch Kit	r Side Staple	Ļ	High Capacity Input Tray	Optional Cassette Lock Ink Maintenance Box			I FAX	Cost Per Impression	WF-C20600 Color Cost Per Impression	WF-M5299 SFP; MONO; 24 PPM; 45k / Month Duriv	ptional Paper Cassette			oinet	Tall Optional Cabinet	~	(10,000 Yield) M02XXL Black Ink Pack; Extra High	lan (2nd vear)			ч	WF-C529R SFP; Color; 24 PPM; 45k / Month Duty; add. Tray
Bidding	Product Category	Color MED		Color MFD	Color MED	Color MFD		Color MFD	Color MFD	Color MFD	Color MFD		Color MFD	Color MFD Color MFD	Color MFD	Color MFD	Color MFD	Color MFD Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	BW Printer	Color Printer
	No.	33	34	35	36	37	;	38	39	40	41	42	43	44 45	46	47	48	49 50	51	52	53	54	55	56	57	58	59	60	61	63	64	65	66	67	68	69

Part F - Pricing Schedule - Epson America, Inc.xls/F.6 Full Catalog Price Schedule

2/25/2021

	No.	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97
Epson Catalog IFB #021-C	Comments																												
Epson Catal	Net Effective Bid Price	\$ 149.99	\$ 14.99	\$ 165.00	\$ 187.50	\$ 225.00	\$ 80.0000	\$ 47.0000	\$ 47.00		\$ 267.00	\$ 134.00	\$ 134.00	\$ 134.00	\$ 199.00	\$ 0.0133	\$ 0.0500	\$ 649.00	\$ 895.00				\$ 2,295.00	\$ 5,095.00	\$ 2,449.00	\$ 3,095.00	\$ 4,495.00	\$ 3,495.00	\$ 5,195.00
	Bid Discount	-	40.0%	55.0%	55.0%		8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	4.8%	AN	AN	13.4%	10.1%				23.4%			22.5%		30.0%	25.7%
Catalog Name:		\$ 333.99	\$ 24.99	\$ 367.00	\$ 417.00	4,	\$ 86.96	\$ 51.09	\$ 51.09	\$ 51.09	\$ 290.22	\$ 145.65	\$ 145.65	\$ 145.65	\$ 209.00	٨A	AN	\$ 749.00	\$ 995.00				\$ 2,995.00	\$ 5,995.00		\$ 3,995.00	\$ 5,995.00	\$ 4,995.00	\$ 6,995.00
Catalo	Unit of Measure	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	e EA	• EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA	EA
	Vendor SKU	C12C932871	T671600	C12CFM7066	C12CFM7067	C12CFM7068	T01C120	T01C220	T01C320	T01C420	T01D120	T01D220	T01D320	T01D420	EPPWFR51	WFC529RBWCP P	WFC529RCLRCF P	SCT2170	SCT3170SR	SCT3170x	SCT5170SR	SCT3475SR	SCT5475SR	SCT5470M	SCT3270SR	SCT5270SR	SCT5270DR	SCT7270SR	SCT7270DR
Epson America, Inc.	Manufacturer SKU	C12C932871	T671600	C12CFM7066	C12CFM7067	C12CFM7068	T01C120	T01C220	T01C320	T01C420	T01D120	T01D220	T01D320	T01D420	EPPWFR51	WFC529RBWCP P	WFC529RCLRCP WFC529RCLRCP EA	SCT2170	SCT3170SR		SCT5170SR	SCT3475SR	SCT5475SR	SCT5470M	SCT3270SR	SCT5270SR	SCT5270DR	SCT7270SR	SCT7270DR
Epso	Manufacturer	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson	Epson
Bidding Company Name:	Product Description	500-sheet Optional Paper Cassette	T6716 lnk Maintenance Box	Low Optional Cabinet	Medium Optional Cabinet	Tall Optional Cabinet	T01C Black ink pack; Yield: 10,000	T01C Cyan ink pack; Yield: 5,000	T01C Magenta ink pack; Yield: 5,000	T01C Yellow ink pack; Yield: 5,000	T01D Black high-yield ink pack; Yield:	/an high-yield ink pack; Yield:	T01D Magenta high-yield ink pack; Yield: Epson 20.000	ellow high-yield ink pack; Yield:	1-Year Extended Warranty - Replacement/Repair	er Impression	WF-C529R Color Cost Per Impression	SureColor T2170	SureColor T3170SR		SureColor T5170SR	SureColor T3475SR	SureColor T5475SR	SureColor T5470M	SureColor T3270SR	SureColor T5270SR	SureColor T5270DR	SureColor T7270SR	SureColor T7270DR
Bidding	Product Category	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Color Printer	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format	Wide Format
	No.	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87		89	06	91	92	93	94	95	96	97

			Form F.7 –	n F.7 – Services Price Schedule	Schedule	
	AEPA IFB #0	#021-C Digital Multi-fu	ulti-function D	evices Printers,	Document Lifecy	nction Devices Printers, Document Lifecycle Access. & Services
Association of Educational		<b>Bidding Company Name:</b>	any Name:		Ep	Epson America, Inc.
NOTE: If your (	NOTE: If your company provides any of the services listed below, please complete the price schedule.	of the services liste	d below, please o	complete the price so	chedule.	Form F.7 is a REQUIRED FORM
Design Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N
Installation Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N
Training Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if anv)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N
Services	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges (if any)	Mileage Charges (if any)	*Additional Discount on Large Projects: Y/N
		*Plea	*Please detail additiona	additional discounts on large projects.	oiects.	

### \*Please detail additional discounts on large projects.

Part F - Pricing Schedule - Epson America, Inc.xls/F.7 Services Price Schedule

2/25/2021

### Exhibit B – Marketing Plan – Epson America, Inc.

### Marketing Plan for AEPA

Marketing Activity/Collateral	Contact
Process on how to engage/with Epson authorized dealers	Epson Print Specialist(s): Danial.Abbas@ea.epson.com Gary.Carrieri@ea.epson.com
Produce full color print ads in digital format – including logos, media release(s), industry white papers, indirect marketing, advertising, and social media (all can be co branded)	Epson Print Specialist(s): Danial.Abbas@ea.epson.com Gary.Carrieri@ea.epson.com
Marketing Content/Co-Branded	Epson Print Specialist(s): Danial.Abbas@ea.epson.com Gary.Carrieri@ea.epson.com



Association of Educational Purchasing Agencies Tabulation Report IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services Vendor: Konica Minolta Business Solutions

### **General Comments:**

**General Attachments:** Exhibit A - Disclosures Financial Health 2017 FinancialReport - Konica Minolta.pdf Exhibit A - Disclosures Financial Health 2018 FinancialReport - Konica Minolta.pdf Exhibit A - Disclosures Financial Health 2019 FinancialReport - Konica Minolta.pdf Exhibit C -Additional Services- KMBS HDD Disposal Options - Konica Minolta.pdf Exhibit C -Additional Services- Service Level Agreement - Konica Minolta.pdf Exhibit C -Warranty- Customer One Guarantee - Konica Minolta.pdf Part D Attachment- 2019 2020 Conferences - Konica Minolta.xlsx Part D Attachment- Authorized Dealer Listing - Konica Minolta.xlsx Part D Attachment- Direct Branch Locations - Konica Minolta.xls Part D Attachment-KMPF Master Premier Advantage Agreement- Konica Minolta.pdf Part D Attachment-KMPF+Master+Premier+Advantage+Schedule-Konica Minolta.pdf Part D Attachment-KMPF Master Premier Lease Agreement- Konica Minolta.pdf Part D Attachment-KMPF Master Premier Lease Schedule- Konica Minolta.pdf Part D Attachment -Leasing PO Only Lease Terms- Konica Minolta.pdf Part D Attachment-NonAppropriation of Funds Addendum-Konica Minolta.pdf Part D- Questionnaire - Konica Minolta.pdf Part E Attachment- Authorized Company Official- Konica Minolta.pdf Part E - Signature Forms - Konica Minolta.pdf Part F- Form F.1 - BW MFD- Konica Minolta.xlsx Part F- Form F.2 - Color MFD- Konica Minolta.xlsx Part F- Form F.3 - BW Printers- Konica Minolta.xlsx Part F- Form F.4 - Color Printers- Konica Minolta.xlsx Part F- Form F.5-F.8 - Discount Schedules- Konica Minolta.xlsx Part F- Form F.9-F.11 - Discounts Schedules Related Services- Konica Minolta.xlsx Price List- 3D Printers MSRP - Konica Minolta.pdf Price List- 3rd Party MSRP - Konica Minolta.pdf Price List- MFD MSRP - Konica Minolta.pdf Price List- Printers MSRP - Konica Minolta.pdf Price List- Scanners MSRP - Konica Minolta.pdf Price List- Software MSRP - Konica Minolta.pdf

Public Purchase.



### **Company Information**

Name of Bidding Company:	Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta)
Company Address:	1595 Spring Hill Road, Suite 410
City, State, zip code:	Vienna, VA 22182
Website:	www.konicaminolta.us
Contact Person:	Scott McCool
Title:	Manager of National Cooperative Sales
Phone:	(303) 941-9746
Email:	smccool@kmbs.konicaminolta.us
Secondary Contact Person:	Nitzia Payne
Title:	Contract Specialist
Phone:	(703) 637-1540
Email:	npayne@kmbs.konicaminolta.us

### Background

**Note:** Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its investigation of the company.

This business is a:	public company		X privately owned company
In what year was this business	started under its present nar	me?	2003
Under what additional, or, forr operated?	ner name(s) has your busines	SS	
Konica Minolta Business Techno	ologies and Minolta Corporati	on	
Is this business a corporation?	No	X Yes	. If yes, complete the following:
AEPA IFB 021-C Part D – Question	naire 1	Due Date: SE	PTEMBER 9, 2020 at 1:30 p.m. ET

Date of Incorporation:	1959			
State of Incorporation:	New York			
Name of President:	Rick Taylor, President and CEO			
Name(s) of Vice President(s):	Sam Errigo, Executive Vice President, Sales and Business Development			
Name of Treasurer:	John Thielke, Executive Vice President and Chief Financial Officer			
Name of Secretary:	Brian J. Cupka, Vice President,	General Counsel and Secretary		
-		·		
Is this business a partnership?	<u> </u>	Yes. If yes, complete the following:		
Date of Partnership:	N/A			
State Founded:	N/A			
Type of Partnership, if applicabl	le: N/A			
Name(s) of General Partner(s):	N/A			
Is this business individually owr		Yes. If yes, complete the following:		
Date of Purchase:	<u>N/A</u>			
State Founded:	<u>N/A</u>			
Name of Owner/Operator:	<u>N/A</u>			
N/A Is this business women-owned? Is this business minority-owned Does this business have an Affir Business Headquarter Location Business Address City, State, zip code Phone How long at this address?		X         No         Yes           X         No         Yes          No         X         Yes		
Business Branch Location(s)				
Branch Address	Please see our list of direct bra	nch locations		
City, State, zip code				
Branch Address				
City, State, zip code				
Branch Address				
City, State, zip code				
Branch Address				
City, State, zip code				

### Sales History

Provide your business's annual sales for 2018, 2019, and 2020 YTD in the United States by the various public segments.

			Fiscal Year 201	9-2020	
K-12 (public & private), Educational Service Agencies		For the 12 month period ending July 2018, July 2019, and			
			July 2020, the percent of Konica Minolta Business		
			Solutions U.S.A., Inc.'s. Direct Channel business (excluding		
			service) in the K-12 Education Sector accounted for 5.0%,		
		5.5%, and 5.2% of overall revenue respectively.			
Higher Education Institutions	ligher Education Institutions		For the 12 month period ending July 2018, July 2019, and		
				onica Minolta Business	
				annel business (excluding	
			-	n Sector accounted for	
		3.9%, 3.6%, and 2.9% of overall revenue respectively.			
		For the 12 month period ending July 2018, July 2019, and			
Counties, Cities, Townships, Villages			July 2020, the percent of Konica Minolta Business		
States			Solutions U.S.A., Inc.'s. Direct Channel business (excluding		
Other Public Sector & Non-profits		service) in the KMBS-defined Government Sector			
		accounted for 9.9%, 9.3%, and 10.6% of overall revenue			
respectively.					
Private Sector		For the 12 month period ending July 2018, July 2019, and			
		July 2020, the percent of Konica Minolta Business			
		Solutions U.S.A., Inc.'s. Direct Channel business (excluding			
			service) in the Private Sector accounted for 80.3%, 80.3%,		
	and 80.5% of overall revenue respectively.				
	2018		2019	2020 YTD	
Total	\$30,602,4	26	\$27,456,934	YTD (June): \$4,941,011	

### Work Force

**Key Contacts and Providers:** Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Nitzia Payne	Contract Specialist	(703) 637-1540	npayne@kmbs.konicaminolta.us
Sales Manager	Scott McCool	Manager of (303) 941-9746 smccool@kmbs.ko		smccool@kmbs.konicaminolta.us
		National		
		<b>Cooperative Sales</b>		
Customer & Support	Please contact the local dealer or branch that services the equipment.			
Manager				
Distributors, Dealers,	Please see our authorized dealer Listing.			
Installers, Sales Reps				
Consultants &	Please contact the local dealer or branch that services the equipment.			
Trainers				
Technical,	Please contact the local dealer or branch that services the equipment.			
Maintenance &				
Support Services				
Quotes, Invoicing &	Please contact the local dealer or branch that services the equipment.			
Payments				
Warranty & After the	Please contact the local dealer or branch that services the equipment.			
Sale				

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**Sales Force:** Provide total number and location of salespersons employed by your business in the United States by completing the following: (*To insert more rows, hit the tab key from the last field in the State column.*)

Number of Sales Reps	City	State
Approximately 10,000 Representatives	Various locations	United States
located at 300 Authorized Dealers		
813 Representatives located at 125	Various locations	United States
Direct Sales Locations		

**Service/Support and Distribution Centers:** Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: (*To insert more rows, hit the tab key from the last field in the State column.*)

Center Type	City	State
Parts, Supplies & Products	Brooks	КҮ
Parts, Supplies & Products	Pomona	СА
Parts, Supplies & Products	Brooks	КҮ
Parts, Supplies & Products	Ramsey	NJ

See Dealer and Branch listing for respective service and support locations.

### Marketing

**Key Marketing Contact(s):** List the name(s), title(s) and contact information of the business's key national and regional marketing office(s).

Name	Title	Phone	Email
Scott McCool	Manager of National	(303) 941-9746	smccool@kmbs.konicaminolta.us
	Cooperative Sales		
Kristen McKenna	State and Cooperative	(703) 760-3551	kristen.mckenna@kmbs.konicaminolta.us
	Contract Manager		
Nitzia Payne	State and Cooperative	(703) 637-1540	npayne@kmbs.konicaminolta.us
	Contract Specialist		

**Marketing Activities:** Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2019–2020 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

Please see attached list of conferences that we have attended.

**Cooperative Marketing:** Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. <u>Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response:</u> process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry

periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

Konica Minolta's strength in marketing the AEPA contract derives from our expansive dealer network and direct branches. Our 125 direct sales offices and 300 + dealers cover all 50 states and understand the local markets where they sell, deliver and provide services. Each has relationships with the schools, local governments, universities, non-profits and other qualified entities - many of which are current customers. Those relationships have greatly assisted in our promotion of the previous Konica Minolta-held AEPA contracts and will continue to do so for the replacement contract.

Konica Minolta is committed to utilizing this AEPA contract as an opportunity for our dealer and direct sales channels to tap into the vast educational vertical. We intend to build and expand upon our current marketing techniques that have fostered over fifteen years of successful relationships and performance between Konica Minolta and AEPA.

Konica Minolta utilizes our corporate marketing department to deploy our AEPA marketing strategy. This department will continue to serve AEPA through initiatives that include but are not limited to the following:

**Konica Minolta AEPA Website** – Konica Minolta maintains a customer-facing website for contract information, pricing catalogs, product information and sales contact information. The website is utilized to post contract updates and other customer marketing materials.

**Marketing Materials** – Konica Minolta has created AEPA contract specific marketing materials highlighting Konica Minolta and AEPA's partnership and benefits to public sector customers. These materials are customized and made available to AEPA for use in AEPA marketing publications.

**Co-branded Marketing Efforts** – Understanding the power of the AEPA member states, Konica Minolta makes every effort to co-brand materials to maximize the states' own marketing efforts. We are fully capable of supporting individual state initiatives that align with the products and services available through the AEPA contract whether through member state websites, content for member communications or supporting local conferences.

**Email Campaigns** – Konica Minolta utilizes our public sector database to generate an email campaign that continually brings Konica Minolta products and services available on the AEPA contract to current and prospective customers.

National Conferences and Trade Shows – Konica Minolta attends government and education procurement conferences and trade shows to showcase our offerings and to promote the AEPA Contract. Konica Minolta will continue to attend shows like NIGP, ASBO, NAEP, ISTE and any other shows that AEPA recommends. Our dealers and branches also attend the many local conferences and expos in their markets to showcase Konica Minolta products, the AEPA Contract and their local sales teams.

**Sales Training:** Explain how your business will educate your sales force staff on the AEPA contract including timing, methods, etc.

Konica Minolta's Public Sector Sales Team is committed to making an awarded AEPA contract a successful, rewarding tool for our dealer and direct sales channels. Upon award of the AEPA 021-C contract, our team will update existing materials that aid in the marketing, sales and order processes utilized by all Konica Minolta management, administration and channel sales teams. These materials, which are posted to Konica Minolta's internal Government Portal, include launch presentations, price catalogs, AEPA marketing materials, FAQ's, sales and order process guides, internal process documentation and a link to the AEPA website for additional organizational information.

Additionally we will review the AEPA 021-C contract details and information via webinar with Konica Minolta's Administrative Teams that are responsible for order review and processing, compliance and billing to answer any questions they have before the first order is placed. We will then schedule a series of launch webinars to accommodate all sales teams across the country. All minor alterations between the existing AEPA contract and AEPA 021-C, including the expanded scope will be properly relayed to the field. The following information will be shared in the launch:

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- AEPA Organizational Overview
- AEPA Contract Overview
- Customer Eligibility
- Konica Minolta Product and Services Offering
- Price Catalog
- Terms and Conditions
- AEPA Sales Talk Track
- Sales Process
- Order Process and Documentation
- Internal Processes
- Government Portal Review
- Marketing Resources

The webinars are recorded to ensure everyone is able to receive the information and re-visit it, if necessary. After the national webinars are complete, our State Government Account Managers (GAM's) will conduct additional regional, local or dealer/branch specific reviews of the AEPA contract. In conjunction with any AEPA strategy and review session, our GAM's will provide training on how customers benefit from using the AEPA Contract and how they can utilize AEPA in lieu of the RFP process. This training will excited the sales teams and create personal motivation to market the AEPA contract.

In addition to the GAM's, each channel has assigned regional resources (Dealer Enterprise Account Managers and Direct Regional Vertical Managers for Government and Education) that assist in training, marketing, and selling the AEPA contract. These channel resources will aid the order processes and documentation should questions arise from the sales teams. Pricing will be readily available to management, administration, and the sales team on our Government Portal. When updates to the AEPA contract are made, a bulletin will be created and distributed to all personnel to inform them of changes to pricing, products or anything else related to the AEPA contract.

For all new sales representatives, Konica Minolta has created a Government Certification curriculum to ensure that those new – or as a refresher to more experienced representatives – to the public sector understand the sales and buying processes of the vertical. Taking the representatives through a basic understanding on the buying process ensures that the field sales organization understands the benefit statements associated with the AEPA cooperative contract.

### **Environmental Initiatives**

Describe how your products and/or services support environmental goals.

Konica Minolta prioritizes eliminating pollutants, reducing energy consumption and creating superior products and solutions that help our customers to realize their own sustainability goals. Some of the ways this is achieved are listed below:

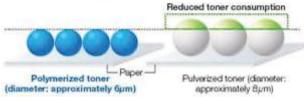
- Power Saving Modes for Konica Minolta office systems now have three options that significantly reduce the energy consumption during idle phases.
  - The bizhub color and B&W models achieve among the highest performance and lowest power consumption rates of any MFPs in their class.
- Next-Generation High Performance Simitri Toner creates a high-quality image while conserving resources and reducing environmental impact. It consumes less energy during production and reduces, CO2, NOx and SOx emissions by more than 1/3 during use.

Environmental Impact Reduction Effectiveness (Index of 100 for Conventional Toners)



- Polymerized toner enables precise control of the structure of each toner particle. This, in turn, makes it possible to tailor the size and shape of each particle and impart various properties to it.
  - Small and uniform polymerized toner particles conduct heat more efficiently than pulverized toner particles, and their low fusing point also means that less electricity is consumed during the fusing process.





- Raw materials used to make Konica Minolta toners contain a plant-based biomass. By using plant-based materials for the wax component it reduces the use of materials derived from petroleum, a finite resource.
- Our unique Eco-indicator enables customers to monitor paper, toner and energy usage by device, account or end-user to promote greater cost-consciousness. And with built-in PageScope software, it's easier to make fleet-wide settings to ensure that every MFP operates with optimum energy-efficiency.
- IH Fixing Technology is an Induction Heating (IH) fixing technology that reduces poor consumption during the MFP fixing process resulting in a shorter warm-up time. It automatically cuts off residual fixing heat when no print jobs are taking place, contributing to energy savings.

Our Customized MPS Program in collaboration with our efficient and environmentally conscious product and service line assists customers to implement their sustainability goals. We outline strategies to promote cost savings, enhance staff productivity and eliminate waste through a long term return on investment both for our planet and individual customer's technological needs.

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.)

Protecting our planet is a top priority of our leaders and employees. Based on our Philosophy and Vision, Konica Minolta has created an environmental policy that is reducing the environmental impact of every business process we

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conduct resulting in new social and economic value.

Our broad array of environmental initiatives - eliminating pollutants, reducing energy consumption and creating products and solutions - help our customers realize their own sustainability goals. We strive to assist our customers and are enabling them to construct their own environmental plans for becoming kinder to the environment. Our approach contributes to creating shared value (CSV) for



environmental improvement with our customers, sharing ideas to improve and enhance everyone's environmental activities.

Our strategic and extensive development of the below initiatives have achieved acclaim as being some of the best in the world, having the number one position in the overall manufacturing sector of the Nikkei Environmental Management Survey as well as receiving first-tier ratings in international CSR and SRI assessments:

**EcoVision 2050**, established in 2009, is a long-term environmental vision to fulfill our commitment, as a global corporation, to a sustainable earth and society.

**Green Products Certification System** is our own unique system for evaluating and certifying products with superior environmental performance. To date, all of our sites have achieved a 12 percent reduction in CO2 emissions per unit of production. Our goal is 20 percent reduction by 2016.

**PET Plastics** is our newly developed polymer allow recycled PET that overcomes the disadvantages of conventional PET plastic, such as fragility, low fire—resistance and difficulties in injection molding. This plant-based bioplastic offers low environmental impact, using less petroleum-based resources and emitting less CO2 during its lifecycle than petroleum-based plastic.

**Alternative Energy** can be found at our US headquarters in Ramsey, NJ, where we installed a 967,000 kWh solar energy system consisting of 3,498 240-watt solar panels. Based on EPA standards, our system produces enough energy to power more than 80 homes for one year or offset the greenhouse gas emissions produced by 132 passenger vehicles.

**Clean Planet:** A simple, cost-free consumables recycling program that adds zero waste to landfill and zero incineration. All Konica Minolta consumables can be recycled and no matter your volume, there is a program to fit your needs. To order labels and more information about our Clean Planet program can be ordered on our website at http://myctlportal.com/konica-minolta.

### **Awards and Certifications**

We are proud that Konica Minolta products meet or exceed the requirements of the world's most widely recognized certifications. When you choose our products, you can rest assured that you are making environmentally conscious decisions while maintaining high quality, performance and reliability.

**Nikkei Environmental Management Survey:** Ranked #1 of 413 companies for the 2nd consecutive year in the 19th annual Nikkei Environmental Management Survey, an evaluation of sustainability initiatives in environmental and business management.



Blue Angle: Launched in Germany in 1978 as the world's first environmental labelling

system, the Blue Angle is awarded to products and services that have a smaller environmental impact. Since receiving the world's first Blue Angle certification in the field of copiers in January 1992, Konica Minolta has continued to receive certification for new products by clearing the certification bar each time it has been raised.

**Dow Jones Sustainability World Index:** Highest Score in Economic and Environmental Dimensions in the Sector

**ECO LEAF Labelling:** The ECO LEAF labelling provides information on the environmental impact of a product, based on quantitative measurement of the environmental performance through the product's entire life cycle, from raw material procurement to production, sales, usage, disposal, and recycling. Konica Minolta provides environmental impact data relating to its office equipment through the ECO LEAF.



**ENERGY STAR:** Products that meet certain standards can be registered as ENERGY STAR devices as part do an energy saving program for office equipment. Implemented in 1995 through an agreement between the Japanese and US governments, the international program has expanded with the participation of the EU, Canada, Australia, New Zealand, Taiwan and other countries. Konica Minolta joined the ENERGY STAR program early on, and most of our products now fulfill the ENERGY STAR requirements.



**EPEAT**<sup>®</sup>: Managed by the Green Electronics Council, EPEAT<sup>®</sup> has been a comprehensive environmental rating that helps identify greener computers and other electronic e equipment since 2006. Imaging equipment was added as a new product category in 2013. It ranks products as gold, silver or bronze based on fifty nine environmental performance criteria considering life cycle of imaging equipment. Learn more about EPEAT<sup>®</sup> certification here. We have attached our EPEAT<sup>®</sup> Environmental Disclosures with our response.

**EcoLogo:** North America's most widely recognized and respected environmental certification program. Launched by the Canadian Federal Government in 1988, EcoLogo has grown to serve buyers and sellers of green products throughout Canada, the United States, and around the world.

**RoHS2 & Declaration of Conformity:** Effective since July 2006 on the European market, the RoHS Directive (Restriction of Hazardous Substances) was superseded in January 2013 by the new RoHS 2 Directive, which integrates RoHS 2 into the Declaration of Conformity. As a result, the CE mark now covers RoHS 2 Compliance and replaces the former 'RoHS 2 and not only avoids the listed substances in the RoHS-designated products but has discontinued the use of these substances in all office products.

**Eco Mark:** The Eco Mark program is operated by the Japan Environment Association (JEA), founded in 1989. Products displaying the Eco Mark symbol are certified as being useful for environmental preservation.

### Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following <u>must be</u> <u>answered</u>:

**Selection Criteria for Independent Providers:** Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

This process can work in two ways depending on the business relationship required;

### Authorization of Dealers and Distributors

Before Konica Minolta authorizes a Dealer or Distributor we require that they provide business plans along with their financials to assure that they can handle the market place from a service and support aspect. These are reviewed by our upper management and commitment levels needs to be agreed upon and reviewed before we enter into a contract. Training needs to be conducted; parts and supply must be ordered to meet the contract requirements. Often this is not a short process, we want to assign subcontractors/dealers that can and will up hold the contract agreements before any equipment is shipped.

### **Subcontractors**

Where a dealer or independent subcontractor is needed to provide support under a Konica Minolta held contract or project, a similar process occurs. We will evaluate the partner to insure they can provide necessary support required by a contract. Once determined the subcontractor can meet the requirements, our contracts division will draft a dealer participation agreement or SOW as appropriate to be signed by both parties. The document serves as the contract between Konica Minolta and our dealer and/or subcontractor to participate under a contract and details the responsibilities, contract requirements and flow downs the partner is to adhere too.

Please see our list of Authorized Dealers included in our response documents.

**Current Subcontractors, Distributors, Installers, Etc.:** Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

### Please see our list of Authorized Dealers included in our response documents.

### Disclosures

**Financial Health (REQUIRED):** AEPA requires reports that describe the financial soundness of your organization. Accepted financial reports include balance sheets and Profit & Loss statements for the past three years (2017, 2018, 2019), a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies). Reports must be for the three years prior to this solicitation. Scan the report(s) into a PDF document and title as per the instructions.

For confidentiality, respondents may choose to send the report(s) by email directly to the AEPA Executive Director, George Wilson, at <u>georgewilson.aepa@outlook.com</u>. The reports will be held through the end of the protest period for the solicitation after which they will be destroyed. The pdf report(s) must be received by the AEPA Executive Director before the due date and time of the solicitation opening.

Please refer to our 2017, 2018 and 2019 Annual Report included in our response documents.

### References

X	No	Yes

Legal: Does this business have actions currently filed against it?

If **Yes**, <u>AN ATTACHMENT IS REQUIRED</u>: List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

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Konica Minolta is not involved in litigation of a material nature that would adversely affect our ability to deliver the products and services proposed under any resulting agreement with AEPA.

Ag	ency	Name	Title	Phone Number	Email
1.	City of Los Angeles (CA)	Zachary Millett	Management Analyst	(213) 808-8482	zacvhary.millett@lacity.org
2.	UTMD Anderson Cancer Center	Jeffrey Thomas	Contract Manager	(713) 745-8336	Jthomas6@mdanderson.org
3.	Clark County Information Technology (NV)	Martin Bennett	Manager, Technical Services	(702) 455-3021	martin.bennett@clarkcountynv.gov
4.	County of Alameda (CA)	Kevin Esguerra	General Services Agency, Procurement	(510) 208-9619	kevin.esguerra@acgov.org
5.	Orange County (CA)	Patricia McCaughey	Administrator, Business Operations, Orange County Department of Education	(714) 966-4085	pmccaughey@ocde.us

Provide contact information of your business's five largest public agency customers:

### **Service Questionnaire**

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). *Note: A Bidder must be <u>willing and able</u> to deliver the proposed products and/or services to 90% of the participating AEPA Member States, unless otherwise stated within Part B Technical Specifications.* .

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California	Yes	Yes	X	X
Colorado	Yes	Yes	X	X
Connecticut	Yes	Yes	X	X
Florida	Yes	Yes	Х	X
Georgia	Yes	Yes	Х	X
Illinois	Yes	Yes	Х	X
Indiana	Yes	Yes	Х	X
lowa	Yes	Yes	X	X
Kansas	Yes	Yes	Х	X
Kentucky	Yes	Yes	X	X
Massachusetts	Yes	Yes	Х	X
Michigan	Yes	Yes	Х	Х
Minnesota	Yes	Yes	X	X
Missouri	Yes	Yes	Х	X
Montana	Yes	Yes	X	X
Nebraska	Yes	Yes	X	X
New Jersey	Yes	Yes	X	X
New Mexico	Yes	Yes	Х	Х
North Dakota	Yes	Yes	Х	Х
Ohio	Yes	Yes	Х	Х
Oregon	Yes	Yes	Х	Х
Pennsylvania	Yes	Yes	Х	Х
South Carolina	Yes	Yes	Х	Х
Texas	Yes	Yes	Х	Х
Virginia	Yes	Yes	Х	Х
Washington	Yes	Yes	Х	Х
West Virginia	Yes	Yes	Х	Х
Wisconsin	Yes	Yes	Х	Х
Wyoming	Yes	Yes	Х	Х

e-Commerce: Does this business have an e-commerce website?

No

Х

Yes

If YES, what is the website?

Konica Minolta Business Solutions does have e-commerce capabilities. Currently we have a dedicated website for AEPA members to view product specifications and awarded pricing. Due to the complexity of configuring products, solutions and services we do not offer punch out capability for contracts of this nature.

**Customer and Support Service:** It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options?	No	Х	Yes
Does this business have a toll-free customers support phone option?	No	Х	Yes
Does this business offer local customer and support service options?	No	Х	Yes

 Training: If applicable, does this business offer customer training for the products and services sold?
 X

 No
 Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

### Training is typically provided in two parts:

- 1. The local Konica Minolta technician will provide a simple overview of the new hardware, once it is installed, for your designated Key Operator to ensure that the basic functionality of the new hardware is immediately known.
- 2. The local Konica Minolta Sales Representative will be responsible for coordinating the second, more in-depth training, with your Key Operator and other department users.

To ensure these trainings are effective, Konica Minolta provides hands-on, instructor led training in each of our Regional Training Centers for all new products to ensure each technician is properly trained to service our hardware. These courses include an intensive, approach to all phases of operation, such as installation, troubleshooting, repair and network support. Real world exercises are utilized to ensure each technician gains an expert knowledge of the functionality and repair process for each unit. Each technician receives an average of over 6 months of training (more than 1000 hours).

### Pricing:

Is your pricing methodology guaranteed for the term of the contract?	No	X	Yes
Will you offer customized price lists to participating entities as required per the pricing terms of Part A?	No	X	Yes
Will you offer hot list pricing (optional) as described in the pricing terms of Part A?	No	Х	Yes
Will you offer volume price discounts as described in the pricing terms of Part A?	No	X *	Yes

\*Konica Minolta is committed to providing AEPA members volume/spot discounts based on the competitive market conditions and opportunity on a case by case basis.

**Competitiveness:** In order for your bid to be considered, your company must offer AEPA prices that are equal to or lower than those normally offered to individual entities or cooperatives with equal or lower volume.

 X

 Is the pricing that is proposed to AEPA equal to or lower than pricing your company
 No
 Yes

 offers to individual entities or cooperatives with equal to or lower volume?
 Yes

All discounts and pricing proposed mirrors our current AEPA pricing, and are aligned with customers of similar size

and scope. At Konica Minolta's discretion, additional discounts may be available to AEPA Members upon review of the opportunity and negotiations with the members.

Indicate which of the following apply and the **level of competitive range** you are offering in response to this IFB.

<u>X</u> Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

\_\_\_\_\_Pricing is LESS THAN individual customer and/or cooperatives. Lower by \_\_\_\_\_\_%

All discounts and pricing proposed mirrors our current AEPA pricing, and are aligned with customers of similar size and scope. At Konica Minolta's discretion, additional discounts may be available to AEPA Members upon review of the opportunity and negotiations with the members.

 Cooperative Contracts:
 Does your business currently have contracts with other
 X

 cooperatives (local, regional, state, national)?
 No
 Yes

If YES, identify which cooperative and the respective expiration date(s).

- NASPO ValuePoint 140597 expires December 31, 2021
- KPN -02 and KPN 202001-05 both expire February 28, 2021
- Sourcewell 083116 expires October 19, 2021
- Region 4 ESC, powered by OMNIA Partners expires May 31, 2023

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

Konica Minolta will continue to lead with the AEPA contract in participating states with their members in the public K-12 vertical marketplace.

Administra	Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members'					
administra	administrative fee. Mark with an "X".					
	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping,					
	handling, administrative fee and other specific state costs are added to arrive at total price offered to the					
	Individual AEPA Member Agency.					
Х	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing					
	is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to					
	the adjusted AEPA Member Agency's price.					
	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other)					
	costs to arrive at a single price for all AEPA Member Agencies.					

Shipping & Handling: Orders that are \$50.00 or more shall include shipping and handling. What is	\$0.00
the flat rate your company will charge, regardless of where shipped in the continental United States,	1
for orders less than \$50.00?	

Note: Any accessories added on after initial installation of device will result in a \$50 delivery charge.

Product Returns: Does your business have a return policy?

Х	Yes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

There is a standard 10% re-stocking fee for items returned within 30 days from date of delivery. However, due to the national scope of this contract, Konica Minolta is willing to review each instance on a case by case basis.

No

Payment Terms: Will your business offer AEPA buyer's a quick pay discount?	X N	o _	Yes
If YES, what is the discount? %Net			
Leasing: Do your business offer leasing arrangements under this bid?	No	X	Yes

If Yes, please indicate the rate factor and other cost factors below.

### Hardware Rates\*

Term	FMV	\$1.00 Purchase Option	
	\$1,000 and over	\$1,000 and over	
24 Months	.0475	.0494	
36 Months	.0304	.0333	
48 Months	.0247	.0262	
60 Months	.0210	.0219	

Rates are subject to change based on market fluctuations

### Software Rates\*

Software Only Transactions or Rates to use on Software When Blending with Hardware.

Term	Rate Factor
24 Months	.0499
36 Months	.0322
48 Months	.0254
60 Months	.0216

Rates are subject to change based on market fluctuations

\*No adders have been included in these rates (Personal Property Tax, P-Card, etc.). Lower rates may be offered on a case by cases basis based on transaction size

Konica Minolta has a several financing options we can offer AEPA members:

### **Direct Lease Execution**

AEPA eligible members authorized by statute and meeting Vendor's underwriting criteria may elect to lease Equipment from Vendor by executing and delivering Vendor's form Master Premier Lease Agreement and/or Master Premier Advantage Agreement, including the Schedules applicable to such Master Document. Additionally, for those state and local governmental entities that are subject to annual appropriations a Non Appropriation Addendum will be included (Non-appropriations Addendum shall not apply to or for any private, non-profit entity, or any other privately owned entity). Copies of the referenced documents are attached hereto. Each Schedule is a separate assignable lease or loan. Konica Minolta may offer additional forms of lease/finance agreements from time to time based on individual entities specific needs.

Through the KMPF program, we can offer the following suite of Finance Solutions:

- 1. Fair Market Value Lease 24-60 month terms
- 2. Dollar Buyout Leases 24-60 month terms
- 3. True Municipal Finance Programs 24-60 month terms \*
- 4. Software Only Finance Program 24-60 month term
- 5. Purchase Order Only Leases \*
  - \* Customer Must Qualify

### Lease by Incorporation into Purchase Order Only

We also offer a Purchase Order Only Program to AEPA members. This program enables the purchase order (PO), the agreement and addendum to constitute a finance lease. Only the terms and conditions of the Purchase Order Addendum attached with our response are the prevailing terms. This program is not available to non-profit entities.

The following <u>Purchase Order Only</u> option would be made available to any AEPA member authorized by statute meeting our underwriting criteria. Konica Minolta will offer leasing under the terms and conditions outlined in Leasing Exhibit A1 attached hereto. Additionally, for those state and local governmental entities that are subject to annual appropriations, Leasing Exhibit A2 would also be incorporated into those lease terms and conditions.

Entities may issue Purchase Orders that incorporate by reference, this Master Premier Lease Agreement and the related Non Appropriation Addendum (*Non-appropriations Addendum shall not apply to or for any private, non-profit entity, or any other privately owned entity*) and if so incorporated by reference, each such Purchase Order will constitute a Schedule for the purposes of this Master Premier Lease Agreement. Each Schedule is a separate assignable lease. You agree to all of the terms and conditions contained in the Master Premier Lease Agreement and any Schedule, which together are a complete statement of our Agreement regarding the lease of the listed equipment ("Agreement") and supersedes all other writings, communications, understandings, agreements, any purchase order and any solicitation documents and related documents.

The following language is required to be written on the face of each Purchase Order Issued by the customer:

"This purchase order incorporates the terms and conditions of the Konica Minolta AEPA Contract #021-C, specifically those leasing terms from Leasing Exhibit A1 and Leasing Exhibit A2, attached thereto set forth at <u>kmbs/konicaminolta.us/AEPA</u> for full terms and conditions that govern and control leasing transactions which we have read and expressly agree to be bound by, as the controlling terms over any preprinted terms stated on this purchase order."

\*\*NOTE, private, non-profit and other privately owned entities should omit the reference to Leasing Exhibit A2 when preparing their purchase order, as this Exhibit would not apply.

### Workplace Hub Orders Only:

"This purchase order incorporates the terms and conditions of the Konica Minolta AEPA Contract #021-C, specifically those leasing terms from Leasing Exhibit B1 and Leasing Exhibit A2, attached thereto set forth <u>kmbs/konicaminolta.us/AEPA</u> for full terms and conditions that govern and control leasing transactions which we have read and expressly agree to be bound by, as the controlling terms over any preprinted terms stated on this purchase order."

\*\*NOTE, private, non-profit and other privately owned entities should omit the reference to Leasing Exhibit A2 when preparing their purchase order, as this Exhibit would not apply.

### **Authorized Dealer:**

AEPA members also have the option of a direct leasing agreement with the local installing and servicing dealers.

### If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Re	sponsibilities of an AEPA Vendor Partner	Yes, indicate with an "X"	<b>No,</b> indicate with an "X"
1.	Designate and assign a dedicated senior-level contract manager (one authorized to	Х	
	make decisions) to each of the Member Agency accounts. This employee will have		
	a complete copy and must have working knowledge of the AEPA contract.		
2.	Train and educate sales staff on what the AEPA contract is: including pricing, who	Х	
	can order from the contract (by state), terms/conditions of the contract, and the		
	respective ordering procedures for each state. It is expected that Vendor Partners		
	will lead with AEPA contracts.		
3.	Develop a marketing plan to support the AEPA contract in collaboration with	Х	
	respective AEPA Member Agencies. The marketing plan should include, but not be		
	limited to, a website presence, electronic mailings, sales flyers, brochures,		
	mailings, catalogs, etc.		
4.	Create an AEPA-specific sell sheet with a space to add a Member Agency logo and	Х	
	contact information for use by the Member Agencies and the Vendor Partner's		
	local sales representatives to market within each state.		
5.	On a quarterly basis, complete the sales and administrative fee report (see	Х	
	attached PDF example) and submit to each Member Agency along with the		
	respective administrative fees to be paid. If there are no sales, the Vendor Partner		
	is required to submit a \$0 report to the AEPA Member Agency.		
6.	Have ongoing communication with the Bid Oversight Chairperson, AEPA Member	Х	
	Agencies and the Member Agencies Participating Entities.		
7.	Attend two (2) AEPA meetings each year (see Part A)	Х	
8.	Participate in national and local conference trade shows to promote the AEPA	Х	
	contracts including, but not limited to the Association of School Business Officials		
	(ASBO), the National Institute of Governmental Purchasing (NIGP), and the		
	National Association of Educational Procurement (NAEP).		
9.	Increase sales over the term of the contract with all participating AEPA Member	Х	
	Agencies.		

### **Exceptions**

### Instructions:

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. (To insert more rows, hit the tab key from the last field in the last row and column.)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.

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4. Exceptions to local, state or federal laws cannot be accepted under this bid.

	No, this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
Х	Yes, this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of
	this IFB.

IFB Section and	Outline Number	Term and Condition	Exception
Page Number II. Solicitation Procedures Section A. –page 4	Issuing Agency	AEPA requires that Respondents only respond if they can offer prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume.	Konica Minolta has based our proposal on the information provided in this RFP and, thus, Konica Minolta cannot agree to this provision as written. All discounts for customers of similar size and scope have been considered when generating the price to AEPA. Additional discounts may be available to the AEPA Member upon review, negotiation, and at Konica Minolta's discretion.
Section V. General Terms and Conditions for All Agencies – page 12 Section V. General Terms and Conditions for All Agencies – page 14	Audit Rights Cooperative Purchasing Contracts	Audit Rights: In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books, and pertinent records related to this contract may be audited at a reasonable time and place. The Vendor Partner agrees that all the prices, terms, warranties, and benefits granted by the Vendor Partner to AEPA Member Agencies or Participating Entities through this contract will be equal to or better than those offered to any individual entities or cooperatives that have equal or lesser volume. If the Vendor Partner shall, during the term of this Contract, enter into arrangements with any customer or cooperative	All audits shall be subject to any reasonable conditions and restrictions Konica Minolta may impose to protect the confidentiality, integrity, and availability of its data and systems. Konica Minolta has based our proposal on the information provided in this RFP and, thus, Konica Minolta cannot agree to this provision as written. All discounts for customers of similar size and scope have been considered when generating the price to AEPA. Additional discounts may be available to the AEPA Member upon review, negotiation, and at Konica Minolta's discretion.
		with any customer of cooperative providing greater benefits or terms that are more favorable, the Vendor Partner shall notify the AEPA category committee chairman and offer said prices, terms, warranties and benefits to all AEPA Member Agencies. The following shall be noted:	
New Section V. General Terms and Conditions for All Agencies –	Credit Hold	The Vendor Partner must agree not to place the AEPA Member Agency and/or its Participating Entity on	In instances where it becomes necessary to put an AEPA Agency Member on credit hold, it only affects that specific member and not all the

page 15		"credit hold" without 10-days	other members.
		advanced notice in writing, either by	
		letter, facsimile or email to the AEPA	
		MemberAgencyandtheParticipatingEntity.TheAEPA	
		Member Agencies believe it is better	
		for the Vendor Partner if the AEPA	
		Member Agency places the slow-	
		paying Agency Member on "credit	
		hold;" if a Vendor Partner places the	
		Participating Entity on credit hold,	
		agencies that pay promptly are	
		penalized. If, on the other hand, the	
		Member Agency places the offending	
		Participating Entity on "credit hold", payment is more likely to result and	
		only the offender is disciplined.	
		only the orientee is disciplined.	
Section V.	Delivery Terms,	The title and risk of loss of material or	Purchase Only: Title shall pass to Buyer
General Terms	Conditions and	service: shall not pass to the Buyer	upon acceptance, which shall be
and Conditions	Requirements:	purchasing the material or services	deemed accepted within three (3) days
for All Agencies –		until it receives the material or	of delivery. Risk of loss shall pass to
page 15		service at the point of delivery (FOB Destination) and they have been	Buyer upon delivery of materials or performance of services.
		accepted, unless otherwise provided	performance of services.
		within this document or individual	In the event of an FMV lease, title does
		project's contract.	not pass to the Buyer. Risk of loss shall
			pass to Buyer upon delivery of
			materials or performance of services.
Section V.	Delivery Terms,	Ownership of products and services	Purchase Only: Ownership hall pass to
General Terms	Conditions and	happens only after receipt and	Buyer upon acceptance, which shall be
and Conditions	Requirements:	acceptance of delivery by the Buyer.	deemed accepted within three (3) days
for All Agencies –		The Buyer will be the determining	of delivery.
page 15		judge of whether materials and services delivered under the	In the event of an FMV lease,
		purchase order/contract satisfy the	ownership will not pass to the Buyer.
		specifications and requirements as	
		identified in the contract/order.	
Section V.	Liquidated	The Buyer may suffer financial loss if	Konica Minolta will make all reasonable
General Terms	Damages	the project is not substantially	commercial efforts to comply with the
and Conditions for All Agencies –		complete or products or services are	timeframes as outlined in our response or within such extra time as may have
page 16		not delivered on the established	been allowed by approved extensions.
1-0		date. The Vendor Partner (if applicable surety) shall be liable for	We will endeavor to notify AEPA
		and shall pay to the Buyer, not as a	Member of any delays and will
		penalty, the sums that may be	communicate anticipated dates of
		hereinafter agreed upon as	delivery. In lieu of financial guarantees,
		liquidated damages per calendar day	Konica Minolta will institute an escalation process to discern the root
		of delay until the work and/or	cause of the delay.
		delivery is determined by Buyer to be	

		complete and/or delivered. Liquidated damages will be determined on a project by project basis.	
Section V. General Terms and Conditions for All Agencies – page 16	Default in One Installment to Constitute Total Breach	Vendor Partner shall deliver conforming materials in each installment or lot of this contract and may not substitute nonconforming materials. The AEPA Member Agency reserves the right to declare a breach of contract if the Vendor Partner delivers nonconforming materials or services to any Buyer under this contract.	Konica Minolta will agree to allow AEPA Member to terminate this Agreement, in whole or in part, upon Konica Minolta's failure to cure a default of its service obligations provided AEPA Member has provided Konica Minolta with 30 days written notice and the opportunity to cure. Cancellation of any lease agreement for any other reason will result in cancellation fees equal to the remaining stream of unpaid payments plus any open, unpaid items currently due or become due plus the cost of returning the product to a location and in a manner designated by Konica Minolta.
Section V. General Terms and Conditions for All Agencies – page 18	Force Majeure	Except for payments of sums due, neither party shall be liable to the other, nor be deemed in default under this contract, if, and to the extent, that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; blizzards; earthquakes; tornadoes or violent winds; hail storms; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent	Neither party shall be responsible for delays or failure in performance of this Agreement (other than failure to make payment) to the extent that such party was hindered in its performance by any act of God, labor dispute, or any other occurrence beyond its reasonable control.

		the party from resuming performance in accordance with the contract. Force majeure shall not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences. If either party is delayed at any time by force majeure, the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours.	
Section V. General Terms and Conditions for All Agencies – page 18,19	Indemnification	Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any attorney's fees and/or litigation expenses, which might be brought or made against or incurred by AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker's compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner's obligation under this section will not extend to any liability caused by the sole negligence of AEPA, its Members, participating Entities, its employees. The liability of	Konica Minolta agrees to indemnify, defend and hold harmless the AEPA, its officers, directors, employees and agents from all loss, liability, claims or expenses (including reasonable attorney's fees) arising from bodily injury, including death, or tangible property damage to the extent proximately caused by Konica Minolta's negligence or greater culpability in the performance of its obligations under this Agreement. Konica Minolta's indemnification obligations are conditioned on AEPA providing Konica Minolta prompt written notice of any claim, cooperating with Konica Minolta in the defense of the claim, and granting Konica Minolta control of the defense and settlement of the claim.

		AEPA, its Members,	
		Participating Entities, or its	
		employees will be subject in all cases	
		to the immunities and limitations of	
		Nevada or the AEPA Member	
		Agency's state laws. Installation:	
		Equipment and items of construction	
		shall be installed in accordance with	
		the manufacturer's instructions,	
		specifications, in accordance with any	
		federal, state, local rules, regulations,	
		codes, and the schedule determined	
		by the AEPA Member Agency and/or	
		Participating Entity.	
		Participating Entity.	
Section V.	Liens	All materials and services shall be	Konica Minolta will not place a lien on
General Terms	LICHS	free of all liens.	AEPA Member's premises; however,
and Conditions			hardware leases may be secured
for All Agencies –			through use of liens or other similar
page 20			methods.
Section V.	Standard	b. Buyer will prepare and	Buyer will prepare and issue a purchase
General Terms	Ordering Process	issue a purchase order to the	order to the Vendor Partner or an
and Conditions	or dering ribbess	Vendor Partner based on the	Authorized Participating Dealer based
for All Agencies –		product catalog, pricelist or Vendor	on the product catalog, pricelist or
page 21		Partner's quote;	Vendor Partner's quote;
Section V.	Special	f. Vendor Partner shall	Konica Minolta cannot include the
General Terms	Ordering Process	provide the transaction and volume	following columns in the AEPA report
and Conditions		reporting as stipulated on a	format: Extended Advertised Price and
for All Agencies –		quarterly basis in the AEPA report	Savings.
page 21		format.	
Section V.	Order of	Order of Precedence: In the event a	1. Mutually signed Lease Agreement
General Terms	Precedence	conflict occurs the following order of	2. Member Agency Specific terms and
and Conditions		precedence shall prevail:	conditions
for All Agencies –		1. Member Agency specific terms and	3. Specifications and scope of work
page 22		conditions	4. General terms and conditions
p080 22		2. Specifications and scope of work	5. Attachments and exhibits
		3. General terms and conditions	6. Documents referenced or included in
		4. Attachments and exhibits	the solicitation
		5. Documents referenced or included	
		in the solicitation	
Section V.	Patent and	To the extent permitted by law,	Konica Minolta agrees to defend,
General Terms	copyright	Vendor Partner shall indemnify and	indemnify and hold harmless AEPA
and Conditions	indemnification	hold harmless Member Agency and	against any third party claims that the
for All Agencies –		its Participating Entities against any	equipment leased or purchased under
page 22		liability, including costs and	this agreement violates any third
_		expenses, for infringement of any	party's intellectual property rights. This
		patent, trademark or copyright	indemnity provision will not apply if
		arising out of contract performance	such third party claims of intellectual
		or use by Member Agency and its	property rights violations are caused by
		Participating Entities of materials	AEPA, its officers, directors, employees
		furnished or work performed under	or agents using the equipment in such
		this contract. Member Agency and its	a way as to cause such infringement,
	1	the contract memoer receive and its	a may as to subscisuon miningementy

		Participating Entities shall reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.	including, but not limited to, using equipment or products other than Konica Minolta products or using Konica Minolta equipment or products in an unauthorized manner. Konica Minolta's indemnification obligations are conditioned on AEPA providing Konica Minolta prompt written notice of the claim, cooperating with Konica Minolta.
Section V. General Terms and Conditions for All Agencies – page 22	Pricing	The Respondent/Vendor Partner must agree that they will not offer or provide a better price to any individual entities or cooperatives with equal or lesser volume than that through AEPA.	Konica Minolta has based our proposal on the information provided in this RFP. All discounts for customers of similar size and scope have been considered when generating the price to AEPA. Additional discounts may be available to the AEPA Member upon review, negotiation, and at Konica Minolta's discretion.
Section V. General Terms and Conditions for All Agencies – page 23	Fixed Prices	<ul> <li>i. Fixed prices: Prices bid shall be firm until each anniversary date of contract, unless there is an occurrence of one or more economic price adjustment contingencies outlined in the bid.</li> <li>Fixed price offers shall include prices for any and all items.</li> </ul>	contract.
Section V. General Terms and Conditions for All Agencies – page 27	Protests	Protests: Under this public procurement and AEPA's Solicitation, any Respondent who is aggrieved in connection with this procurement, can file a protest in accordance with (1) AEPA's Solicitation Document; (2) AEPA's Policies and Procedures; and (3) AEPA Member Agency's State Procurement Code and Board Policies. Venue for any and all legal actions regarding or arising out of the transactions covered herein shall be solely in the court of jurisdiction located in the state and county of the AEPA Member Agency and will govern any resulting transactions.	The parties will communicate and try to resolve any disputes that arise. If no resolution is achieved within thirty (30) days, the parties will seek the right to any remedy available.
Section V.	Termination by	Termination by AEPA Member	Konica Minolta will agree to allow AEPA

AEPA IFB 021-C Part D - Questionnaire

General Terms	AEPA Member	Agency: An AEPA Member Agency	Member to terminate this Agreement,
and Conditions	Agency	may cancel any contract secured by	in whole or in part, upon Konica
for All Agencies –		the solicitation without any further	Minolta's failure to cure a default of its
page 30		obligation if any person significantly	service obligations provided AEPA
P-00 00		involved in initiating, negotiating,	Member has provided Konica Minolta
		securing, drafting, or creating the	with 30 days written notice and the
		contract on behalf of the AEPA	opportunity to cure. Cancellation of
		Member Agency is or becomes, at	any lease agreement for any other
		any time while the contract or any	reason will result in cancellation fees
		extensions of the contract is in effect,	equal to the remaining stream of
		an employee of, or a consultant to	unpaid payments plus any open,
		any other party to this contract with	unpaid items currently due or become
		respect to the subject matter of the	due plus the cost of returning the
		contract. Such cancellation shall be	product to a location and in a manner
		effective when the parties to this	designated by Konica Minolta.
		contract receive written notice from	designated by Romed Winorta.
		the AEPA Member Agency unless the	
		notice specifies a later time.	
		Cancellation by one AEPA Member	
		Agency does not require other	
		Agencies to cancel their contracts	
Section V.	Termination for	Termination for Convenience: AEPA	Konica Minolta recognizes the rights of
General Terms	Convenience	Member Agency reserves the right to	a customer to terminate an agreement
and Conditions	convenience	immediately terminate this contract,	for convenience due to changes to
for All Agencies –		without penalty or recourse, in whole	business needs or environment. Konica
page 30		or in part, if the AEPA Member	Minolta will agree to allow AEPA
page 50		Agency determines that termination	Member to cancel the master
		is in the best interest of Participating	agreement without fees given thirty
		Entities. The Vendor Partner, after	(30) days prior written notice,
		receipt of a "Notice of Termination,"	preventing any additional placements
		shall not accept any new orders after	subsequent to the date of termination.
		the termination date specified in the	Additionally, termination for
		notice. Any termination shall not	convenience will apply to any pending
		affect projects that are in progress at	or open orders, which have yet to be
		the time the cancellation is received	installed at AEPA Member locations.
		by the AEPA Member Agency. Vendor	However, product installed prior to the
		Partner shall be entitled to receive	date of termination of the agreement
		just and equitable compensation in	will be obligated to remain in place for
		accordance with applicable contract	the full term of its respective lease
		pricing for work in progress, work	period unless cancelled for Konica
		completed, and materials accepted	Minolta default on service obligations.
		before the effective date of the	Cancellation of any lease agreement for
		cancellation. The Vendor Partner will	any other reason will result in
		not be reimbursed for any	cancellation fees equal to the
		anticipated profit. The AEPA Member	remaining stream of unpaid payments
		Agency reserves the right to cancel,	plus any open, unpaid items currently
		or suspend the use thereof, any	due or become due plus the cost of
		contract resulting from this	returning the product to a location and
		SOLICITATION if the Vendor Partner	in a manner designated by Konica
		files for bankruptcy protection or is	Minolta.
		acquired by an independent third	
		party. Vendor Partner may cancel this	
		contract upon written notice to the	
	1		

		AEDA Mombor Agonou prior to the	
		AEPA Member Agency prior to the	
		intended termination date (or on the	
		yearly anniversary of the solicitation).	
		Any termination shall not affect	
		projects that are in progress at the	
		time the cancellation is received by	
		the AEPA Member Agency.	
Section V.	Termination for	Termination for Default: If either	Konica Minolta will agree to allow AEPA
General Terms	Default	party is in default under this contract,	Member Agency to terminate a lease
and Conditions		it shall have an opportunity to cure	for individual pieces of hardware and
for All Agencies –		the default within the time indicated	the portion of the Lease Payment
page 30,31		(ten business days in most states)	related to specific hardware, as it
		after it is given written notice of	relates to a specific piece of hardware's
		default by the other party, specifying	failure to perform if Konica Minolta
		the nature of the default. Upon	fails to cure a default of its service
		receipt of the notice of default, the	obligations as outlined under the
		defaulting party shall have ten	Customer One Guarantee and provided
		business days to provide a	AEPA Member Agency has provided
		satisfactory response to the AEPA	Konica Minolta with 30 days written
		Member Agency. Failure on the part	notice and a 30 day opportunity to
		of the defaulting party to adequately	cure. If Konica Minolta fails to cure
		address all issues of concern may	within such 30 day cure period, the
		result in contract termination. If the	portion of the lease payment related to
		default is not cured within the time	the non- performing hardware may be
		specified in the notice of default, the	cancelled upon return of the that
		non-defaulting party shall have the	piece of hardware to Konica Minolta
		right, in addition to all other	Premier Finance in accordance with
		remedies at law or equity, to	the terms and conditions of the lease.
		immediately terminate this contract.	
		Failure to complain of any action,	
		non-action or default under this	
		Agreement shall not constitute a	
		waiver of any of the parties' rights	
		hereunder. The AEPA Member	
		Agency reserves the right to	
		terminate this contract, or any part	
		hereof, for cause in the event of any	
		default by the Vendor Partner, or if	
		the Vendor Partner fails to comply	
		with any contract terms and	
		conditions, or fails to provide the	
		AEPA Member Agency, upon request,	
		with adequate assurances of future	
		performance. In the event of	
		termination for cause, the AEPA	
		Member Agency shall not be liable to	
		the Vendor Partner for any amount	
		for supplies or services not accepted,	
		and the Vendor Partner shall be liable	
		to the AEPA Member Agency or any	
		Participating Entity for any and all	
		rights and remedies provided by law.	
		If it is determined that the AEPA	

Section V. General Terms and Conditions for All Agencies – page 31 Section V. General Terms and Conditions for All Agencies – page 31	Termination for Non- Appropriation	Member Agency improperly terminated this contract for default, such termination shall be deemed a termination for convenience. Termination for Non-Appropriation: Any individual Buyer's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the Buyer's governing board and/or it State Legislature. Such termination will be effected by sending fifteen (15) days written notice to the Vendor Partner. The Buyer's decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Vendor Partner and shall be final. Title and Risk of Loss: The title and risk of loss of material or service shall not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery unless otherwise provided	Konica Minolta will not extend this clause to non-profit entities.
		within this document.	In the event of an FMV lease, title does not pass to the Buyer. Risk of loss shall pass to Buyer upon delivery of materials or performance of services.
Section V. GeneralTerms and Conditions for All Agencies – page 31	Warranty	Warranty: Vendor Partner warrants that all commodities, supplies, materials, equipment, software, and service delivered under this contract shall conform to the specifications of this contract. All items should carry a warranty equal to the intended life cycle or a minimum 12-month manufacturer's warranty that includes parts and labor unless otherwise specified and agreed to. The manufacturer has the primary responsibility to honor a manufacturer's warranty; a distributor or dealer agrees to assist the purchaser to reach a solution in a	AEPA's sole and exclusive guarantee shall be the Customer One Guarantee. Konica Minolta agrees to maintain the hardware covered by this guarantee in good operating condition, providing necessary maintenance, service, and repairs as specified by the terms of the written maintenance agreement. Should a workgroup unit be out of service for more than 16 consecutive business hours, or a production print unit be out of service for more than 24 consecutive business hours, due to maintenance needs, Konica Minolta shall provide a loaner unit of similar capabilities upon request by AEPA

		dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three- year warranty must be honored by the manufacturer and the Vendor Partner. All extended warranties must be passed on, without exception. If upon discovery, the Vendor Partner charges a Buyer for a replacement part that the Vendor Partner actually received at no cost under a warranty, the Vendor Partner will rebate the amount billed and the Buyer reserves the right to cancel the contract.	Member Agency. Any unit that Konica Minolta determines cannot be properly repaired to manufacturer's specifications will be eligible for a replacement unit of substantially similar or greater capabilities, at no additional charge; provided, however, that the replacement unit may be other than new. We commit to this agreement to ensure your total confidence in our products.
Part B 9.6	Product   Category Specific Specifications	Bid price shall include all equipment cost, delivery,, installation, removal, emergency and scheduled preventative maintenance repairs, all parts, all supplies (except paper and staples), and proper training to key personnel. All equipment shall equal or exceed, in all respects, the requested specifications provided in the schedule. Pricing shall not include taxes. The contractor shall make clear that any taxes not initially identified, that might occur in the future, are the responsibility of the Contractor.	Konica Minolta has included delivery and installation on all Konica Minolta brand equipment. On 3rd Party products, delivery and installation will be a separate charge. This is due to the size, weight, SOW customizations and complexity of these specialty products. Delivery and installation charges for these products will be mutually agreed to between KM and customer and reflected on orders.

### **Deviations**

### Instructions:

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. (To insert more rows, hit the tab key from the last field in the last row and column.)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Deviations to local, state, or federal laws cannot be accepted under this bid.

No, this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
 X Yes, this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number	Specification (describe)	Details of Deviation
Part B		
8.8	Vendor Partners must provide a product or mix of products in a manner that will allow Buyers to migrate to emerging technologies/services and between legacy technologies with no penalty charge associated with maintaining the most appropriate selections of goods and services throughout the life of the contract.	Konica Minolta agrees to this clause as long as the migration to new technology does not impact any existing leases until they have met their full term. If a customer chooses to upgrade a lease early in order to upgrade to the latest technology, it will result in cancellation fees equal to the remaining stream of unpaid payments plus any open, unpaid items currently due or become due plus the cost of returning the product to a location and in a manner designated by Konica Minolta.
9.6	Bid price shall include all equipment cost, delivery, installation, removal, emergency and scheduled preventative maintenance repairs, all parts, all supplies (except paper and staples), and proper training to key personnel. All equipment shall equal or exceed, in all respects, the requested specifications provided in the schedule. Pricing shall not include taxes. The contractor shall make clear that any taxes not initially identified, that might occur in the future, are the responsibility of the Contractor.	Konica Minolta has included delivery and installation on all Konica Minolta brand equipment. On 3rd Party products, delivery and installation will be a separate charge. This is due to the size, weight, SOW customizations and complexity of these specialty products. Delivery and installation charges for these products will be mutually agreed to between KM and customer and reflected on orders.
9.15	After being notified by the buyer, the arrival of a repair technician shall not exceed four (4) working hours. Working hours are defined by the buyer and will be supplied to the contractor upon request. Machines shall be kept in good working order so that work delays and copy problems will be minimized. If a copier exhibits continuing breakdowns or poor copy quality for one (1) month or five (5) emergency breakdown calls, the buyer reserves the right to reject the copier. The Contractor will, at the buyer's option, replace the copier/printer with	Konica Minolta offers our Customer One Guarantee.

	1	
	an acceptable machine for the duration of the contract.	
9.25	The Purchasing Agency may do an Equipment Upgrade or Downgrade on a lease or rental at anytime throughout the term of the lease or rental agreement. The Purchasing Entity and the Awarded Vendor shall negotiate the price of the Equipment Upgrade or Downgrade, but at no time shall the total cost of the Equipment Upgrade or Downgrade be less than the remaining stream of Equipment Payments.	Upgrade or Downgrade will be limited to 10% of fleet.
9.26	Except in the case of Non-appropriation of funds, FMV, Capital, Straight Leases and Short- term Rentals may be subject to an early termination charge, and will involve the return of the Equipment (in good working condition; ordinary wear and tear excepted) by the Purchasing Agency to the Vendor Partner/Authorized Dealer. With respect to the Equipment, the termination charge shall not exceed the balance of remaining Equipment Payments (including any current and past due amounts), and with respect to Service or maintenance obligations, the termination charge shall not exceed four (4) months of the Service and Supply base charge or twenty-five percent (25%) of the remaining Maintenance Agreement term, whichever is less.	Upgrade or Downgrade will be limited to 10% of fleet.
Part D - Sales History	Provide your business's annual sales for 2018, 2019, and 2020 YTD in the United States by the various public segments.	Konica Minolta cannot provide revenue sales dollars as this is considered highly confidential information. However, we have provided percent distributions. In addition, we do not have the industry breakdowns exactly as they have been requested, but we have gotten our data as close as possible to what AEPA is looking for.
Part D - Responsibilities of an AEPA Vendor Partner	9. Increase sales over the term of the contract with all participating AEPA Member Agencies.	Konica Minolta will make every attempt to increase sales with all AEPA Member Agencies throughout the term of the contract.

### **Uniform Guidance "EDGAR" Certification Form** 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent's willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent's authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

### **1.** Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent's return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency's provision shall control.

### 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Respondent agrees that such provision applies to any participating agency purchase or contract that meets the definition of

"federally assisted construction contract" in 41 CFR Part 60-1.3 and Respondent agrees that it shall comply with such provision.

### 4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at <u>www.wdol.gov</u>. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent's acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

### 5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

### 6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

### 7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

### 8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

### 9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

### **10. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

### **11. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

### 12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By <u>initialing the table</u> (1-12) and <u>signing below</u> , I certify that the information in this form is true,
complete and accurate and that I am authorized by my business to make this certification and all
consents and agreements contained herein.

Respondent Certification (By Item)	<u>Respondent</u> <u>Certification:</u> YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes, I agree	KM
2. Termination for Cause of Convenience	No, I do NOT agree	KM
3. Equal Employment Opportunity	Yes, I agree	KM
4. Davis-Bacon Act	Yes, Lagree	KM
5. Contract Work Hours and Safety Standards Act	Yes, I agree	KM
6. Right to Inventions Made Under a Contract or Agreement	Yes, Lagree	KM
7. Clean Air Act and Federal Water Pollution Control Act	Yes, Lagree	KM
8. Debarment and Suspension	Yes, Lagree	KM
9. Byrd Anti-Lobbying Amendment	Yes, Lagree	KM
10. Procurement of Recovered Materials	Yes, Lagree	KM
11. Profit as a Separate Element of Price	No, I do NOT agree	KM
12. General Compliance with Participating Agencies	Yes, I agree	KM

Konica Minolta Business Solutions U.S.A., Inc. Name of Business

Kristen McKenna Digitally signed by: Kristen McKenna DN; CN = Kristen McKenna email = konkenna@kmbs.konicamionita.us C = AD O = Konica Minoita Business Solitions USA, Inc. OU = Date: 2020.09.08 06:33:53-05'00'

Signature of Authorized Representative

Kristen McKenna Printed Name

9-8-20

Date

### **Solicitation Affidavit**

**Instructions:** This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

- 1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the *Member Agency*, or any employee thereof, or any person, business or corporation under contract with the *Member Agency* whereby the Respondent, in order to induce the acceptance of the foregoing bid by the *Member Agency*, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
- 2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
- 3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the *Member Agency*, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
- 4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
- 5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
- 6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
- 7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Kristen McKenna	1595 SpringHill Rd. Suite 410
Authorized Representative (Please print or type)	Mailing Address
State and Cooperative Contract Manager	Vienna, VA 22182
Title (Please print or type)	City, State, Zip
KINCKenna@kmbs.konicaminolta.us C =     ADO = Konica Minolta Business Solitions	
	9-8-20
Signature of Authorized Representative	Date
Subscribed and sworn to before me this	day of
Notary Public in and for County of	State of
My commission expires on	Signature
	Enter Notary Stamp



### Acceptance of Solicitation & Contract

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

### **PART I: RESPONDENT**

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	Konica Minolta Business Solutions U.S.A. Ind	Date	9-8-20
Address	<u>1595 SprinaHill Rd.</u>	City, State Zip	Vienna. VA 22182
Contact Person	Kristen McKenna	Title	State and Cooperative Contract Manager
Authorized Signature	Kristen McKenna McKenna	Title	State and Cooperative Contract Manager
Email	kristen.mckenna@kmbs.konicaminolta.us	Phone	(703) 760-3551

### PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to twelve (12) months and will commence on the date indicated below and continue until February 28, 2022, unless terminated, canceled, or extended. By mutual written agreement as warranted, the contract may be extended month by month up to six (6) months or for three (3) additional 12-month periods.

Awarding Agency			
Authorized Representative			
Awarded this	day of	<b>Contract Number</b>	
Contract to commence (Member Agency to select)	3/1/2021	Or	

		Part F.1 - Volume Discounts Schedule	iscounts Schedule	
	AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	gital Multi-function	Devices, Printers, D	ocument Lifecycle
Association of Educational		Accessories & Services	& Services	
PURCHASING AGENCIES	<b>Bidding Company Name:</b>	Konica Minolta Business Solutions U.S.A., Inc.	<b>Solutions U.S.A., Inc.</b>	
Pricing: Volume Band I BW 500 to 10,000			Evaluation V	Evaluation Volume = 2,000 per month
Proposed Model: bizhub 4052	-l: bizhub 4052			
	Please see attached price sheet for			
Proposed Option:	Proposed Options: additional options.			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Priving	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 1,621.76	÷	\$ 1,022.40	\$ 2,644.16
Minimum 30 PPM Digital A4 MFD;42 PPM				
Print, Scan, Copy yes _X_ or No				
le				
Single Drawer 250 or _550 Sheets				
50 sheet By-Pass				
Options:				
Document Feeder	Std			
Additional Paper Drawer	\$ 116.20			
	Zone 1: Local Full Service Maintenance & Sumplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost	Zone 4: Greater than 75 Miles Full Service Maintenance &
Full Service Maintenance & Supply Cost Per Impression		per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression (CPD
Tier 1: No Minimum	0.0142	0.0142	0.0156	Negotiated
Tier 2: 500 Impressions Per Month Minimum	0.0142	0.0142	0.0156	Negotiated
Tier 3: 1,000 Impressions Per Month Minimum	0.0142	0.0142	0.0156	Negotiated

**COPIER PRICING CHART** 

# AEPA IFB 009-D NonColor Pricing Form - Part D

Evaluation Volume = 6,000 per month 4,688.96 **Purchase Cost of Operation Amortization Plus CPI** AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle **Based on 36 Month** on Evaluation Volume & Tier 1 3,067.20 **Supplies for 36 Months Based** Part F.1 – Volume Discounts Schedule Full Service Maintenance & Konica Minolta Business Solutions U.S.A., Inc. Pricing Accessories & Services Supplies for 1 Month Based on 85.20 Full Service Maintenance & **Evaluation Volume & Tier 1** Pricing 1,621.76 116.20 223.30 **Bidding Company Name:** Please see attached price sheet **Purchase Price** Proposed Options: for additional options. Proposed Model: bizhub 4052 Pricing: Volume Band II BW 2,500 to 18,000 S PPM Standard interface: 10-BASE-T/100-BASE-TX/1,000-Finisher 30 Sheet Auto Staple One Position (FS-P02) Print Drive Compatibility Windows/Apple Version: For Networked Units: Standard Memory \_\_2 GB Association of Educational 8.5 X 11 to 8.5 X 14 Available Paper Sizes 42 Enhanced Software solution capability Minimum 40 PPM Digital A4 MFD: \_ Additional Paper Drawers (PF-P15 No Single Drawer 250 Sheets Each Scan Resolution \_600 X 600 DPI AEP Standard Trayless Auto Duplex No Emulations: PCL Postscript Yes Network, Print, Scan, Copy BASE-T Ethernet, USB 2.0\_ **Minimum Configuration** Standard Copier Memory Copy, Print, Scan: <u>X</u> Color GUI Interface JSB interface: yes\_ Document Feeder 50 sheet By-Pass Scan Resolution Auto Duplex **Options:** RAM

AEPA IFB 009-D NonColor Pricing Form - Part D

167.30 209.30

Ω S

Fax Feature (with network faxing) (FK-517

Cabinet (DK-P02)

### **COPIER PRICING CHART VOLUME BAND II**

## COPIER PRICING CHART VOLUME BAND II

Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CP1)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Tier 1: No Minimum	0.0142	0.0142	0.0156	0.0156 Negotiated
Tier 2: 1,000 Impressions Per Month Minimum	0.0142	0.0142	0.0156	0.0156 Negotiated
Tier 3: 3,000 Impressions Per Month Minimum	0.0142	0.0142	0.0156	0.0156 Negotiated

COPIER PRICING CHART VOLUME BAND II



# **AEPA IFB** #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

Accessories & Services

Evaluation Volume = 6,000 per month Bidding Company Name: Konica Minolta Business Solutions U.S.A., Inc.

Pricing: Volume Band II BW 2,500 to 18,000

Proposed Model: bizhub 287 Proposed Model: bizhub 287 Please see attached price sheet

Proposed Options:	Proposed Options: for additional options.			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on	Full Service Maintenance & Supplies for 36 Months Based	Purchase Cost of Operation Based on 36 Month
		Evaluation Volume & Tier 1 Pricing	on Evaluation Volume & Tier 1 Pricing	Amortization Plus CPI
	\$ 2,556.45	\$ 54.00	\$ 1,944.00	\$ 4,500.45
Minimum 25 PPM Digital MFD:28 PPM				
Copy, Print, Scan: _XYes No				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Auto Duplex				
Dual Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution_600x600 DPI				
Standard Copier Memory _4 GB RAM				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution_600x600DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _4 GB				
RAM				
Standard Trayless Auto Duplex				
Standard interface: _10-BASE-T/100-BASE-TX/1,000-				
BASE-T Ethernet, USB 2.0				
USB interface: yes _X No				
Print Drive Compatibility Windows/Apple Version:				
Options:				
Document Feeder (DF-628)	\$ 685.30			
Additional Paper Drawers (PC-113)	\$ 639.10			
Finisher 30 Sheet Auto Staple One Position (FS-533 +				
MK-602)	\$ 1,193.50			
Fax Feature (with network faxing) (FK-513)	\$ 749.00			
Cabinet (DK-513)	\$ 155.40			
	1			

Supplies Cost per Impression Greater than 75 Miles Full Service Maintenance & Zone 4: CPD 0.0099 Negotiated 0.0099 Negotiated 0.0099 Negotiated Maintenance & Supplies Cost 50 to 75 Miles Full Service per Impression (CPI) Zone 3: 0.009 0.009 0.009 Maintenance & Supplies Cost 25 to 50 Miles Full Service per Impression (CPI) Zone 2: 0.009 0.009 0.009 Local Full Service Maintenance & **Supplies Cost per Impression** Zone 1: (CPI) Full Service Maintenance & Supply Cost Per Impression

	COPIER F	COPIER PRICING CHART		
Association of Educational	<b>Part F.1 – Volume Discounts Schedule</b> AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	<b>Part F.1 – Volume Discounts Schedule</b> C Digital Multi-function Devices, Printers, Docu rvices	i <b>scounts Schedule</b> vices, Printers, Docum	ent Lifecycle
	Bidding Company Name:	Konica Minolta Business Solutions U.S.A., Inc.	solutions U.S.A., Inc.	
Pricing: Volume Band III BW 5,000 to 25,000	000	_	Evaluation Vol	Evaluation Volume = 10,000 per month
Proposed Mode	Proposed Model: bizhub 368e Please see attached price sheet			
Proposed Option:	Proposed Options: for additional options			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 3,294.58	\$ 81.00	\$ 2,916.00	\$ 6,210.58
Minimum 30 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
200 or 500 sheet Multi-Purpose Trav				
erf				
Scan Resolution _600x600 DPI				
Emulations: PCL Postscript For Networked Units: Standard Memory2GB				
RAM				
Standard Trayless Auto Duplex				
Network Connectivity: _Std Ethernet				
Standard RADF				
Cabinet ( Dk-510 added)				
Upuons: Dual scan document fooder (DE-704)	\$ 1361.40	L		
Large Capacity Paper Source (PC-415)	\$ 981.40			
Additional Paper Drawers (PC-115)	\$ 639.10			
Punch Unit (PK-520)	\$ 410.20			
Basic Finisher (FS-533)				
Sadale Sutth Finisher (F3-330 SD+ KU-313) Printer Hard Drive (250 GR Minimum)	8rd Z,313.3U			
E	Std	-		
Wireless NIC (UK-212)	-	•		
Fax Feature (with Network Faxing) (FK-514)	\$ 749.00			
	Zone 1: Local Full Service Maintenance &		Zone 3: 50 to 75 Miles Full Service	Zone 4: Greater than 75 Miles Full
Full Service Maintenance & Supply Cost Per Impression	Supplies Lost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Supplies Cost per Impression (CDD)
	*0000 ¢	10000		
TIET 1: NO MINIMUM	0.0081	0.0081	0.0089	Negotiated
Tier 2: 3,000 Impressions Fer Month Minimum Tier 3: 10,000 Impressions Per Month Minimum	0.0081	0.0081	0.0089	Negotiated
1				

AEPA IFB 009-D NonColor Pricing Form - Part D

AEPA	Part F.1 – Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	Part F.1 – Volume D ital Multi-function D	– Volume Discounts Schedule i-function Devices, Printers, Do	cument Lifecycle
Association of Educational	Accessories & Services	Sé		
PURCHASING AGENCIES	Bidding Company Name:	Konica Minolta Business Solutions U.S.A., Inc.	Solutions U.S.A., Inc.	
Pricing: Volume Band IV BW 8,000 to 30,000	000		Evaluation Vol	Evaluation Volume = 15,000 per month
Proposed Model:				
Proposed Options:	Please see attached price sheet for s: additional options.			
		Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 4,313.40	\$ 108.00	\$ 3,888.00	\$ 8,201.40
Minimum 40 PPM Digital MFD B 5 X 11 to 11 X 17 Available Paner Sizes				
8.5 X 11 to 11 X 17 Available Paper Sizes Dual Drawer 500 Sheets 200 an Trong - drawfirk Drawer There				
1.2				
<u>For networkeu units</u> ; stantaaru Mentory <u>Color GUI Interface</u>				
Network, Print, Scan, Copy				
Emuations: PCL POStSCript For Networked Units: Standard Memory _4GB				
RAM				
Standard Trayless Auto Duplex Network Connectivity: Std Ethernet				
USB interface: yes _XNo				
Print Drive Compatibility Windows/Apple Version:				
Cabinet (DK-510 added)				
Options	۰ ۲			
Dual scan document feeder Large Canarity Paner Source (PC-415)	Std 541 40			
Additional Paper Drawers (PC-115)				
Punch Unit (PK-520)				
Hard Drive Erase (ISO standard 15408)	Std Std			
Basic Finisher (FS0533)	\$ 1,087.10			
Saddle Stitch Finisher (FS-536 SD+ RU-513)	\$ 2,313.50 * 1020.00			
WILLESS MIC (ON-212) Fax Feature (with Network Faxing) (FK-514)				
	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost	Zone 4: Greater than 75 Miles Full Service Maintenance &
Full Service Maintenance & Supply Cost Per Impression	n (CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression (CPD)
Tier 1: No Minimum	0.0072	0.0072	0.0079	Negotiated
Tier 2: 8,000 Impressions Per Month Minimum	0.0072	0.0072	0.0079	Negotiated
Tier 3: 15,000 Impressions Per Month Minimum	0.0072	0.0072	0.0079	Negotiated

AEPA IFB 009-D NonColor Pricing Form - Part D

### COPIER PRICING CHART VOLUME BAND IV

## COPIER PRICING CHART VOLUME BAND V



# Part F.1 - Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Pricing: Volume Band V BW 10,000 to 45,000 Accessories & Services

Evaluation Volume = 20,000 per month

## Proposed Model: bizhub 558e

-	Please see attached price sheet

Proposed Options	Proposed Options: for additional options.			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on	Full Service Maintenance & Supplies for 36 Months Based	Purchase Cost of Operation Based on 36 Month
		Evaluation Volume & Tier 1	on Evaluation Volume & Tier 1	Amortization Plus CPI
Minimum Configuration	\$ 7,351.14	\$ 140.00	\$ 5,040.00	\$ 12,391.14
Minimum 50 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or500_ sheet Multi-Purpose Tray				
Scan Resolution600X 600 DPI				
For Networked Units: Stand. Memory4GB				
RAM				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution 600X600 DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory 4GB				
RAM				
Standard Trayless Auto Duplex				
Network Connectivity: _Std Ethernet				
USB interface: yes <u>X</u> No				
Print Drive Compatibility Windows/Apple Version:				
Printer Hard Drive (20 GB or _250 GB)				
Standard Trayless Auto Duplex				
Standard RADF				
Cabinet (DK-510 added)				
Options:				
Dual scan document feeder	Std			
Large Capacity Paper Source ( PC-415)	\$ 981.40			
Additional Paper Drawers (PC-115)	\$ 639.10			
Punch Unit (PK-520)	\$ 410.20			
Basic Finisher (FS-533)	\$ 1,087.10			
G	\$ 2,313.50			
Printer Hard Drive (_250_GB Minimum)	Std			
Hard Drive Erase (ISO standard 15408)	Std			
Wireless NIC (UK-212)	\$ 1,820.00			
Fax Feature (with Network Faxing) (FK-514)	\$ 749.00			

	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance & 25 to 50 Miles Full Service	25 to 50 Miles Full Service	50 to 75 Miles Full Service	Greater than 75 Miles Full
	Supplies Cost per Impression	Maintenance & Supplies Cost	Maintenance & Supplies Cost Maintenance & Supplies Cost	Service Maintenance &
Full Service Maintenance & Supply Cost Per	(CPI)	ner Impression (CPI)	ner Imnression (CPI)	Supplies Cost per Impression
Impression				
Tier 1: No Minimum	0.007	0.007	0.0077	0.0077 Negotiated
Tier 2: 10,000 Impressions Per Month Minimum	0.007	0.007	0.0077	0.0077 Negotiated
Tier 3: 25,000 Impressions Per Month Minimum	0.007	0.007	0.0077	0.0077 Negotiated

#### COPIER PRICING CHART VOLUME BAND VI



Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle

Accessories & Services

Pricing: Volume Band VI BW 25,000 to 100,000 Proposed Model: bizhub 658e

Konica Minolta Business Solutions U.S.A., Inc Evaluation Volume = 50,000 per month

	Please see attached price sheet for	for		
Proposed Options:	Proposed Options: additional options			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		Supplies for 1 Month Based on Evaluation Volume & Tier 1	Supplies for 36 Months Based on Evaluation Volume & Tier 1	Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 9.55	9.584.00 \$ Pricing 300.00	\$ 10.800.00	\$ 20.384.00
Minimum 60 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes	T			
Dual Drawer 500 or _500_ Sheets				
Single 3,000 Sheet Paper Deck				
100 or _150 sheet Multi-Purpose Tray				
Scan Resolution DPI600 X600 DPI				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _4GB RAM				
Standard Trayless Auto Duplex				
Network Connectivity: _Std Ethernet	T			
USB interface: yes <u>X</u> No				
Print Drive Compatibility Windows/Apple Version:	ſ			
For Networked Units: Standard Memory4GB RAM				
Standard250 GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
Options:				
Large Capacity Paper Source ( LU-207)	\$ 2,337.30	7.30		
Additional Paper Drawers ( LU-302)	\$ 1,24	,246.70		
Punch Unit (PK-520)	\$ 41	410.20		
Basic Finisher (FS-536 + RU-513)	\$ 1,30	,302.00		
Saddle Stitch Finisher (FS-536 SD+ RU-513)	\$ 2,313.50	3.50		
Printer Hard Drive (250 GB Minimum)	Std			
Hard Drive Erase (ISO standard 15408)	Std			
Wireless NIC (UK-212)	\$ 1,82	,820.00		
Fax Feature (with Network Faxing) (FK-514)	\$ 74	749.00		
	Zone 1: Lc	Local Zone 2:	Zone 3:	Zone 4:

Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPD) Negotiated Negotiated 0.0066 .006650 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI) 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI) Full Service Maintenance & Supplies Cost per Impression (CPI) 0.006 0.006 0.006 Full Service Maintenance & Supply Cost Per Impression Tier 2: 25,000 Impressions Per Month Minimum Tier 3: 40,000 Impressions Per Month Minimum **Tier 1: No Minimum** 

#### COPIER PRICING CHART VOUME BAND VII



Pricing: Volume Band VII BW 50,000 to 250,000

# Part F.1 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle

Accessories & Services Bidding Company Name: Konica Minolta Business Solutions U.S.A., Inc.

Evaluation Volume = 100,000 per month

Proposed Model: Ibithin B088 Texase attached prices Sheet for Texase attached prices Texase attached prices Texase attached prices Texase attached prices Texase attached pri	and an and an it mind alling a first t	,000			EVALUATION VUI	<u> τναιματινιι νυμιμο – τυυ, υυυ μει μιυμμι</u>
Transa sea stracted price sheet for Proposed Options: additional options.           Proposed Options: additional options.         Full Service Maintenance & Supplies for 3 (notth Based Supplies for 3 (noth Based Sup	Proposed Mode	l: bizhub 808				
Proposed Options: additional options.           Proposed Options: additional options.         Full Service Maintenance & Supplies for 36 Months Based           n         Supplies for 1 Month Based on Supplies for 36 Months Based         Supplies for 36 Months Based           n         Sipplies for 1 Month Based on Supplies for 36 Months Based         Supplies for 36 Months Based           n         Brinding         Supplies for 1 Month Based on Supplies for 36 Months Based           n         Sipplies for 1 Month Based         Internance & Terry           n         Sipplies for 1 Month Based         Supplies for 36 Months Based           Memory -4GB NAM         Sipplies for 1 Month Based         Sipplies for 1 Month Based           Memory -4GB NAM         Memory -4GB NAM         Sipplies for 1 Month Based           Memory -4GB NAM         Sipplies for 1 Month Based         Sipplies for 1 Month Based           Memory -4GB NAM         Memory -4GB NAM         Sipplies for 1 Month Based           Memory -4GB NAM         Memory -4GB NAM         Sipplies for 1 Month Based           Memory -4GB NAM         Memory -4GB NA         Sipplies for 1 Month Based           Memory -4GB NAM         Memory -4GB NA         Sipplies for 1 Nother Based           Memory -4GB NA         Memory -4GB NA         Sipplies for 1 Nother Based           Memory -4GB NA		Please see attached pri	ce sheet for			
Purchase Price Inflo         Full Service Maintenance & Supplies for 1 Month Based Supplies for 1 Month Based Parlation Volume & Tier 1         Supplies for 36 Month Based Inflo           al MFD         S         11,573.26         Supplies for 76 Month Based Parlation Volume & Tier 1         Supplies for 76 Month Based Parlation Volume & Tier 1           al MFD         S         Diricius         Sipplies for 76 Month Based Parlation Volume & Tier 1         Supplies for 76 Month Based Parlation           al MFD         S         Diricius         Sipplies for 76 Month Based Parlation         Supplies for 76 Month Based Parlation           Memory_4GB RAM         Memory_4GB RAM         Supplies for 76 Month Based Parlation         Supplies for 76 Month Based Parlation </td <td>Proposed Options</td> <td>s: additional options.</td> <td></td> <td></td> <td></td> <td></td>	Proposed Options	s: additional options.				
Influence         Evaluation Volume & Tiert         Implies not - noments sared           Influence         5         11,573.26         5         Dirine & Tiert         5           Influence         5         11,573.26         5         Dirine & Tiert         5           Influence         5         11,573.26         5         Dirine & Tiert         5           Persister         Dirine & Tiert         Dirine & Tiert         Dirine & Tiert         5         Dirine & Tiert           Ders         Memory4GB RAM         Memory_4GB RAM         S         Dirine & Tiert         Dirine & Tiert           Memory_4GB RAM         Memory_4GB RAM         Memory_4GB RAM         Dirine & Tiert         Dirine & Tiert           Memory_4GB         Memory_4GB RAM         Dirine & Tiert         Dirine & Tiert         Dirine & Tiert           Director         Director         Director         Director         Director         Director           Director         Director         Director         Director         Director         Director           Director         Director         Director         Director         Director         Director           Director         Director         Director         Director         Director         Director <th></th> <th>Purchase Pr</th> <th>ice</th> <th>Full Service Maintenance &amp;</th> <th>Full Service Maintenance &amp;</th> <th>Purchase Cost of Operation</th>		Purchase Pr	ice	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
Image: Network         Section				Supplies for 1 Month Based on Evaluation Volume & Tier 1 Difficient	on Evaluation Volume & Tier 1	Based on 30 Month Amortization Plus CPI
al MFD aper Sizes eets eets one Tray nore Tray memory_4GB RAM memory_4GB RAM memory_4GB RAM ternet, opt arenet, opt are	Minimum Configuration	\$	11,573.26			\$ 32,453.26
aper Sizes eets eets Memory_4GB RAM Memory_4GB RAM intruc, opt memory_4GB RAM memory_4GB Hard Drive Memory_4GB Hard Drive Marticle Spanses Spa	Minimum 75 PPM Console Digital MFD					
eets           oose Tray           Memory_4GB RAM           Memory_4GB RAM           nernet, opt           memory_4GB RAM           nernet, opt           memory_4GB RAM           memory_4GB RAM           nernet, opt           memory_4GB RAM           memory_4GB           memory_4GB           memory_4GB           memory_4GB           Memory_4GB           Memory_4GB           10-205)         \$           333)         \$           5)         \$           Minimum)         \$           115408)         \$           5         \$           101205)         \$	8.5 X 11 to 8.5 X 17 Available Paper Sizes					
ose Tray	Dual Drawer 500 or 500 Sheets					
oose Tray       Memory_4GB RAM       Memory_4GB RAM       iernet, opt       öws/Apple Version:       öws/Apple Version:       Öws/Apple Version:       Översion:	Single 3,000 Sheet Paper Deck					
Memory_4GB RAM         46B RAM           nernet, opt         46B RAM           nernet, opt         46B RAM           nernet, opt         46B RAM           nows/Apple Version:         5           1.205)         5         2           303)         5         1           5)         5         2           Minimum)         5         5           1.15403         5         5           ingl (FK-516)         5         5	100 or150 sheet Multi-Purpose Tray					
Memory4GB RAM	Color GUI Interface					
Memory_4GB RAM         Amemory_4GB RAM           nernet, opt         Amemory_4GB           Ows/Apple Version:         Amemory_4GB           Memory_4GB         Amemory_4GB           Memory_4GB         Amemory_4GB           Processor         State           Processor         State           Outofity         State           Amemory_4GB         State           Minimum)         State           SD + RU-515         State           Minimum)         State           I 15408)         State           ingl (FK-516)         State           State         State	Network, Print, Scan, Copy					
Memory_4GB RAM	Emulations: PCL Postscript					
Memory_4GB KAM						
ternet, opt     ovs:/Apple Version:       ows:/Apple Version:     ovs:/Apple Version:       Memory _4GB     for the second s	For Networked Units: Standard Memory _4GB KAM					
	Standard Trayless Auto Duplex					
No         No           tandard Memory _4GB         4           3 Copier Hard Drive         2           0 Duplex         5         1           cument Processor         5         1           ers (UU-205)         5         2           ers (UU-303)         5         1           FS-536 SD + RU-515)         5         2           50_GB Minimum)         5         2           standard 15408)         5         5           ovck Faxing) (FK-516)         5         5	Network Connectivity:Std Ethernet, opt					
No.           ty Windows/Apple Version:           tandard Memory _4GB           3 Copier Hard Drive           3 Copier Hard Drive           cument Processor           0 Duplex           cument Processor           standard           0 Duplex           0 Luplex           0 Luplex           1 ES-265           1 ES-536 SD + RU-515           5           50G GB Minimum)           5           50G GB Minimum)           5           5           50G GB Minimum)           5	wireless					
ty Windows/Apple Version:       tandard Memory _4GB         tandard Memory _4GB       tandard Memory _4GB         3 Copier Hard Drive       tandard Memory _4GB         1 Upplex       tandard Memory _4GB         cument Processor       tandard Memory _4GB         o Dupplex       tandard Memory _4GB         cument Processor       tandard Memory _4GB         ource (LU-205)       tandard 10         tandard (LU-303)       tandard 10         tandard 15403       tandard 10						
tandard Memory _4GB 3 Copier Hard Drive Duplex cument Processor ource (LU-205) \$ \$ 2 ers (LU-303) \$ \$ 1 5 TU-215) \$ \$ 1 FS-536 SD + RU-515) \$ \$ 2 50_GB Minimum) \$ \$ 5td standard 15408) \$ \$ 5td vork Faxing) (FK-516) \$ \$	Print Drive Compatibility Windows/Apple Version:					
3 Copier Hard Drive <ul> <li>Duplex</li> <li>Duplex</li> <li>Dument Processor</li> <li>cument Processor</li> <li>cument Processor</li> <li>s</li> <li>s</li> <li>1</li> <li>arrow (UU-205)</li> <li>s</li> <li>s</li> <li>1</li> <li>t RU-515)</li> <li>s</li> <li>s</li> <li>t RU-515)</li> <li>s</li> <li>t RU-515)</li> <li>s</li> <li>t RU-515)</li> <li>s</li> <li>t RU-515)</li> <lit li="" ru-515)<=""> <lit li="" ru-515)<=""></lit></lit></ul>	For Networked Units: Standard Memory_4GB					
3 Copier Hard Drive         3           0 Duplex         5           cument Processor         5           cument Processor         5           ource (LU-303)         5           ers (LU-303)         5           + RU-515)         5           Ers-536 SD + RU-515)         5           50GB Minimum)         5           50Study         5           50Study         5           50Study         5           50Study         5           standard 15408)         5           6         5						
v Duplex           cument Processor           cument Processor           ource (LU-205)           struct (LU-303)           struct (LU-303)           struct (LU-303)           f:           struct (LU-205)           f:	250					
cument Processor     \$     2       ource (LU-205)     \$     2       ers (LU-303)     \$     1       + RU-515)     \$     1       + RU-515)     \$     2       50_G B Minimum)     \$     2       50_G B Minimum)     \$     \$	Standard Trayless Auto Duplex					
ource (LU-205) \$ \$ 2 ers (LU-303) \$ \$ 1 \$ T-1203) \$ \$ 1 \$ + RU-515 \$ \$ 1 FS-536 SD + RU-515 \$ \$ 2 50_G B Minimum \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Standard Dual Scan Document Processor					
ource (LU-205)     \$     2       ers (LU-303)     \$     1       + RU-515)     \$     1       + RU-515)     \$     2       50_GB Minimum)     \$     2d       50_GB Minimum)     \$     2d       standard 15408)     \$     5d       ork Faxing) (FK-516)     \$     \$	Options:					
ers (LU-303) \$\$ 1 + RU-515 \$\$ FS-536 SD + RU-515 \$\$ 50_6B Minimum \$\$ standard 15408 \$\$ work Faxing) (FK-516 \$\$	Large Capacity Paper Source (LU-205)	\$	2,331.00			
\$         \$         1           F.R.1515)         \$         1           FS-536 SD + RU-515)         \$         2           50_GB Minimum)         \$         2d           51_GB Minimum)         \$         Std           51_GB Minimum)         \$         Std           51_GB Minimum)         \$         \$	Additional Paper Drawers (LU-303)	\$	1,239.00			
+ RU-515) \$\$ 1, FS-536 SD + RU-515) \$\$ 2, 50_GB Minimum) \$\$ 5td standard 15408) \$\$ vork Faxing) (FK-516) \$\$	Punch Unit (PK-520)	\$	410.20			
FS-536 SD + RU-515) \$ \$ 22, 50_GB Minimum) \$ Std standard 15408) \$ \$ Std vork Faxing) (FK-516) \$	Basic Finisher (FS-536 + RU-515)	\$	1,361.50			
50_GB Minimum) 5td Std standard 15408) 5td \$ vork Faxing) (FK-516) \$	Saddle Stitch Finisher (FS-536 SD + RU-515)	\$	2,373.00			
standard 15408) Std svork Faxing) (FK-516) \$	Printer Hard Drive (_250_ GB Minimum)	Std				
s sork Faxing) (FK-516) s	Hard Drive Erase (ISO standard 15408)	Std				
\$	Wireless NIC (UK-212)	\$	182.00			
	Fax Feature (with Network Faxing) (FK-516)	\$	749.00			

	Zone 1: Local	Zone 2:	Zone 3:	Zone 4:
	Service Maintenance Cost per Impression	25 to 50 Miles Full Service Maintenance & Supplies Cost	50 to 75 l Maintenan	Greater t Service
Full Service Maintenance & Supply Cost Per Impression		per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Tier 1: No Minimum	0.0058	0.0058	0.0064	Negotiated
Tier 2: 50,000 Impressions Per Month Minimum	0.0058	0.0058	0.0064	Negotiated
Tier 3: 100,000 Impressions Per Month Minimum	0.0058	0.0058	0.0064	Negotiated

		Part F.1 – Volume Discounts Schedule	viscounts Schedule	
	AEPA IFB #021-C I	AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	Devices, Printers, D & Services	ocument Lifecycle
Pricing: Volume Band VIII BW 100,000 to 500,000	Bidding Company Name: 500,000	Konica Minolta Business Solutions U.S.A., Inc. Evaluation	Solutions U.S.A., Inc. Evaluation Volur	<i>U.S.A., Inc.</i> Evaluation Volume = 250.000 ner month
Proposed Model: bizhub 958	el: bizhub 958			
Proposed Options: None				
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Pricino	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1 Priving	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 12,925.44	÷	\$ 52,200.00	\$ 65,125.44
Minimum 90 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Diawei 300 Silects Single 1 000 Sheef Daner Deck				
150 or 150 sheet Multi-Purpose Trav				
Scan Resolution True 600 DPI capable				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _4GB RAM				
Standard Trayless Auto Duplex				
Network Connectivity:				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version: For Networked Units: Standard Memory Std Ethernet. ont				
wireless				
Standard 20 or250_ GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
Options:		[		
Large Capacity Paper Source (FK-516)	\$ 2,331.00	0		
Additional Paper Drawers (LU-303)	1,	0		
Punch Unit (PK-520)	\$ 410.20	0		
Basic Finisher (FS-536 + RU-515)		0		
Ϋ́	\$ 2,373.00	0		
Printer Hard Drive (_250 GB Minimum)	Std			
Hard Drive Erase (ISO standard 15408)	Std			
Wireless NIC ( UK-212)		0		
Fax Feature (with Network Faxing) (FK-516)	8 749.00	0		

#### COPIER PRICING CHART VOLUME BAND VIII

#### COPIER PRICING CHART VOLUME BAND VIII

Loc	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CP1)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPD)
Full Service Maintenance & Supply Cost Per Impression				
Tier 1: No Minimum	0.0058	0.0058	0.0064	0.0064 Negotiated
Tier 2: 100,000 Impressions Per Month Minimum	0.0058	0.0058	0.0064	0.0064 Negotiated
Tier 3: 250,000 Impressions Per Month Minimum	0.0058	0.0058	0.0064	0.0064 Negotiated



Pricing: Volume Band I Color 500 to 1,000

## AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: Konica Minolta Business Solutions U.S.A., Inc.

Color Evaluation Volume =

500

Proposed Model: bizhub C4050i with DK-P05 Please see attached price sheet for Proposed Options: additional options.

	r roposeu opuons: auditional options.			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		<b>Color Supplies for 1 Month</b>	<b>Color Supplies for 36 Months</b>	Based on 36 Month
		Based on Evaluation Volume & Based on Evaluation Volume & Tion 2 Color	Based on Evaluation Volume &	Ammortization Plus CPI
Minimum Configuration	\$ 2,899.98	\$ 28.75	\$ 1,035.00	\$ 3,934.98
30 PPM B&W 30 PPM Color Digital A4 MFD				
8.5 X 11 to 8.5 X 14 Available Paper Sizes				
Single Drawer 500 Sheets				
100 or100sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet ( DK-P05 added)				
Options:				
Additional Paper Drawer (PF-P21 )	\$ 238.00			
Fax Feature (with Network Faxing)	Std			
Printer Hard Drive (40 or GB Minimum)	N/A			

Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Tier 1: No Mimimum Color	0.0575	0.0575	0.0633	Negotiated
Tier 1: No Mimimum Black & White	0.0125	0.0125	0.0138	Negotiated
Tier 2: 500 Impressions Per Month Minimum Color	0.0575	0.0575	0.0633	Negotiated
Tier 2: 500 Impressions Per Month Minimum Black & White	0.0125	0.0125	0.0138	Negotiated
Tier 3: 1,000 Impressions Per Month Minimum Color	0.0575	0.0575	0.0633	Negotiated
Tier 3: 1,000 Impressions Per Month Minimum Black & White	0.0125	0.0125	0.0138	Negotiated

COLOR COPIER PRICING CHART VOLUME BAND II



Pricing: Volume Band II 1,000 to 3,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services **Bidding Company Name:** 

Part F.2 - Volume Discounts Schedule

Konica Minolta Business Solutions U.S.A., Inc. Color Evaluation Volume =

1,000

 bizhub C287 with DF-628 & DK 

 Proposed Model:
 514

 Please see attached price sheet for

Proposed Options:	Proposed Options: additional options.			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		Color Supplies for 1 Month     Color Supplies for 36 Months       Based on Evaluation Volume &     Based on Evaluation Volume &       Tion 2 Color     Tion 2 Color	Color Supplies for 36 Months Based on Evaluation Volume & Tior 2 Color	Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$3,887.34	\$ 50.50	\$ 1,818.00	\$ 5,705.34
25 PPM B&W 20 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 orsheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet (DK-514 added)				
Options:				
Large Capacity Paper Source (PC-414)	\$ 981.40			
Dual Scan Document Processor	N/A			
Additional Paper Drawers (PC-114)	\$ 639.10			
3 - Hole Drill (PK-519)	\$ 410.20			
Basic Finisher (FS-533 + MK-602)	\$ 1,140.30			
Printer Hard Drive (40 or _250_ GB Minimum) (Std.)	Std			
Fax Feature (with Network Faxing) (FK-513)	\$ 749.00			

Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Tier 1: No Mimimum Color	0.0505	0.0556	Negotiated
Tier 1: No Mimimum Black & White	0.0079	0.0087	Negotiated
Tier 2: 1,000 Impressions Per Month Minimum Color	0.0505	0.0556	Negotiated
Tier 2: 1,000 Impressions Per Month Minimum Black & White	0.0079	0.0087	Negotiated
Tier 3: 2,500 Impressions Per Month Minimum Color	0.0505	0.0556	Negotiated
Tier 3: 2,500 Impressions Per Month Minimum Black & White	0.0079	0.0087	Negotiated
AEPA IEB 009-D Color Conjer Pricina Form - Part D			

ICING FORM - PART D 



## Pricing: Volume Band III 2,000 to 10,000

Part F.2 - Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Bidding Company Name: Konica Minolta Business Solutions U.S.A., Inc.

Color Evaluation Volume =

5,000

Proposed Model: 516 Please see attached price sheet for bizhub C300i with DF-632 & DK-

Proposed Options:	Proposed Options: additional options.			
	Purchase Price	Full Service Maintenance &         Full Service Maintenance &           Color Supplies for 1 Month         Color Supplies for 36 Months           Based on Evaluation Volume &         Based on Evaluation Volume &	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume &	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
		Tier 2 Color	-	
Minimum Configuration	\$ 5,370.47	\$ 252.50	\$ 9,090.00	\$ 14,460.47
30 PPM B&W 30 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 orsheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet (DK-516 added)				
Options:				
Large Capacity Paper Source (PC-416)	\$ 981.40			
Additional Paper Drawers (PC-116)	\$ 639.10			
Dual Scan Document Processor (DF-714)	\$ 1,261.40			
Finisher with 3 - Hole Drill (PK-519)	\$ 410.20			
Basic Finisher (FS-533)	\$ 1,087.10			
Saddle Stitch Finisher (FS-536 SD , RU-513)	\$ 2,313.50			
Printer Hard Drive (40 or _250_ GB Minimum) (Std.)	Std			
Fax Feature (with Network Faxing) (FK-514)	\$ \$200			
	Zone 1:	Zone 3:	Zone 4:	

	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression			
Tier 1: No Mimimum Color	0.0505	0.0556	Negotiated
Tier 1: No Mimimum Black & White	0.0079	0.0087	Negotiated
Tier 2: 5,000 Impressions Per Month Minimum Color	0.0505	0.0556	Negotiated
Tier 2: 5,000 Impressions Per Month Minimum Black & White	0.0079	0.0087	Negotiated
Tier 3: 7,500 Impressions Per Month Minimum Color	0.0505	0.0556	Negotiated
Tier 3:7,500 Impressions Per Month Minimum Black & White	0.0079	0.0087	Negotiated

COLOR PRICING CHART VOLUME BAND IV



Pricing: Volume Band IV 5,000 to 10,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Konica Minolta Business Solutions U.S.A., Inc.

П **Color Evaluation Volume** 

7,500

Proposed Model: bizhub C450i with DK-516 Please see attached price sheet for

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Proposed Options	Proposed Options: additional options.			
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month	Full Service Maintenance & Color Supplies for 36 Months	Purchase Cost of Operation Based on 36 Month
		Based on Evaluation Volume & Tier 2 Color	Based on Evaluation Volume & Tier 2 Color	Ammortization Plus CPI
Minimum Configuration	\$ 8,611.40	\$ 371.25	\$ 13,365.00	\$ 21,976.40
40 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
5				
100 or _150 sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet (DK-516 added)				
Options:				
Large Capacity Paper Source (LU-302)	\$ 1.246.70			
Additional Paper Drawers (PC-116)	\$ 639.10			
Dual Scan Document Processor (Std.)	Std			
Finisher with 3 - Hole Drill (FS-533 + PK-519)	\$ 1,497.30			
Basic Finisher (FS-533)	\$ 1,087.10			
Saddle Stitch Finisher (FS-539 SD + RU-513)	\$ 2,383.50			
Printer Hard Drive (40 or 250 GB Minimum) (Std.)	Std			
Fax Feature (with Network Faxing) (FK-514)	\$ 749.00			
	Zone 1:	Zone 3:	Zone 4:	
	Local Full Service Maintenance &	50 to 75 Miles Full Service	Greater than 75 Miles Full	
	Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Service Maintenance & Supplies Cost per Impression	
Full Service Maintenance & Supply Cost Per Impression			UGDI	
Tier 1: No Mimimum Color	0.0495	0.0545	Negotiated	
Tier 1: No Mimimum Black & White	0.0072	0.0079	Negotiated	
Tier 2: 7,500 Impressions Per Month Minimum Color	0.0495	0.0545	Negotiated	
Tier 2: 7,500 Impressions Per Month Minimum Black & White	0.0072	0.0079	Negotiated	
Tier 3:10,000 Impressions Per Month Minimum Color	0.0495	0.0545	Negotiated	
Tier 3:10,000 Impressions Per Month Minimum Black & White	0.0072	0.0079	Negotiated	

COLOR COPIER PRICING CHART VOLUME BAND V



Pricing: Volume Band V 8,000 to 15,000

## AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

10,000 Konica Minolta Business Solutions U.S.A., Inc. **Bidding Company Name:** 

П **Color Evaluation Volume** 

Proposed Model: bizhub C550i with DK-516 Please see attached price sheet for

Proposed Options:	riease see attached price sueer to additional options.			
		Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		Color Supplies for 1 Month Resed on Evaluation Volume &	Color Supplies for 36 Months Reced on Evaluation Volume &	Based on 36 Month Ammortization Dive CDI
		Dased on Evanadon Volume & Tier 2 Color	Dased on Evaluation volume &	
Minimum Configuration	\$ 10,399.57	\$ 454.00	\$ 16,344.00	\$ 26,743.57
50 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or150 sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Travless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet (DK-516 added)				
Options:				
Large Capacity Paper Source (LU-302)	\$ 1,246.70			
Additional Paper Drawers (PC-116)	\$ 639.10			
Dual Scan Document Processor (Std.)	Std			
Finisher with 3 - Hole Drill (FS-533 + PK-519)	\$ 1,497.30			
Basic Finisher (FS-533)	\$ 1,087.10			
Saddle Stitch Finisher (FS-539 SD + RU-513)	\$ 2,383.50			
Printer Hard Drive (40 or 250 GB Minimum) (Std.)	Std			
Fax Feature (with Network Faxing) (FK-514)	\$ 749.00		-	
	Zone 1: Local	Zone 3:	Zone 4:	
	Full Service Maintenance &	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>	
	Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost	Service Maintenance &	
		per Impression (CPI)	Supplies Cost per Impression	
Full Service Maintenance & Supply Cost Per Impression				
Tier 1: No Mimimum Color	0.0454	0.0499	Negotiated	
Tier 1: No Mimimum Black & White	0.007	0.0077	Negotiated	
Tier 2: 10,000 Impressions Per Month Minimum Color	0.0454	0.0499	Negotiated	
Tier 2: 10,000 Impressions Per Month Minimum Black & White	0.007	0.0077	Negotiated	
Tier 3:15,000 Impressions Per Month Minimum Color	0.0454	0.0499	Negotiated	
Tier 3:15,000 Impressions Per Month Minimum Black & White	0.007	0.0077	Negotiated	

COLOR COPIER PRICING CHART VOLUME BAND VI



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Bidding Company Name: Konica Minolta Business Solutions U.S.A., Inc. Accessories & Services

Part F.2 - Volume Discounts Schedule

15,000

Color Evaluation Volume =

Pricing: Volume Band VI 10,000 to 20,000
Promosed Model: hizhub C650

Proposed Model: bizhub C650i with DK-516 Please see attached price sheet for

	Proposed Options: additional options. Purchase Price \$ 10,707.25	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tier 2 Color 681.00	Full Service Maintenance & Color Supplies for 1 MonthFull Service Maintenance & Color Supplies for 36 MonthsBased on Evaluation Volume & SBased on Evaluation Volume & Based on Evaluation Volume & 24,516.00	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI \$ 35,223.25
60 PPM B&W 50 PPM Color Digital MFD 8.5 X 11 to 11 X 17 Available Paper Sizes Dual Drawor: 500 Sheets				
100 or				
<u>For Networked Units</u> : Standard Memory 256 MB Standard Trayless Auto Duplex				
Dual Scan Document Processor Network Printing Color Network Scanning				
Cabinet (DK-516 added)				
<b>Uptions:</b> Large Capacity Paper Source (LU-302) Additional Paper Drawers (PC-116)	\$1,246.70 \$639.10			
Finisher with 3 - Hole Drill (FS-536 + RU-513 + PK-520) Basic Finisher (FS-536 + RU-513) Coddlo Cetter Divideor (FS-520 + DIL 512)	\$1,712.20 \$1,302.00 \$			
Printer Hard Drive (40 or 250 GB Minimum) (Std.)	Std.			

	Full Service Maintenance & Supplies Cost per Impression (CPI)	50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression			
Tier 1: No Mimimum Color	0.0454	0.0499	Negotiated
Tier 1: No Mimimum Black & White	0.0068	0.0075	Negotiated
Tier 2: 15,000 Impressions Per Month Minimum Color	0.0454	0.0499	Negotiated
Tier 2: 15,000 Impressions Per Month Minimum Black & White	0.0068	0.0075	Negotiated
Tier 3: 20,000 Impressions Per Month Minimum Color	0.0454	0.0499	Negotiated
Tier 3: 20,000 Impressions Per Month Minimum Black & White	0.0068	0.0075	Negotiated

Zone 4:

Zone 3:

Local

Zone 1:

	Association of Educational
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## AEPA IFB #021-C Digital Multi-function Devices, Printers, <u>Document Lifecycle</u> Part F.3 - Volume Discounts Schedule Accessories & Services

**Bidding Company Name:** 

Konica Minolta Business Solutions U.S.A., Inc. **PRINTERS** 

# Black & White Desk Top Work Group Stand Alone Print Devices (Non-Networked)

Pricing: Volume Band I 500 to 3,000

**Evaluation Volume = 1,000 per month** 

Proposed Model: bizhub 3602P	: bizhub 3602P						
	Please see attached						
	price sheet for						
Proposed Options:	Proposed Options: additional options.						
	Purchase Price	Supplies:	Estimated	Estimated	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost Per Cartridge	Cartridge Yield	Supply Cost Per Page	Equipment Cost (Based on 36 Month Life Cycle)	Based on Evaluation Vield	Operating Cost Equipment and
		0		D			Supplies
Minimum Configuration	\$ 251.29	\$ 371.70	15,000	\$ 0.0248	\$ 6.98	24.78	\$ 31.76
Up to 30 PPM Stand Alone Printer							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 32 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers (PF-P15)	\$ 116.20						
Printer Memory Up-Grade (State Maximum)							
(UK-P12: 256MB)	\$ 53.20						
Additional Operating Costs							
	A 1 Year Warranty						
	Exchange Service						
Included Warranty	Contact included.						

\* Note: Supply Yields based on 5% fill

0.04

Ω

cost per page?

109.00

ŝ

Annual Break/Fix Service Agreement After

**1.5K Starter toner** 

N/A

cartridge & 60K Imaging unit

Start Up Supplies Included with Machine when Shipped (Note Approx. Yield) If billed on a cost per page, what is the

Maintenance Kit Cost/Yield

Warranty Period



Part F.3 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

**Bidding Company Name:** 

Konica Minolta Business Solutions U.S.A., Inc. PRINTERS

Black & White Desk Top Work Group Stand Alone Print Devices

## Pricing: Volume Band II 500 to 3,000

**Evaluation Volume = 1,500 per month** 

Proposed Model: bizhub 3602P	: bizhub 3602P						4
	Please see attached						
	price sheet for						
Proposed Options:	Proposed Options: additional options.						
	<b>Purchase Price</b>	Supplies:	Estimated	Estimated Supply	Total Monthly	<b>Monthly Supply Cost</b>	Total 36 Month
		Toner - Cost	Cartridge	Cost Per Page	Equipment Cost (Based	Based on Evaluation	Operating Cost
		Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and Supplies
Minimum Configuration	\$ 251.29	\$ 371.70	15,000.00	\$ 0.0248	\$ 6.98	\$ 24.78	\$ 31.76
<b>30 PPM Stand Alone Printer</b>							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers (PF-P15)	\$ 116.20						
Printer Memory Up-Grade (State Maximum)							
(UK-P12: 256MB)	\$ 53.20						

### Additional Operating Costs

	A 1 Year Warranty
	Exchange Service
Included Warranty	Contact included.
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 109.00
Maintenance Kit Cost/Yield	N/A
	<b>1.5K Starter toner</b>
Start Up Supplies Included with Machine	cartridge & 60K
when Shipped (Note Approx. Yield)	Imaging unit
If billed on a cost per page, what is the cost	
per page?	0.0354

\* Note: Supply Yields based on 5% fill

AFPA	AEPA IFB		C Digital N	<b>Aulti-function</b>	#021-C Digital Multi-function Devices, Printers, Document Lifecycle	rs, Document I	ifecycle
				Accessories	Accessories & Services		
Association of Educational	Bidding Company Name:	Vame:	Konica Min	Konica Minolta Business Solutions U.S.A., Inc.	utions U.S.A., Inc.		
PURCHASING AGENCIES			PRINTERS	rers			
	Black & Wh	ite Desk To	op Work G	roup Stand Alo	Black & White Desk Top Work Group Stand Alone Print Devices		
Pricing: Volume Band III 1,000 to 20,000	20,000				Ð	Evaluation Volume = 4,000 per month	4,000 per month
Proposed Model: bizhub 4402P	bizhub 4402P						
Promosed Ontions.	Please see attached price sheet for Promosed Ontions: additional ontions						
	Purchase Price	Supplies:	Estimated	Estimated Supply	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost Per Cartridge	Cartridge Yield	Cost Per Page	Equipment Cost (Based on 36 Month Life Cycle)	Based on Evaluation Yield	Operating Cost Equipment and Sunnlies
Minimum Configuration	\$ 510.76	\$ 281.70	25,000.00	\$ 0.0113	\$ 14.19	11.268	\$ 25.46
42 PPM Stand Alone Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
<b>100 sheet Multi-Purpose Tray</b>							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers (PF-P15)	\$ 116.20						
Printer Memory Up-Grade (State Maximum) [[I]K-P12: Maximum256 MB]	\$ 53.20						
Wireless NIC							
Additional Operating Costs							
	A 1 Year Warranty						
	Exchange Service						
Included Warranty	Contact included.						
Annual Break/Fix Service Agreement							
After warranty Period	\$ 189.00						
Maintenance Kit Cost/Yield	N/A						

Part F.3 - Volume Discounts Schedule

\* Note: Supply Yields based on 5% fill

6K Starter toner cartridge & 60K Imaging unit

0.0354

If billed on a cost per page, what is the cost

per page?

Start Up Supplies Included with Machine

when Shipped (Note Approx. Yield)

			Part	: F.3 – Volume	Part F.3 – Volume Discounts Schedule	edule	
	<b>AEPA IFB</b>		<b>Digital</b>	<b>Multi-functi</b>	#021-C Digital Multi-function Devices, Printers, Document Lifecycle	iters, Documen	t Lifecycle
				Accessori	Accessories & Services		
Association of Educational	Bidding Company Name:	ıy Name:	Konica Mi PRIN	ica Minolta Business S PRINTERS	Konica Minolta Business Solutions U.S.A., Inc. <b>PRINTERS</b>		
	Η	3lack & Wł	nite High	Black & White High Volume Print Devices	Devices		
Pricing: Volume Band IV 3,000 to 50,000	50,000				Ev	Evaluation Volume = 10,000 per month	0,000 per month
bizhub 470 Proposed Model: With PF-16	bizhub 4702P : With PF-16						
	Please see attached price sheet for						
addition Pronosed Ontions: ontions.	additional - ontions						
	Purchase Price	Supplies: Toner - Cost Per Cartridge	Estimated Cartridge Yield	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	Total 36 Month Operating Cost Equipment and
Minimum Configuration	\$ 908.07	\$ 281.70	25,000.00	\$ 0.0113	\$ 25.22	11.268	<b>\$ 36.49</b>
50 + PPM High Volume Work Group Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Z X 500 Sheets (PF-P16 added)							
100 sheet Multi-Purpose Tray Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers (PF-P15)	\$ 116.20						
Large Capacity Paper Tray (State Maximum Canacity) (PF-P16: 550 sheets)	\$ 179.20						
Hard Drive	/N						
Printer Memory Up-Grade (State Maximum) (IIK-P12: Maximum256 MB)	\$ 53.20						
Standard Finisher	N/A						
Advanced Finisher with Multi position							
Staple/Hole Punch	N/A						
Wireless NIC	N/A						

Additional Operating Costs

	7
	A I year
	Warranty
	Exchange
	Service Contract
Included Warranty	included.
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 269.00
Maintenance Kit Cost/Yield	N/A
	6K Starter toner
Start Up Supplies Included with Machine	cartridge & 60K
when Shipped (Note Approx. Yield)	Imaging unit

\* Note: Supply Yields based on 5% fill

			Part ]	F.3 – Volume	Part F.3 - Volume Discounts Schedule	dule	
AEPA	<b>AEPA IFB</b>	B #021-C	Digital ]	<b>Multi-functio</b>	n Devices, Print	#021-C Digital Multi-function Devices, Printers, Document Lifecycle	Lifecycle
				Accessorie	Accessories & Services		
	<b>Bidding Company Name:</b>	Name:	Konica M	inolta Business S	Konica Minolta Business Solutions U.S.A., Inc.		
ASSOCIATION EQUCATIONA			PRIN	PRINTERS			
	Black & Whit	te Desk Toj	o Work (	Group Stand Al	Black & White Desk Top Work Group Stand Alone Print Devices		
Pricing: Wide Format					Ð	Evaluation Volume = 4,000 per month	4,000 per month
HP PageWi Proposed Model: 4100 MFP	HP PageWide XL 4100 MFP						
	Please see attached						
	price sheet for						
Proposed Options:	Proposed Options: additional options.						
	Purchase Price	Supplies: Estimated	Estimated	<b>Estimated Supply</b>	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost Cartridge	Cartridge	<b>Cost Per Page</b>	Equipment Cost (Based	<b>Based on Evaluation</b>	<b>Operating Cost</b>
		Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and Supplies
Minimum Configuration	\$ 24,738.00	\$ 195.00	195.00 13,000.00	\$ 0.0150	\$ 687.17	15	\$ 702.17

## Minimum Configuration 5.8 D size per minute Standard Network Interface Standard Memory: <u>\_</u>8GB DDR3\_

Additional Operating Costs	Included Warranty

Included Warranty	90 Day Warranty
Annual Break/Fix Service Agreement After	
Warranty Period	N/A
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	400ml Cartridges
If billed on a linear foot basis, what is the	
cost per foot?	N/A

\* Note: Supply Yields based on 5% fill

\* Estmated Cartridge Yield based on sq. ft.



**Bidding Company Name** 

Part F.4 - Volume Discounts Schedul4

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Konica Minolta Business Solutions USA, Inc.

PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Evaluation Volume = 1,000 per month Total 36 Month Operating Cost Equipment and Sumplies \$ Monthly Supply Cost Based on Evaluation Yield 54 48461 538 Estimated Total Total Monthly 1
 Supply Cost Per Equipment Cost 
 Color Impression (Based on 36 Month 
 Pare 
 0.0545 \$ Life Code) 9 00000 148.50 
 Supplies
 Estimated
 Estimated
 Supplies
 Estimated

 Yolow Toner
 Yellow Yole
 Magnetic
 Magnetic
 Magnetic

 Yolow Toner
 Yellow Yole
 Magnetic
 Magnetic
 Magnetic

 Oast Per
 Carridge Yield
 Cast Per
 Toner. Gast
 Martidge
 Yield

 Satridge Yield
 Cast Per
 Toner. Gast
 Cast Per
 Onoto0
 Magnetic

 Satridge Yield
 Oast De
 Oast De
 Oast De
 Oast De
 Yield
 Estimated Black Toner d Cost Per Impression Estimated Black Cartridge Yield 13.000.00 Supplies: Black & White Toner - Cost Per Cartridge \$ 64.80 Pricing: Volume Band 1 500 to 3,000 Proposed Model: httph: 23001 Proposed Model: httph: 23001 Tetached Price Proposed Options: additional options: Proposed Options: additional options: Printer Bandard Network Interface 8.5 X 11 to 8.5 X 14 Available Paper Sizes Single Traver 50 D0 Sheets Single Printer Distribution Sheets Single And Preprose Sheets Standard Memory 256 MB Standard Trayless Auto Duplex Minimum Configuration 30 PPM B&W/30 PPM Color Stand Alone

Options: Additonal Paper Drawers ( PF-P21) Printer Memory Up-Grade (State Maxi Hard Drive Wreless NIC Additional Operating Costs

238.00 3GB (Std) 8GB Std

	A 1 year Warranty
	Exchange Service
Included Warranty	Contract included.
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 375.00
Maintenance Kit Cost/Yield	N/A
	13K Toner
Start Up Supplies Included with Machine	Catridge & 200K
when Shipped (Note Approx. Yield)	Imaging Unit
If billed on a cost per page, what is the	0.0342 BW
cost per page?	0.1777Color

\*Note Supply Yields Based on 5% Fill Per Color

**Bidding Company Name** 

Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Konice Minolta Business Solutions U.S.A., Inc.

PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Evaluation Volume = 2,500 per month

Pricing: Volume Band II 500 to 3,000 Proposed Model: 240501

	Please see attached price sheet for	teet for															
Proposed Options:	Proposed Options: additional options.																
	Purchase Price	Supplies:	s: Estimated	Estimated	Supplies:	Estimated	Estimated	Supplies:	Estimated	Estimated Supplies: Cyan Estimated	Supplies: Cyan	Estimated	Estimated	Estimated Total	Estimated Estimated Total Total Monthly Monthly Supply Cost	Monthly Supply Cost	Total 36 Month
		Black & White	hite Black	Black Toner	Yellow Toner	Yellow Y	'ellow Toner M.	lagenta Toner	Magenta	Magenta Toner	Toner Cost Per	Cyan Cartridge	Cyan Toner	Supply Cost Per	Equipment Cost (Based	Based on Evaluation	Operating Cost
		Toner - Co	Toner - Cost Cartridge Yield		Cost Per C	artridge Yield	Cost Per	- Cost Per C	Cartridge Yield	Cost Per	Cartridge	Yield	Cost Per C	olor Impression	CostPer Cartridge Yield CostPer - CostPer Cartridge Yield CostPer Cartridge Yield CostPer ColorImpression [on 36 Month Life Cycle] Yield	Yield	Equipment and
		Per Cartridge	dae	Impression	Cartridge			Cartridge		Impression	-		Impression	Page			Supplies
Minimum Configuration	\$	2,692.78 \$ 64	64.35 13,000.00	0.00495	8	9,000.00		-	0 0 0 0 0 0 0 6	0.02152	\$ 193.68	9,000.00	_	\$ 0.0695	\$ 74.80	173.775	\$ 248.57
37 PPM B&W/37 PPM Color Stand Alone																	
Printer																	
Standard Network Interface																	
8.5 X 11 to 8.5 X 14 Available Paper Sizes																	
Single Drawer 500 Sheets																	
150 sheet Multi-Purpose Tray																	
Standard Memory 256 MB																	
Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers ( PF-21)	s	238.00															
Printer Memory Up-Grade (State Maximum)	5 GB ( Std)																
Hard Drive	256 GB																
Wireless NIC	Std																

Additional Operating Costs

	A 1 year Warranty Exchange
Included Warranty	Service Contract included.
Annual Break/Fix Service Agreement	\$ 450.00
Maintenance Kit Cost/Yield	N/A
	A 1 year Warranty Exchange
Included Warranty	Service Contract included.
Annual Break/Fix Service Agreement After	
Warranty Period	\$ 450.00
Maintenance Kit Cost/Yield	N/A
Start Up Supplies Included with Machine	13K Toner Catridge & 200K
when Shipped (Note Approx. Yield)	Imaging Unit
If billed on a cost per page, what is the	0.0125 BW
cost per page?	0.0575 Color

\*Note Supply Yields Based on 5% Fill Per Color



impany Name

Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Konice Minota Business Solutions U.S.M., Inc.

PRINTERS Color High Volume Work Group Print Devices

Pricing: Volume Band IV 2,500 to 20,000 Proposed Model: N/A	0,000 V/A															Evaluation Volume = 7,500 per month	= 7,500 per month
	Purchase Price	Supplies: Black & White Toner - Cost	Supplies: Estimated Black&White Black Toner-Cost Cartridge Yield	Estimated Black Toner Cost Per	5	Estimated Yellow Cartridge Yield	Estimated /ellow Toner Cost Per	Estimated Supplies: Estimated Yellow Toner Magenta Toner Magenta Cost Per Cartridge Yield	Estimated Magenta Cartridge Yield	Estimated Magenta Toner Cost Per	Estimated Supplies: Cyan Estimated Magenta Toner Cost Per Cyan Cartridge Cost Per Cartridge Yield	Estimated Cyan Cartridge Yield		Estimated Total Supply Cost Per Color Impression	Estimated Total Total Monthly Supply Cost Per Equipment Cost (Based Color Impression on 36 Month Life Cycle)	Monthly Supply Cost Based on Evaluation Yield	or Tc
Minimum Configuration		S	0.00	#DIV/0!	Cartridoo	0.00	#DIV/0!	S	0.00	#DIV/0!	•	0.00	#DIV/0!	#DIV/0!	•	#DIV/0!	#DIV/0!
55 FPM B&W/50 FPM Calor High Volume Pintier Standard Network Interface Standard Network Interface Standard Network Interface Ball ST 31 to 11 X17 Youllable Paper Stees Data Daver 500 States Data Daver 500 States Standard Traylers Auto Duplee Millional Paper Dumore: Millional Paper Millional Paper Million Millional Network Millional Paper Million Milliona Network Millional Paper Millional																	

Additional Operating Costs

Additional Operating Costs	
Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Maintenance Kit Cost/Yield	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a cost per page, what is the	
cost per page?	

\*Note Supply Yields Based on 5% Fill Per Color



#### Form F.5 – Catalog Discount for Items in a **Commercially Available Catalog**

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Bidding Company Name:

Konica Minolta Business Solutions U.S.A., Inc.

Name of Catalog:

(This must be the catalog in effect as Konica Minolta Catalog for AEPA IFB #021-C of the bid date)

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.

	Note: Groupings to be defined by		Form F.5 is a REQUIRED FORM	
No.	Grouping of Discount	Discount Offered for This Grouping	Comments	No.
1	Konica Minolta MFD Main Unit Hardware	54% - 70%		1
2	Konica Minolta Printers Hardware	37% - 55%		2
3	Konica Minolta Accessories	25% - 30%		3
4	Consumables	0% - 10%		4
5	3rd Party Products (interactive technology products, wide format printers, 3d Printers, professional services, software, scanners, etc.)	0% - 15%		5
6	Managed Print Services/IT Services/Enterprise Print Management Services/Facilities Management Solutions	0% - 15%		6
7				7
8				8 9
10				9 10
11				11
12				12
13 14				13 14
14				14
16				16
17				17
18				18
19 20				19 20
21				21
22				22
23				23
24 25				24 25
26				26
27				27
28				28
29 30				29 30
31				31
32				32
33				33
34 35				34 35
35				35
37				37
38				38
39				39
40				40

Form F.6 – Full Catalog Price Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

	AFPA	A	EPA IFB #021-C	Digital Multi-fun	ction Device	es, Printe	AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	cessories	s & Services		
		INSTRUCTIONS: Download the Net Effective Bid Price and respective information for all	ive Bid Price and respe	ctive information for all		ffective Price	NOTE: The Net Effective Price MUST be consistent with the percentage discounts	ge discounts			
Ass	Association of Educational	<b>line items</b> in the entire catalog, up to 65,000 items. Use a separate spreadsheet for each catalog. catalog. <i>PRIOR to submitting your bid response.</i>	000 items. Use a separ <i>Please be sure t</i> o	ems. Use a separate spreadsheet for each Please be sure to set the 'Print Area'		tab. Failure t	listed on the F.1 tab. Failure to have price correspond may be cause for rejection of your offer.	e for rejection	Form	Form F.6 is a REQUIRED FORM	
	Biddin	Bidding Company Name:	Konica Minoli	nolta Business Solutions U	.S.A., Inc.		Catalog Name:	Konica	Minolta Busine:	ss Solutions U.S.A., Inc.	
No.	Product Cate	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1	BW MFD	bizhub 4052 with UK-219	Konica Minolta	AA1R011/MXUK219K	AA1R011/MXUK	Ψ	\$3,789.00	54.0%	\$1,742.94		1
2	BW MFD	Service & Supplies Cost per Copy for	Konica Minolta	N/A	N/A	per copy	\$0.05		\$0.01		2
m '	BW MFD	PF-P15 250 sheet tray	Konica Minolta	AANAWY1	AANAWY1	each	\$166.00	30.0%	\$116.20	Accessories for bizhub 4052	~ ·
4 4	BW MFD BW MED	PF-P16 550 sheet tray	Konica Minolta Konica Minolta	AANCWY1 0067003761	AANCWY1	each	2286.00 2386.00	30.0%	\$1 /9.20 \$200 30	Accessories for hizhub 4052 Accessories for hizhub 4052	4 1
n 9	BW MFD	DK-P02-WT COPY DESK WITH WORK	Konica Minolta	330/002/01 134500	134500	each	\$350.00	30.0%	\$245.00	Accessories for bizhub 4053	n 9
7	BW MFD	Finisher FS-P02	Konica Minolta	A6VHWY1	A6VHWY1	each	\$319.00	30.0%	\$223.30	Accessories for bizhub 4052	7
∞	BW MFD	FK-517 fax kit		AA1K011	AA1K011	each	\$239.00	30.0%	\$167.30	Accessories for bizhub 4052	8
6	BW MFD	LK-102 v3 i-Option License Kit (Encrypted	Konica Minolta	A0PD116	A0PD116	each	\$1,100.00 ¢705 00	30.0%	\$770.00 ¢EAOEO	Accessories for bizhub 4052 Accessories for hizhub 4052	6
11		LK-106 I-Option Bar Code Font	Konica Minolta	A0PD119	A0PD119	each	\$821.00	30.0%	\$574.70	Accessories for bizhub 4052	11
12	BW MFD	LK-107 i-Option License Kit (Unicode	Konica Minolta	A0PD11F	A0PD11F	each	\$690.00	30.0%	\$483.00	Accessories for bizhub 4052	12
13		LK-108 i-Option OCR Font	Konica Minolta	A0PD11G	A0PD11G	each	\$191.00	30.0%	\$133.70	Accessories for bizhub 4052	13
14		LK-111 i-Option License Kit (ThinPrint	Konica Minolta	AOPD01K	A0PD01K	each	\$250.00		\$175.00	Accessories for bizhub 4052	14
15		KP-101 Keypad	Konica Minolta	A641WY3	A64TWY3	each	\$126.00		\$88.20	Accessories for bizhub 4052 Acressories for hizhub 4052	15
16		AU-205H IC Card Reader	Konica Minolta	R5427000136466	R542700013646	each	5399.00	30.0%	\$279.30	Accessories for biznup 40.22	16
12/	BVV MFU BVV MFD	EK-PUS USB for biznub 4/52/4052 EK-PO6 LISB + Bluetooth for hishuh	Konica Minolta Konica Minolta	AGENAVA	AGERWYA	each	\$200.00				18
19		ESP Diagnostic Power Filter 120V/15A	NextGen PCS	XGPCS15DKM	XGPCS15DKM	each	\$275,00	30.0%	\$192.50	Accessories for bizhub 4052	19
20		CS-1 Convenience Stapler	Konica Minolta	7640013463	7640013463	each	\$317.00	30.0%	\$221.90	Accessories for bizhub 4052	20
21		Paper Tray Lock	Konica Minolta	PTL5A	PTL5A	each	\$58.00		\$40.60	Accessories for bizhub 4052	21
22		bizhub 4752 with UK-219	Konica Minolta	AA1P011/MXUK219K	AA1P011/MXUK	each	\$4,489.00		\$2,064.94		22
23		Service & Supplies Cost per Copy for	Konica Minolta	N/A	N/A	per copy	\$0.04 *****		\$0.01		23
24		PF-P15 250 sheet tray	Konica Minolta	AANAWY1	AANAWY1	each	\$166.00 6255.00	30.0%	\$116.20	Acrossorias for highligh 1750	24 75
20	BVV INFU DIA/ MED		Konica Minolta Konica Minolta	AANUWYI QQ67003761	AANUUVII 0067007761	each	00.9625	30.0%	07.6/1¢	Accessories for hizhub 4752	c2
27		DK-P02-WT COPY DESK WITH WORK	Konica Minolta	134500	134500	each	\$350.00	30.0%	\$245.00	Accessories for bizhub 4753	27
28		Finisher FS-P02	Konica Minolta	A6VHWY1	A6VHWY1	each	\$319.00	30.0%	\$223.30	Accessories for bizhub 4752	28
29		FK-517 fax kit		AA1K011	AA1K011	each	\$239.00	30.0%	\$167.30	Accessories for bizhub 4752	29
30		LK-102 v3 i-Option License Kit (Encrypted		A0PD116	A0PD116	each	\$1,100.00	30.0%	\$770.00	Accessories for bizhub 4752	30
31		LK-104 v3 i-Option License Kit (Voice	Konica Minolta	A0PD117	A0PD117	each	\$785.00	30.0%	\$549.50	Accessories for bizhub 4752	31
32		LK-106 I-Option Bar Code Font	Konica Minolta	AUPD119	A0PD119	each	\$821.00	30.0%	\$5 /4. /0 \$182 00	Accessories for bizhub 4752 Acressories for hizhub 4752	32
34	BW MFD	LK-108 i-Option OCR Font	Konica Minolta	AOPD11G	A0PD11G	each	\$191.00	30.0%	\$133.70	Accessories for bizhub 4752	34
35	BW MFD	LK-111 i-Option License Kit (ThinPrint Client Summert)	Konica Minolta	AOPD01K	AOPD01K	each	\$250.00	30.0%	\$175.00	Accessories for bizhub 4752	35
36	BW MFD	KP-101 Keypad	Konica Minolta	A64TWY3	A64TWY3	each	\$126.00	30.0%	\$88.20	Accessories for bizhub 4752	36
37	BW MFD	AU-205H IC Card Reader	Konica Minolta	R5427000136466	R542700013646	each	\$399.00	30.0%	\$279.30	Accessories for bizhub 4752	37
38	BW MFD	EK-P05 USB for bizhub 4752/4052	Konica Minolta	A9FVWYA	e A9FVWYA	each	\$200.00	30.0%	\$140.00	Accessories for bizhub 4752	38
39		EK-P06 USB + Bluetooth for bizhub	Konica Minolta	A9FRWYA	A9FRWYA	each	\$279.00		\$195.30	Accessories for bizhub 4752	39
		4752/4052									
40		ESP Diagnostic Power Filter 120V/15A	NextGen PCS	XGPCS15DKM	XGPCS15DKM	each	\$275.00		\$192.50	Accessories for bizhub 4752	40
41		CS-1 Convenience Stapler	Konica Minolta	7640013463	7640013463	each	\$317.00		\$221.90	Accessories for bizhub 4/52	41
47	BW MFD BW MED	Paper Tray Lock 2 Vear Warranty Extension hishub	Konica Minolta Konica Minolta	P1L5A 1700062201	P1L5A 1700062201	each	238.00	30.0%	\$40.60 \$300.00	Accessories for bizing 4/32	42
t 0						במרון	00.eee¢		00.6666		ţ,
44	BW MFD	bizhub 28e Copier/Printer/Scanner	Konica Minolta	DD1362	DD1362	each	\$1,500.00	45.0%	\$825.00		44

Part F- Form F.5-F.8 - Discount Schedules- Konica Minolta.xls/F.6 Full Catalog Price Schedule

	No.	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64		65	66	67	68	69		70	71	72	73	74	75	76	77	2	78	79
Konica Minolta Business Solutions U.S.A., Inc.	Comments		Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e	Accessories for bizhub 28e				Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227		Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227		Accessories for bizhub 227	Accessories for bizhub 227
Minolta Busine	Net Effective Bid Price	\$0.02	\$203.00	\$84.00	\$128.80	\$112.00	\$111.30	\$182.00	\$278.60	\$139.30	\$182.00	\$36.40	\$163.10	\$221.90	\$29.40	\$24.50	\$24.50	\$40.60	\$133.20	\$148.50	\$64.80		\$2,039.94	\$0.01	\$65.80	\$685.30	\$639.10		\$833.70	\$981.40	\$155.40	\$350.00	\$1,087.10	\$53.20	\$1,151.50	¢2 166 50	NC.001,2¢	\$147.00	\$410.20
Konica	Bid Discount Percentage	65.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	10.0%	10.0%	10.0%		66.0%	%0.67	30.0%	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	%n.nc	30.0%	30.0%
Catalog Name:	Catalog List Price	\$0.05	\$290.00	\$120.00	\$184.00	\$160.00	\$159.00	\$260.00	\$398.00	\$199.00	\$260.00	\$52.00	\$233.00	\$317.00	\$42.00	\$35.00	\$35.00	\$58.00	\$148.00	\$165.00	\$72.00		\$6,048.00	\$0.04	\$94.00	00.6265	\$913.00		\$1,191.00	\$1,402.00	\$222.00	\$500.00	\$1,553.00	\$76.00	\$1,645.00	¢3 095 00	00.020,64	\$210.00	\$586.00
	Unit of Measure	per copy	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each		each	per copy	each	each	each		each	each	each	each	each	each	each	aach	each	each	each
I.S.A., Inc.	Vendor SKU	N/A	DD1667	DD1668	56540	56530	DD1631	DD1632	DD1633	DD1634	SX4600WAN	DD1630	7640014749	7640013463	7640015039	DD25EF	DD25ES	PTL5A	DD1A002G3X	DD1A001F3X	14YK		A7AK019	N/A	ΑΖΥΡWΥ1	A7V7WY2	A7VAWY7		A7VAWY8	A7VA013	135310	A2YVWY2	A2YUWY2	A84FWY1	АЗЕРѠҮЗ	A 3FD/M/VF	ASERVVIC	A84GWY1	A3EUW12
Konica Minolta Business Solutions U.S.A.,	Manufacturer SKU	N/A	DD1667	DD1668	56540	56530	DD1631	DD1632	DD1633	DD1634	SX4600WAN	DD1630	7640014749	7640013463	7640015039	DD25EF	DD25ES	PTL5A	DD1A002G3X	DD1A001F3X	14YK		A7AK019	N/A	Α7ΥΡWΥ1	A7V7WY2	A7VAWY7		A7VAWY8	A7VA013	135310	A2YVWY2	A2YUWY2	A84FWY1	АЗЕРѠҮЗ	A 3 F D/A/V F	ASEPUNTE	A84GWY1	A3EUW12
Konica Minolt	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	Service & Supplies Cost per Copy for bizhub 28e (11" x 17" are 2 dicks on all models.)	PF-508 Paper Cassette (500-sheet)	JS-604 External Job Separator	SCD- 26L Paper Storage Cabinet - Large	SCD-26S Paper Storage Cabinet - Small	PS-505 Postscript 3 Enabler	BC-904 Barcode Printing/OCR Enabler	PS-506 Postscript 3/Barcode Printing/OCR Enabler	EM-905 Postscript Memory Upgrade (1GB)	SX-4600WAN Wireless LAN Adaptor	SP-504 Fax Stamp Kit	ESP Power Filter Next Gen PCS 120V/15A NextGen PCS	CS-1 Convenience Stapler	Mechanical Page Counter	bizhub 28e French Overlay Kit	bizhub 28e Spanish Overlay Kit	Paper Tray Lock	TN-219 Black Toner (Yield: 20K)	DR-212 Black Drum Cartridge (Yield: 42K)	SK-602 Staples for FS- 504/514/517/519/520/524/ 527/529/531/534 and SD-509, SD-510,	SD-511, SD-512 (5K × 3)	bizhub 227 4GB MEMORY COPIER/PRINTER	Service & Supplies Cost per Copy for bizhub 227 (11" x 17" are 2 clicks on all	OC-514 Original Cover	DF-628 Reverse Automatic Doc Feeder	PC-113 Paper Feed Cabinet (500-sheet	universal tray + storage)	PC-213 Paper Feed Cabinet (2 x 500- sheet universal tray)	PC-413 Paper Feed Cabinet (2,500 sheets/Letter size onlv)	DK-513 Desk (Storage only)	JS-506 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)	MK-602 Mount Kit (Mount kit required for the FS-533)	FS-534 Finisher (50 sheet floor staple	Fillisher) FS-534 with SD-511 Einisher (Floor	finisher + Saddle Sticher)	RU-514 Relay Unit (Relay unit required for the FS-534)	PK-519 Punch Kit (2/3 hole - for FS-533)
Bidding	No. Product Category	45 BW MFD	46 BW MFD		BW MFD	49 BW MFD		51 BW MFD	52 BW MFD	53 BW MFD	54 BW MFD	55 BW MFD	56 BW MFD	57 BW MFD					62 BW MFD	63 BW MFD	64 BW MFD		65 BW MFD	66 BW MFD	67 BW MFD		BW MFD		70 BW MFD	71 BW MFD	BW MFD		74 BW MFD	75 BW MFD	76 BW MFD	77 RW MED		78 BW MFD	79 BW MFD

	No.	81	82	83	84	85	86	87	88	89	06	91	92	93	94	45 77	96	98	66	007	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bishub 227	Accessories for hizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	According for highly 777	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227	Accessories for bizhub 227			Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e
Minolta Busine	Net Effective Bid Price	\$749.00	\$33.60	\$18.90	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$156.10	\$86.10	\$88.20	\$140.00 \$151.00	5195.30 572 AD	\$662.90	\$279.30		\$90.30 \$1 97 50	\$221.90	\$42.00	\$21.00	\$182.00	\$2,848.18	\$0.01	\$65.80	\$1,141.70	\$1,261.40	\$981.40	\$833.70	\$639.10	\$155.40	\$1,246.70	\$350.00	\$1,087.10
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	100 00	30.0%	30.0%	30.0%	30.0%	30.0%	66.0%	76.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$1,070.00	\$48.00	\$27.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$223.00	\$123.00	\$126.00	00.002\$	2 / 9.00 \$1 1 2 00	\$947.00	\$399.00		52.75 00	\$317.00	\$60.00	\$30.00	\$260.00	\$8,265.00	\$0.04	\$94.00	\$1,631.00	\$1,802.00	\$1,402.00	\$1,191.00	\$913.00	\$222.00	\$1,781.00	\$500.00	\$1,553.00
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	-	each	each	each	each	each	each	per copy	each	each	each	each	each	each	each	each	each	each
I.S.A., Inc.	Vendor SKU	A879012	4614506	4614511	A0PD116	A0PD017	A0PD117	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A8/UWY2	ADX9W11	R542700013646	6	/640013468 YGPC515DKM	7640013463	A4NMWY1	A161192000	A87EWY4	AA6W017	N/A	A3PMWY1	A87RWY1	A85GWY2	A9HF013	A9HFWY2	А9НFWY1	7640018680	A87VW12	A2YVWY2	A2YUWY2
a Business Solutions U.S.A.,	Manufacturer SKU	A879012	4614506	4614511	A0PD116	A0PD017	A0PD117	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A8/UWY2	ADX9WY1	R5427000136466		/640013468 YGDCC15DKM	7640013463	A4NMWY1	A161192000	A87EWY4	AA6W017	N/A	A3PMWY1	A87RWY1	A85GWY2	A9HF013	А9НFWY2	A9HFWY1	7640018680	A87VW12	A2YVWY2	A2YUWY2
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta		Konica Minoita NevtGen DCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	FK-513 Fax Kit (Supports single line fax-	SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	LK-102 v3 i-Option License Kit (Encrypted Konica Minolta PDF, PDF, AD, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 I-OPTION Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	External Keyboard	KH-102 Keyboard Holder	KP-101 Keypad		EK-609 Local Interface Kit	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader		AU-204H Miag Stripe Card Reader FSP Disgnoctic Dower Filter 1201/15A	CS-1 Convenience Stapler	MK-735 Mount Kit (IC Card Internal Mount Kit)	Stylus Pen for INFO-Palette Series	UK-212 Upg Kit (Provides Wireless LAN)	bizhub 308e 4GB MEMORY COPIER/PRINTER	Service & Supplies Cost per Copy for bizhub 308e (11" x 17" are 2 clicks on all models.)	OC-511 Original Cover	DF-629 Reverse Automatic Document Feeder	DF-704 Dual Scan Document Feeder	PC-415 Large Capacity Cassette (2,500 sheets/Letter size only)	PC-215 2-way Paper Feed Cabinet (2 x	200-sheet universal ruay) PC-115 Paper Feed Cabinet (500-sheet universal trav + storaze)	DK-510 Enhanced Copy Desk (Storage	LU-302 Large Capacity Unit (3,000 sheets/letter size onlv)	JS-506 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)
Bidding	Product Category	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFU BW MED	BW MFD	BW MFD		BW MFU BW MED		1	BW MFD		BW MFD	BW MFD	BW MFD		BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	
	No.	81	82	83	84	85	86	87	88	89	06	91	92	93	94	95	96	86	66	007	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117

	No.	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	142	143	144	145	146	147	148	149	150	151	152	153	154	155
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e	Accessories for bizhub 308e				
<b>Minolta Busine</b>	Net Effective Bid Price	\$1,155.00	\$147.00	\$2,166.50	\$410.20	\$410.20	\$749.00	\$747.60	\$33.60	\$18.90	\$84.00	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$156.10	\$86.10	\$88.20	\$140.00 \$101.30	\$195.30 \$78.40	\$662.90	\$279.30	\$90.30	\$192.50	\$175.00	\$857.50	\$221.90	\$42.00	\$592.20	\$21.00	\$182.00	\$326.90	\$60.20	\$2,556.45
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	66.0%
Catalog Name:	Catalog List Price	\$1,650.00	\$210.00	\$3,095.00	\$586.00	\$586.00	\$1,070.00	\$1,068.00	\$48.00	\$27.00	\$120.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$223.00	\$123.00	\$126.00	\$200.00	\$112 DD	\$947.00	\$399.00	\$129.00	\$275.00	\$250.00	\$1,225.00	\$317.00	\$60.00	\$846.00	\$30.00	\$260.00	\$467.00	\$86.00	\$7,598.00
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
l.S.A., Inc.	Vendor SKU	A87GWY3	A87JWY2	A87GWYE	A3EUW12	A3ETW11	A883012	A884W11	4614506	4614511	A886WY1	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A8/UWY2 A0M/4M/V3	ADX9WY1	R542700013646 6	7640013468	XGPCS15DKM	D5133NTKM	A4MMWY3	7640013463	A4NMWY1	A4MEWY2	A161192000	A87EWY4	A888WY2	4623485	А7АН019
1 Business Solutions U.S.A., Inc.	Manufacturer SKU	A87GWY3	A87JWY2	A87GWYE	A3EUW12	A3ETW11	A883012	A884W11	4614506	4614511	A886WY1	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	AOPD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A8/UWY2 A0M/4M/V3	A0X9WY1	R5427000136466	7640013468	XGPCS15DKM	D5133NTKM	A4MMWY3	7640013463	A4NMWY1	A4MEWY2	A161192000	A87EWY4	A888WY2	4623485	A7AH019
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta			Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	FS-536 Finisher (50 Sheets)		FS-536SD Finisher	PK-519 Punch Kit (2/3 hole - for FS-533)	PK-520 2/3 Hole Punch Unit (FS-534 or FS-536)	FK-514 Fax Kit (Supports 1st & 2nd fax line - no mount kit required)	& 4th fax		Spare TX Marker Stamp 2	MK-742 Fax Mount Kit (Mount kit for FK- Konica Minolta 515 only)	3 i-Option License Kit (Encrypted /A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 i-Option License Kit (Bar Code Font)	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	cion License Kit (ThinPrint ort)	ard	rd Holder			EK-609 LOCal Interface Kit W/T-506 W/orking Table	entication Unit		AU-204H Mag Stripe Card Reader	15A	ESP POWER FILTER 120V/15A NETWORKED	SC-508 Security Kit (Copy Guard/Password Protect)	CS-1 Convenience Stapler	MK-735 Mount Kit (IC Card Internal Mount Kit)	MK-730 Mount Kit (Banner paper guide)		UK-212 Upgrade Kit (Provides Wireless LAN)	HD-524 Hard Disk Mirroring	Key Counter Mount Kit 1 for Hecon Conventional Counter	ORY
Biddin	No. Product Category	118 BW MFD	119 BW MFD	120 BW MFD	121 BW MFD	122 BW MFD	123 BW MFD	124 BW MFD		126 BW MFD	127 BW MFD	128 BW MFD	129 BW MFD	130 BW MFD	131 BW MFD	132 BW MFD	133 BW MFD	134 BW MFD	135 BW MFD	136 BW MFD	137 BW MFD			140 BW MFD		1	144 BW MFD	145 BW MFD	146 BW MFD	147 BW MFD	148 BW MFD	149 BW MFD	150 BW MFD		152 BW MFD		154 BW MFD	155 BW MFD

	No.	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	101
Konica Minolta Business Solutions U.S.A., Inc.	Comments		Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287 Accessories for bizhub 287	
Minolta Busine	Net Effective Bid Price	\$0.01	\$65.80	\$685.30	\$639.10	\$833.70	\$981.40	\$155.40	\$350.00	\$1,087.10	\$53.20	\$1,151.50	\$2,166.50	\$147.00	\$410.20	\$410.20	\$749.00	\$33.60	\$18.90	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$156.10	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40	\$662.90	Ş279.30	\$90.30	\$192.50 \$221 90	~~~~~
Konica	Bid Discount Percentage	78.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	~~~~~
Catalog Name:	Catalog List Price	\$0.04	\$94.00	\$979.00	\$913.00	\$1,191.00	\$1,402.00	\$222.00	\$500.00	\$1,553.00	\$76.00	\$1,645.00	\$3,095.00	\$210.00	\$586.00	\$586.00	\$1,070.00	\$48.00	\$27.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$223.00	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00	\$947.00	\$399.00	\$129.00	\$275.00 ¢317.00	>>:+>>
	Unit of Measure	per copy	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	במרו
I.S.A., Inc.	Vendor SKU	N/A	Α7ΥΡWΥ1	A7V7WY2	A7VAWY7	A7VAWY8	A7VA013	135310	A2YVWY2	A2YUWY2	A84FWY1	АЗЕРѠҮЗ	A3EPWYE	A84GWY1	A3EUW12	A3ETW11	A879012	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A0X9WY1	R542700013646 6	7640013468	XGPCS15DKM	1040010401
a Business Solutions U.S.A.,	Manufacturer SKU	N/A	ΑΖΥΡWΥ1	A7V7WY2	A7VAWY7	A7VAWY8	A7VA013	135310	A2YVWY2	A2YUWY2	A84FWY1	A3EPWY3	A3EPWYE	A84GWY1	A3EUW12	A3ETW11	A879012	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A0X9WY1	R5427000136466	7640013468	XGPCS15DKM	10400T0040/
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS Konica Minolta	אטן וורמ ואווו ויטי רמ
Bidding Company Name:	Product Description	Service & Supplies Cost per Copy for bizhub 287 (11" x 17" are 2 clicks on all models.)	OC-514 Original Cover	DF-628 Reverse Automatic Doc Feeder	PC-113 Paper Feed Cabinet (500-sheet universal trav + storage)	PC-213 Paper Feed Cabinet (2 x 500- sheet universal trav)	PC-413 Paper Feed Cabinet (2,500 sheets/Letter size only)	DK-513 Desk (Storage only)	JS-506 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)	MK-602 Mount Kit (Mount kit required for the FS-533)	FS-534 Finisher (50 sheet floor staple finisher)	FS-534 with SD-511 Finisher (Floor finisher + Saddle Sticher)	RU-514 Relay Unit (Relay unit required for the FS-534)	PK-519 Punch Kit (2/3 hole - for FS-533)	PK-520 2/3 Hole Punch Unit (FS-534)	FK-513 Fax Kit (Supports single line fax- no mount kit needed)	SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	LK-102 v3 i-Option License Kit (Encrypted Konica Minolta PDF, PDF, AD, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 I-OPTION Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	External Keyboard	KH-102 Keyboard Holder	KP-101 Keypad	EK-608 Local Interface Kit	EK-609 Local Interface Kit	WT-506 Working Table	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	ראד רחווגבווובוורב אמאובי
Bidding	No. Product Category	156 BW MFD		158 BW MFD	159 BW MFD	160 BW MFD	161 BW MFD	162 BW MFD	163 BW MFD	164 BW MFD	165 BW MFD	166 BW MFD	167 BW MFD	168 BW MFD	169 BW MFD	170 BW MFD	171 BW MFD	172 BW MFD	173 BW MFD	174 BW MFD	175 BW MFD	176 BW MFD	177 BW MFD	178 BW MFD	179 BW MFD		181 BW MFD	182 BW MFD							189 BW MFD		191 BW MFD	

	No.	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	212	213	110	214	215	216	217	218	219	220	221	222	223	224	225	226
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 287	Accessories for bizhub 287	Accessories for bizhub 287			Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for hizhuh 368e		Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e
Minolta Busine	Net Effective Bid Price	\$42.00	\$21.00	\$182.00	\$3,139.18	\$0.01	\$65.80	\$1,141.70	\$1,261.40	\$981.40	\$833.70	\$639.10	\$155.40	\$1,246.70	\$350.00	\$1,087.10	\$1,155.00	\$147.00	\$2,166.50 \$410.20	\$410.20 \$410.20	\$749.00	07 47 50	\$/4/.bU	\$33.60	\$18.90	\$84.00	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$156.10
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	69.0%	74.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	/00/06	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$60.00	\$30.00	\$260.00	\$10,059.00	\$0.03	\$94.00	\$1,631.00	\$1,802.00	\$1,402.00	\$1,191.00	\$913.00	\$222.00	\$1,781.00	\$500.00	\$1,553.00	\$1,650.00	\$210.00	\$3,095.00 ¢586.00	\$586.00	\$1,070.00	¢1 068 00	71,068.00	\$48.00	\$27.00	\$120.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$223.00
	Unit of Measure	each	each	each	each	per copy	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	4000	eacn	each	each	each	each	each	each	each	each	each	each	each	each
I.S.A., Inc.	Vendor SKU	A4NMWY1	A161192000	A87EWY4	AA6V017	N/A	A3PMWY1	A87RWY1	A85GWY2	A9HF013	A9HFWY2	А9НFWY1	7640018680	A87VW12	A2YVWY2	A2YUWY2	A87GWY3	A87JWY2	A87GWYE	A3ETW11	A883012	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	A884W11	4614506	4614511	A886WY1	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869
a Business Solutions U.S.A.,	Manufacturer SKU	A4NMWY1	A161192000	A87EWY4	AA6V017	N/A	A3PMWY1	A87RWY1	A85GWY2	A9HF013	A9HFWY2	A9HFWY1	7640018680	A87VW12	A2YVWY2	A2YUWY2	A87GWY3	A87JWY2	A87GWYE	A3ETW11	A883012	A 90 410 4	A884W 11	4614506	4614511	A886WY1	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	AOPD11K	7640006869
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Vosico Misolto	κοηίζα Ινιησίτα	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	MK-735 Mount Kit (IC Card Internal	Stylus Pen for INFO-Palette Series	UK-212 Upg Kit (Provides Wireless LAN)	bizhub 368e 4GB MEMORY COPIER/PRINTER	Service & Supplies Cost per Copy for bizhub 368e (11" x 17" are 2 clicks on all models )	OC-511 Original Cover	DF-629 Reverse Automatic Document Feeder	DF-704 Dual Scan Document Feeder	PC-415 Large Capacity Cassette (2,500 sheets/Letter size only)	PC-215 2-way Paper Feed Cabinet (2 x 500-sheet universal tray)	PC-115 Paper Feed Cabinet (500-sheet	DK-510 Enhanced Copy Desk (Storage only)	LU-302 Large Capacity Unit (3,000 sheets/Letter size onlv)	JS-506 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)	FS-536 Finisher (50 Sheets)	RU-513 Relay Unit	FS-536SD Finisher bv-510 bunch Kit /7 /2 holo - for ES-533	PK-520 2/3 Hole Punch Unit (FS-534 or	FS-536) FK-514 Fax Kit (Supports 1st & 2nd fax	line - no mount kit required)	FK-515 Fax Kit (Supports 3rd & 4th fax line)	SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	MK-742 Fax Mount Kit (Mount kit for FK- Konica Minolta 515 only)	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 i-Option License Kit (Bar Code Font)	LK-107 i-Option License Kit (Unicode	Font) LK-108 i-Option OC8 Font	LK-110 v2i-Option License Kit (File	Conversion) LK-111 i-Option License Kit (ThinPrint	Client Support) External Keyboard
Bidding	Product Category	BW MFD	BW MFD		BW MFD	BW MFD	BW MFD		BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD			BW MFD		BW MFD		BW MFD			BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD		BW MFD	
	No.	193 BV	194 B/		196 BV	197 BV	198 B/		200 B/	201 BV	202 BV	203 BV	204 BV	205 BV	206 BV	207 BV			210 BV		213 BV		214 B/			217 B/	218 BV	219 B/	220 BV	221 BV	222 BV	223 BV		225 BV	226 BW MFD

	No.	227	228	229	230	231	233	234	235	236	237	338	239	240	241 242		243	244	245	246		247	248	249	250	251	252	253	254	255	757	258	259	260	261	262	263	264	265
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 368e	Accessories for bizhub 368e Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e	Accessories for bizhub 368e Accessories for bizhub 368e		Accessories for bizhub 368e	Accessories for bizhub 368e				Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e Accessories for hizhub 458e	Accessories for hizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e			
Minolta Busine	Net Effective Bid Price	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40 ¢662.00	\$279.30	\$90.30	\$192.50	\$175.00	\$857.50	¢221 QU	\$42.00	\$592.20	\$21.00 \$182.00		\$326.90	\$60.20	\$4,158.00	\$0.01	-	Ş981.40	\$833.70	\$639.10	\$155.40	\$2,337.30	\$1,246.56	\$2,114.00	\$3,150.00	\$595.00	¢250.00	\$3,507.00	\$777.00	\$1,155.00	\$2,166.50	\$410.20	\$350.00	\$146.81	\$1,087.10
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0%	68.0%	74.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	20.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00 \$947.00	\$399.00	\$129.00	\$275.00	\$250.00	\$1,225.00	¢317 00	\$60.00	\$846.00	\$30.00 \$260.00		\$260.00	\$86.00	\$12,995.00	\$0.03		\$1,402.00	\$1,191.00	\$913.00	\$222.00	\$3,339.00	\$1,780.80	\$3,020.00	\$4,500.00	\$850.00	CONTENS CEDU DU	\$5,010.00	\$1,110.00	\$1,650.00	\$3,095.00	\$586.00	\$500.00	\$209.73	\$1,553.00
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	aach	each	each	each		each	each	each	per copy		each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
S.A., Inc.	Vendor SKU	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	R542700013646	7640013468	XGPCS15DKM	D5133NTKM	A4MMWY3	7640013463	A4NMWY1	A4MEWY2	A161192000 A87EWY4		A888WY2	4623485	AA6U011	N/A		A9HF013	А9НFWY2	A9HFWY1	7640018680	A9EFW11	A87VW12	A87HWY1	А87НѠҮА	A99KW11		A63GWY1	A8C6WY1	A87GWY3	A87GWYE	A3ETW11	A2YVWY2	A87JWY2	A2YUWY2
Konica Minolta Business Solutions U.S.A.,	Manufacturer SKU	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	R5427000136466	7640013468	XGPCS15DKM	D5133NTKM	A4MMWY3	7640013463	A4NMWY1	A4MEWY2	A161192000 A87EWY4		2		AA6U011	N/A		A9HF013	A9HFWY2	A9HFWY1	7640018680	A9EFW11	A87VW12	A87HWY1	А87НѠҮА	A99KW11		A63GWY1	A8C6WY1	A87GWY3	A87GWYE	A3ETW11	A2YVWY2	A87JWY2	A2YUWY2
Konica Minolto	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta				
Bidding Company Name:	Product Description	KH-102 Keyboard Holder	KP-101 Keypad	EK-608 Local Interface Kit	EK-609 Local Interface Kit	WT-506 Working Table	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	ESP POWER FILTER 120V/15A	SC-508 Security Kit (Copy	Guard/Password Protect)	MK-735 Mount Kit (IC Card Internal	guide)	Stylus Pen for INFO-Palette Series UK-212 Upgrade Kit (Provides Wireless	LAN)	HD-524 Hard Disk Mirroring	Key Counter Mount Kit 1 for Hecon Conventional Counter	bizhub 458e Copier/Printer/Scanner	Service & Supplies Cost per Copy for bizhub 458e (11" x 17" are 2 clicks on all	models.)	PC-415 Large Capacity Cassette (2,500 sheets/Letter size only)	PC-215 2-way Paper Feed Cabinet (2 x 500-sheet universal tray)	PC-115 Paper Feed Cabinet (500-sheet universal trav + storage)	DK-510 Enhanced Copy Desk (Storage only)	LU-207 Large Capacity Unit (2,500 sheets/Letter, Legal, Ledger and 12"x18")	LU-302 Large Capacity Unit (3,000 sheets/Letter size only)	FS-537 Finisher (100 Sheets)	FS-537SD Finisher	PK-523 Punch Kit For Fs-537	UI-300 Output II ay	ZU-609 Z Folding Unit For Fs-537	PI-507 Post Inserter For Fs-537	FS-536 Finisher (50 Sheets)	FS-536SD Finisher	PK-520 2/3 Hole Punch Unit (FS-534 or FS-536)	JS-506 Job Separator	RU-513 Relay Unit	FS-533 Finisher (50-sheet inner staple finisher)
Biddin	No. Product Category	227 BW MFD	228 BW MFD	229 BW MFD		231 BW MFD		234 BW MFD			237 BW MFD	238 RIVI MED			241 BW MFD 242 BW MFD			244 BW MFD	245 BW MFD	246 BW MFD		247 BW MFD	248 BW MFD	249 BW MFD	250 BW MFD	251 BW MFD	252 BW MFD	253 BW MFD		255 BW MFD	250 BW MED					262 BW MFD	263 BW MFD		265 BW MFD

	No.	766	267	268	269	004	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299		300	301	302
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e		Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e	Accessories for bizhub 458e				Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e
Minolta Busine	Net Effective	SIG Price	\$749.00	\$747.94	\$84 DD	00.107	\$33.39	\$18.55	\$770.00	\$549.50	\$467.46	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$155.82	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40	\$857.50	\$662.61	\$279.30	\$221.90	\$42.00	\$592.20	\$21.00	\$182.00	\$326.67	\$192.50	\$175.00	\$308.00	\$7,196.00	\$0.01		Ş981.40	\$833.70	\$639.10
Konica	Bid Discount	Percentage	30.0%	30.0%	30.0%	20.00	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	69.0%	71.0%		30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$586 OD	\$1,070.00	\$1,068.48	\$120.00	00.0244	\$47.70	\$26.50	\$1,100.00	\$785.00	\$667.80	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$222.60	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00	\$1,225.00	\$946.58	\$399.00	\$317.00	\$60.00	\$846.00	\$30.00	\$260.00	\$466.67	\$275.00	\$250.00	\$440.00	\$23,214.00	\$0.02	4	\$1,402.00	\$1,191.00	\$913.00
	Unit of	Measure	each	each	each		each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	per copy		each	each	each
I.S.A., Inc.	Vendor SKU	A 3FI 11/1/1 2	A883012	A884W11	AR6WY1	TIMOODU	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	А64ТѠҮЗ	A88AWY2	A87DWY2	A0W4WY3	A4MMWY3	A0X9WY1	R542700013646 6	7640013463	A4NMWY1	A4MEWY2	A161192000	A87EWY4	A888WY2	XGPCS15DKM	D5133NTKM	EVS12015	AA6T011	N/A		A9HF013	A9HFWY2	A9HFWY1
Konica Minolta Business Solutions U.S.A., Inc.	Manufacturer SKU	A3FLIM/17	A883012	A884W11	A886W/V1		4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A4MMWY3	A0X9WY1	R5427000136466	7640013463	A4NMWY1	A4MEWY2	A161192000	A87EWY4	A888WY2	XGPCS15DKM	D5133NTKM	EVS12015	AA6T011	N/A		A9HF013	A9HFWY2	A9HFWY1
Konica Minolt	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	-	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	DK-519 Dunch Kit (2 /3 hole - for EC-533)	FK-514 Fax Kit (Supports 1st & 2nd fax	Inne - no mount kit required) FK-515 Fax Kit (Supports 3rd & 4th fax	line) MK-242 Eax Mount Kit (Mount kit for FK- Konica Minolta		SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	LK-102 v3 i-Option License Kit (Encrypted   Konica Minolta   PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option License Kit (Searchable PDF)	LK-106 I-Option Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	External Keyboard	KH-102 Keyboard Holder	KP-101 Keypad	EK-608 Local Interface Kit	EK-609 Local Interface Kit	WT-506 Working Table	SC-508 Security Kit (Copy Guard/Password Protect)	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	CS-1 Convenience Stapler	MK-735 Mount Kit(IC Card Internal Mount Kit)	MK-730 Mount Kit (Banner paper guide)	Stylus Pen for INFO-Palette Series	UK-212 Upgrade Kit (Provides Wireless LAN)	HD-524 Hard Disk Mirroring	ESP Diagnostic Power Filter 120V/15A	ESP POWER FILTER 120V/15A BASIC	ESP ENVISIONSENSE PMS 120V/15A	bizhub 558e Copier/Printer/Scanner	Service & Supplies Cost per Copy for bizhub 558e (11" x 17" are 2 clicks on all	models.)	PC-415 Large Capacity Cassette (2,500 sheets/Letter size only)	PC-215 2-way Paper Feed Cabinet (2 x 500-sheet universal tray)	PC-115 Paper Feed Cabinet (500-sheet universal tray + storage)
Bidding	No. Product Category	JEG RIM MED		268 BW MFD	269 RW MFD		270 BW MFD	271 BW MFD	272 BW MFD	273 BW MFD	274 BW MFD	275 BW MFD	276 BW MFD	277 BW MFD	278 BW MFD	279 BW MFD	280 BW MFD		282 BW MFD		284 BW MFD	285 BW MFD	286 BW MFD	287 BW MFD	288 BW MFD	289 BW MFD	290 BW MFD	291 BW MFD	292 BW MFD	293 BW MFD	294 BW MFD	295 BW MFD	296 BW MFD	297 BW MFD	298 BW MFD	299 BW MFD		300 BW MFD	301 BW MFD	302 BW MFD

	No.	303	304	305	306	307	308	310	311	312	313	315	316	317	318	319	320	321	322	323	324	325		326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e		Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e
Minolta Busine	Net Effective Bid Price	\$155.40	\$2,337.30	\$1,246.56	\$2,114.00	\$3,150.00	\$595.00 \$77.70	\$350.00	\$3,507.00	\$777.00	\$1,155.00	\$410.20	\$350 OD	\$146.81	\$1,087.10	\$410.20	\$749.00	\$747.94	\$84.00	\$33.39	\$18.55	\$770.00		\$549.50	\$467.46	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$155.82	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40	\$857.50	\$662.61	\$279.30
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$222.00	\$3,339.00	\$1,780.80	\$3,020.00	\$4,500.00	\$850.00 \$111.00	\$500.00	\$5,010.00	\$1,110.00	\$1,650.00	00.020/6¢ \$586.00	\$500 00	\$209.73	\$1,553.00	\$586.00	\$1,070.00	\$1,068.48	\$120.00	\$47.70	\$26.50	\$1,100.00		\$785.00	\$667.80	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$222.60	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00	\$1,225.00	\$946.58	\$399.00
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	each	pach	each	each	each	each	each	each	each	each	each		each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
I.S.A., Inc.	Vendor SKU	7640018680	A9EFW11	A87VW12	A87HWY1	A87HWYA	A99KW11 A4MDWY1	A10CWY2	A63GWY1	A8C6WY1	A87GWY3	A3/UV1E A3ETW11		A87JWY2	A2YUWY2	A3EUW12	A883012	A884W11	A886WY1	4614506	4614511	A0PD116		A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	AOPD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A4MMWY3	A0X9WY1	R542700013646 6
Konica Minolta Business Solutions U.S.A., Inc.	Manufacturer SKU	7640018680	A9EFW11	A87VW12	A87HWY1	A87HWYA	A99KW11 A4MDWY1	A10CWY2	A63GWY1	A8C6WY1	A87GWY3	A3ETW11		A87JWY2	A2YUWY2	A3EUW12	A883012	A884W11	A886WY1	4614506	4614511	A0PD116		A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A4MMWY3	A0X9WY1	R5427000136466
Konica Minolte	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	DK-510 Enhanced Copy Desk (Storage only)	LU-207 Large Capacity Unit (2,500 sheets/Letter, Legal, Ledger and 12"x18")	LU-302 Large Capacity Unit (3,000 sheets/Letter size only)	FS-537 Finisher (100 Sheets)	FS-537SD Finisher	PK-523 Punch Kit For Fs-537 OT-506 Outhout Trav	JS-602 Job Separator Trav	ZU-609 Z Folding Unit For Fs-537	PI-507 Post Inserter For Fs-537	FS-536 Finisher (50 Sheets)	PK-520 2/3 Hole Punch Unit (FS-534 or	F3-330) IS-506 Ioh Senarator	RU-513 Relay Unit	FS-533 Finisher (50-sheet inner staple finisher)	PK-519 Punch Kit (2/3 hole - for FS-533)	FK-514 Fax Kit (Supports 1st & 2nd fax	ווחפ - חס mount kit requirea) FK-515 Fax Kit (Supports 3rd & 4th fax	MK-742 Fax Mount Kit (Mount kit for FK-	515 only) SP-501 Fax Stamp Unit	Snare TX Marker Stamn 2	e Kit (Encrypted	PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option License Kit (Searchable PDF)	LK-106 I-Option Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Sunnort)	External Keyboard	KH-102 Keyboard Holder	KP-101 Keypad	EK-608 Local Interface Kit	EK-609 Local Interface Kit	WT-506 Working Table	SC-508 Security Kit (Copy Guard/Password Protect)	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader
Bidding	No. Product Category	303 BW MFD	304 BW MFD	305 BW MFD	BW MFD	BW MFD	308 BW MFD 309 BW MFD					315 BW MFD	316 RW MED		318 BW MFD	319 BW MFD		321 BW MFD	322 BW MFD	323 BW MFD	BW MFD			326 BW MFD	327 BW MFD		329 BW MFD	330 BW MFD	331 BW MFD	332 BW MFD	333 BW MFD			336 BW MFD	337 BW MFD	338 BW MFD	339 BW MFD	340 BW MFD	341 BW MFD

	No.	342	343	344	345	346	347	348	349	350	351	265	353	354	355	356	357	358	359	360	361	362	363	365	366	367	368	369	370	371	372	373	374	375	376	377	378
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e	Accessories for bizhub 558e		Accessories for bizhub 558e	Accessories for biznub			Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e			Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e
Minolta Busin	Net Effective Bid Price	\$221.90	\$42.00	\$592.20	\$21.00	\$182.00	\$326.67	\$192.50	\$175.00	\$308.00	\$9,584.00	TO'NÉ	\$981.40	\$833.70	\$639.10	\$155.40	\$2,337.30	\$1,246.56	\$2,114.00	\$3,150.00	\$595.00	\$77.70	\$350.00 \$3507.00	\$777.00	\$1,155.00	\$2,166.50	\$410.20	\$146.81	\$749.00	\$747.94	\$84.00	\$33.39	\$18.55	\$770.00	\$549.50	\$467.46	\$574.70
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	68.0%	%0.77	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$317.00	\$60.00	\$846.00	\$30.00	\$260.00	\$466.67	\$275.00	\$250.00	\$440.00	529,950.00	20.0¢	\$1,402.00	\$1,191.00	\$913.00	\$222.00	\$3,339.00	\$1,780.80	\$3,020.00	\$4,500.00	\$850.00	\$111.00		\$1,110.00	\$1,650.00	\$3,095.00	\$586.00	\$209.73	\$1,070.00	\$1,068.48	\$120.00	\$47.70	\$26.50	\$1,100.00	\$785.00	\$667.80	\$821.00
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	per copy	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
J.S.A., Inc.	Vendor SKU	7640013463	A4NMWY1	A4MEWY2	A161192000	A87EWY4	A888WY2	XGPCS15DKM	D5133NTKM	EVS12015	AA6KU11	A/N	A9HF013	A9HFWY2	A9HFWY1	7640018680	A9EFW11	A87VW12	A87HWY1	А87НWYA	A99KW11	A4MDWY1	AIUCWY2 A63GMV1	A8C6WY1	A87GWY3	A87GWYE	A3ETW11	A87JWY2	A883012	A884W11	A886WY1	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119
a Business Solutions U.S.A., Inc.	Manufacturer SKU	7640013463	A4NWY1	A4MEWY2	A161192000	A87EWY4	A888WY2	XGPCS15DKM	D5133NTKM	EVS12015	AA6K011	A/N	A9HF013	A9HFWY2	A9HFWY1	7640018680	A9EFW11	A87VW12	A87HWY1	A87HWYA	A99KW11	A4MDWY1	AIUCWY2 A63GWY1	A8C6WY1	A87GWY3	A87GWYE	A3ETW11	A87JWY2	A883012	A884W11	A886WY1	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minoita	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	CS-1 Convenience Stapler	MK-735 Mount Kit (IC Card Internal Mount Kit)	MK-730 Mount Kit (Banner paper guide)	Stylus Pen for INFO-Palette Series	UK-212 Upgrade Kit (Provides Wireless LAN)	HD-524 Hard Disk Mirroring	ESP Diagnostic Power Filter 120V/15A	ESP POWER FILTER 120V/15A BASIC	ESP ENVISIONSENSE PMS 120V/15A	bizhub 658e Copier/Printer	service & supplies cost per copy for bizhub 658e (11" x 17" are 2 clicks on all models.)	PC-415 Large Capacity Cassette (2,500 sheets/Letter size only)	PC-215 2-way Paper Feed Cabinet (2 x 500-sheet universal tray)	PC-115 Paper Feed Cabinet (500-sheet universal tray + storage)	DK-510 Enhanced Copy Desk (Storage only)	LU-207 Large Capacity Unit (2,500 sheets/Letter, Legal, Ledger and 12"x18")	LU-302 Large Capacity Unit (3,000 sheets/Letter size only)	FS-537 Finisher (100 Sheets)	FS-537SD Finisher	PK-523 Punch Kit For Fs-537	OT-506 Output Tray	JS-602 Job Separator Tray 711-609 7 Folding Thit For Fs-537	PI-507 Post Inserter For Fs-537	FS-536 Finisher (50 Sheets)	FS-536SD Finisher	PK-520 2/3 Hole Punch Unit (FS-534 or FS-536)	RU-513 Relay Unit	FK-514 Fax Kit (Supports 1st & 2nd fax line - no mount kit required)	FK-515 Fax Kit (Supports 3rd & 4th fax line)	42 Fax Mount Kit (Mount kit for FK- only)	SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option License Kit Kearchahle PDF)	LK-106 I-Option Bar Code Font
Biddin	No. Product Category	342 BW MFD	343 BW MFD	344 BW MFD	345 BW MFD	346 BW MFD	347 BW MFD	348 BW MFD					353 BW MFD	354 BW MFD	355 BW MFD	356 BW MFD	357 BW MFD	358 BW MFD	359 BW MFD	360 BW MFD			363 BW MFD 364 RW MFD				368 BW MFD	369 BW MFD	370 BW MFD	371 BW MFD	372 BW MFD	373 BW MFD	374 BW MFD	375 BW MFD	376 BW MFD	377 BW MFD	378 BW MFD

	No.	379	2	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	202	398	399	400	401	402	07	403	405	406	407	408	409	410 411	412	413	414	415	416	417	010	418	419	420	421
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 658e		Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for biznup base	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for hizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e	Accessories for bizhub 658e			Acrossories for hishub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808	Accorcorior for hishub 000		Accessories for bizhub 808	Accessories for bizhub 808	Accessories for bizhub 808
Minolta Busine	Net Effective	5483.00		\$133.70	\$612.50	\$175.00	\$155.82	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40	\$857.50	\$662.61	\$279.30	\$221.90	\$42.00	\$592.20	\$21.00	\$182.00	22263	\$192.50	\$175.00	\$308.00	\$11,573.26	\$0.01	00 100 00	61 720 AD	\$2,114.00	\$3,150.00	\$595.00	\$315.00	\$350.00	00.7775	\$1,155.00	\$206.50	\$2,166.50	\$410.20	\$749.00	\$747.60		\$84.00	\$33.60	\$18.90	\$770.00
Konica	Bid Discount	Rercentage		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	/00 00	30.0%	30.0%	30.0%	67.0%	73.0%	/00 00	20.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	/00 00	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$690.00		\$191.00	\$875.00	\$250.00	\$222.60	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00	\$1,225.00	\$946.58	\$399.00	\$317.00	\$60.00	\$846 DD	\$30.00	\$260.00	57 55 54	\$2.75.00	\$250.00	\$440.00	\$35,280.00	\$0.02		\$3,330.00	\$1,770.00 \$3,020.00	\$4,500.00	\$850.00	\$450.00	\$500.00	00.010,65	\$1,650.00	\$295.00	\$3,095.00	\$586.00	\$1,070.00	\$1,068.00		00.001¢	\$48.00	\$27.00	\$1,100.00
	Unit of	each		each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	4000	each	each	each	each	per copy	deed	each	each	each	each	each	each	each	each	each	each	each	each	each		each	each	each	each
J.S.A., Inc.	Vendor SKU	A0PD11F		A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A4MMWY3	A0X9WY1	R542700013646 6	7640013463	A4NMWY1	A4MFWY2	A161192000	A87EWY4	C//10000	XGPCS15DKM	D5133NTKM	EVS12015	A8KN011	N/A	1 17417 10 V		ASTHWY1 A87HWY1	A87HWYA	A99KW11	A8HDWY1	A10CWY2	AB3GWY1 ARC6WY1	A87GWY3	A87KWY1	A87GWYE	A3ETW11	A92D011	A884W11	FOR DOOR	A886WY1	4614506	4614511	A0PD116
a Business Solutions U.S.A., Inc.	Manufacturer SKU	A0PD11F		A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A87DWY2	A0W4WY3	A4MIWWY3	A0X9WY1	R5427000136466	7640013463	A4NMWY1	A4MFWY2	A161192000	A87EWY4	C////000 V	XGPCS15DKM	D5133NTKM	EVS12015	A8KN011	N/A	111111111111111111111111111111111111111		A87HWY1	A87HWYA	A99KW11	A8HDWY1	A10CWY2	Ab3GWY1 A8C6WY1	A87GWY3	A87KWY1	A87GWYE	A3ETW11	A92D011	A884W11		A886WY1	4614506	4614511	A0PD116
Konica Minolta Bu	Manufacturer	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Vonico Minolto	NextGen PCS	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	Vanias Adia alta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	LK-107 i-Ontion License Kit (Unicode	Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint	External Keyboard	KH-102 Keyboard Holder	KP-101 Keypad	EK-608 Local Interface Kit	EK-609 Local Interface Kit	WT-506 Working Table	SC-508 Security Kit (Copy Guard/Password Protect)	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	CS-1 Convenience Stapler	MK-735 Mount Kit (IC Card Internal	Mount Kit) MK-730 Mount Kit (Banner naper guide)	Stylus Pen for INFO-Palette Series	UK-212 Upgrade Kit (Provides Wireless	LAN) UD 534 Upred Dick Mirroring	ESP Diagnostic Power Filter 120V/15A	ESP POWER FILTER 120V/15A BASIC	ESP ENVISIONSENSE PMS 120V/15A	bizhub 808 Copier/Printer/Scanner	Service & Supplies Cost per Copy for bizhub 808 (11" x 17" are 2 clicks on all	models.)	LU-203 Large Capacity Iray	EO-303 Large Capacity 11ay FS-537 Finisher (100 Sheets)	FS-537 SD Finisher	PK-523 Punch Kit For Fs-537	OT-508 Output Tray	JS-602 Job Separator Tray	20-609 2 Folding Unit For Fs-537 PI-507 Post Inserter For Fs-537	FS-536 Finisher (50 Sheets)	RU-515 Relay Unit	FS-536 SD Finisher	PK-520 2/3 Hole Punch Unit (FS-534)	FK-516 Fax Kit	FK-515 Fax Kit (Supports 3rd & 4th fax	line)	Fax Mount Kit MK-742 (Mount Kit Tor FK- 515 onlv)	SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	LK-102 v3 i-Option License Kit (Encrypted Konica Minolta PDF, PDF/A, Linearized PDF)
Bidding	Product Category	BW MFD		BW MFD	BW MFD	BW MFD	BW MFD						BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD							BW MFD	BW MFD					BW MFD			BW MFU			BW MFD	BW MFD		BW MFD					BW MFD
	No.	379		380	381	382	383						389	390	391	392	393	394			200				401	402		403			407			411			414	415				418		420	421

ct Category	Product Description	Manufacturer Ma	Manufacturer SKU Vendor	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount	Net Effective Bid Drice	scount Net Effective Comments	No.
	Must Cation License Vit Meice					0	Percentage	םות ביורכ		
	LN-104 v3 1-0 priori Licerise Nic (voice Guidance)	Konica Minoita	A0PD117	A0PD117	each	\$785.00	30.0%	\$549.50	Accessories for bizhub 808	422
	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	Konica Minolta	A0PD11T	A0PD11T	each	\$668.00	30.0%	\$467.60	Accessories for bizhub 808	423
	LK-106 I-OPTION Bar Code Font LK-107 i-Option License Kit (Unicode	Konica Minolta Konica Minolta	AOPD119 AOPD11F	A0PD119 A0PD11F	each each	\$821.00	30.0% 30.0%	\$574.70 \$483.00	Accessories for bizhub 808 Accessories for bizhub 808	424 425
	LK-108 i-Option OCR Font	Konica Minolta	A0PD11G	A0PD11G	each	\$191.00	30.0%	\$133.70	Accessories for bizhub 808	426
	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	Konica Minolta	A0PD11U	A0PD11U	each	\$875.00	30.0%	\$612.50	Accessories for bizhub 808	427
	LK-111 i-Option License Kit (ThinPrint Client Support)	Konica Minolta	A0PD11K	A0PD11K	each	\$250.00	30.0%	\$175.00	Accessories for bizhub 808	428
BW MFD AU-1	AU-102 Biometric Authentication Unit	Konica Minolta	A0X9WY1	A0X9WY1	each	\$947.00	30.0%	\$662.90	Accessories for bizhub 808	429
	AU-205H IC Card Reader	Konica Minolta	R5427000136466	R542700013646 6	each	\$399.00		\$279.30	Accessories for bizhub 808	430
BW MFD MK-7 MGUI	MK-735 Mount Kit (IC Card Internal Mount Kit)	Konica Minolta	A4NMWY1	A4NMWY1	each	\$60.00	30.0%	\$42.00	Accessories for bizhub 808	431
BW MFD EK-61	EK-611 Local Interface Kit	Konica Minolta	A8HAWY1	A8HAWY1	each	\$279.00	30.0%	\$195.30	Accessories for bizhub 808	432
	EK-610 Local Interface Kit	Konica Minolta	A8H9WY1	A8H9WY1	each	\$200.00	30.0%	\$140.00	Accessories for bizhub 808	433
	External Keyboard	Konica Minolta	7640006869	7640006869	each	\$223.00	30.0%	\$156.10	Accessories for bizhub 808	434
BW MFD AU-2 BW MFD KH-1	AU-204H Mag Stripe Card Reader KH-102 Keyhoard Holder	Konica Minolta Konica Minolta	7640013468 AANRWY1	7640013468 A4NRWY1	each	\$129.00 \$173.00	30.0%	\$90.30 \$86.10	Accessories for bizhub 808 Accessories for bizhub 808	435
	KP-101 - 10-Kev Pad	Konica Minolta	A64TWY3	A64TWY3	each	\$126.00		\$88.20	Accessories for bizhub 808	437
	Key Counter Mount Kit 1 for Hecon Conventional Counter	Konica Minolta	4623485	4623485	each	\$86.00		\$60.20	Accessories for bizhub 808	438
BW MFD WT-5	WT-506 Working Table	Konica Minolta	A0W4WY3	A0W4WY3	each	\$112.00	30.0%	\$78.40	Accessories for bizhub 808	439
BW MFD WT-5	WT-513 Working Table	Konica Minolta	A8HCWY2	A8HCWY2	each	\$2,500.00	30.0%	\$1,750.00	Accessories for bizhub 808	440
	SC-508 Security Kit (Copy Guard/Password Protect)	Konica Minolta	A4MMWY3	A4MMWY3	each	\$1,225.00	30.0%	\$857.50	Accessories for bizhub 808	441
	UK-212 Upg Kit (Provides Wireless LAN)	Konica Minolta	A87EWY4	A87EWY4	each	\$260.00		\$182.00	Accessories for bizhub 808	442
	UK-501 Double Feed Detection Kit	Konica Minolta	A8WCWY1	A8WCWY1	each	\$325.00		\$227.50	Accessories for bizhub 808	443
	ESP Diagnostic Power Filter 120V/20A	NextGen PCS	XGPCS20DKM	XGPCS20DKM	each	\$307.00	30.0%	\$214.90	Accessories for bizhub 808	444
BW MFD CS-1	CS-1 Convenience Stapler Stylue Bon for INEC Palotte Sories	Konica Minolta	7640013463	7640013463	each	\$317.00 ¢20.00	30.0%	\$221.90 \$21.00	Accessories for bizhub 808 Accessories for bizhub 808	445
	bizhub 958 Copier/Printer/Scanner	Konica Minolta	A796011	A796011	each	\$40.000.00	50.0% 68.0%	\$12.925.44		447
	Service & Supplies Cost per Copy for bizhub 958 (11" x 17" are 2 clicks on all	Konica Minolta	N/A	N/A	per copy	\$0.02	71.0%	\$0.01		448
BW MFD LU-205 L	models.) LU-205 Large Capacity Tray	Konica Minolta	A8H7W11	A8H7W11	each	\$3,330.00	30.0%	\$2,331.00	Accessories for bizhub 958	449
	LU-303 Large Capacity Tray	Konica Minolta	A8H6W11	A8H6W11	each	\$1,770.00	30.0%	\$1,239.00	Accessories for bizhub 958	450
	FS-537 Finisher (100 Sheets)	Konica Minolta	A87HWY1	A87HWY1	each	\$3,020.00	30.0%	\$2,114.00	Accessories for bizhub 958	451
BW MFU F2-33 BW MFD F2-33	FS-537 SU FINISNEr DK-573 Dunch Kit For Fs-537	Konica Minolta Konica Minolta	A8/HWYA 499KM/11	A8/HWYA A99KM/11	each	\$4,500.00 \$850.00	30.U% 30.0%	\$5,150.00	Accessories for bizhub 958	452
	OT-508 Output Tray	Konica Minolta	A8HDWY1	A8HDWY1	each	\$450.00		\$315.00	Accessories for bizhub 958	454
BW MFD JS-60	JS-602 Job Separator Tray	Konica Minolta	A10CWY2	A10CWY2	each	\$500.00		\$350.00	Accessories for bizhub 958	455
	ZU-609 Z Folding Unit For Fs-537	Konica Minolta	A63GWY1	A63GWY1	each	\$5,010.00	30.0%	\$3,507.00	Accessories for bizhub 958	456
	PI-507 Post Inserter For Fs-537	Konica Minolta	A8C6WY1	A8C6WY1	each	\$1,110.00	30.0%	\$777.00	Accessories for bizhub 958	457
BW MFD FS-53 BW MFD RU-5	FS-536 Finisher (50 Sheets) RU-515 Relav Unit	Konica Minolta Konica Minolta	A87GWY3 A87KWY1	A87GWY3 A87KWY1	each	\$1,650.00 \$295.00	30.0% 30.0%	\$1,155.00 \$206.50	Accessories for bizhub 958 Accessories for bizhub 958	458 459
	FS-536 SD Finisher	Konica Minolta	A87GWYE	A87GWYE	each	\$3,095.00	30.0%	\$2,166.50	Accessories for bizhub 958	460
BW MFD PK-52	PK-520 2/3 Hole Punch Unit (FS-534)	Konica Minolta	A3ETW11	A3ETW11	each	\$586.00	30.0%	\$410.20	Accessories for bizhub 958	461
	FK-516 Fax Kit	Konica Minolta	A92D011	A92D011	each	\$1,070.00	30.0%	\$749.00	Accessories for bizhub 958	462
BW MFD FK-51 [line)	FK-515 Fax Kit (Supports 3rd & 4th fax line)	Konica Minolta	A884W11	A884W11	each	\$1,068.00	30.0%	\$747.60	Accessories for bizhub 958	463
BW MFD Fax Mour	Fax Mount Kit MK-742 (Mount kit for FK- 515 only)	Konica Minolta	A886WY1	A886WY1	each	\$120.00	30.0%	\$84.00	Accessories for bizhub 958	464

	No.	465	466	467	468	469	470	471	472	473	474	475	476	477	478	479	480	481	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	100	500	501	502	503	504
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958 Acressories for hizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958	Accessories for bizhub 958			Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for hizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100
Minolta Busine	Net Effective	\$33.60	\$18.90	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$662.90	\$279.30	\$42.00	\$195.30	\$140.00	\$156.10 \$00.20	\$86.10	\$88.20	\$60.20	\$78.40	\$1,750.00	\$857.50	\$182.00	\$227.50	\$326.90	\$266.70	\$230.30	\$21.00	\$14,695.62	\$0.00	\$4,518.50	\$1,558.20	\$2,181.20		\$3.643.50	\$5,612.60	\$1,383.90	\$584.50	\$3,857.00
Konica	Bid Discount	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	67.0%	64.0%	30.0%	30.0%	30.0%	70002	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$48.00	\$27.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$947.00	\$399.00	\$60.00	\$279.00	\$200.00	\$223.00	00 5123 00	\$126.00	\$86.00	\$112.00	\$2,500.00	\$1,225.00	\$260.00	\$325.00	\$467.00	\$381.00	\$329.00	\$30.00	\$44,100.00	\$0.01	\$6,455.00	\$2,226.00	\$3,116.00		\$5.205.00	\$8,018.00	\$1,977.00	\$835.00	\$5,510.00
	Unit of	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	per copy	each	each	each	ooch	each	each	each	each	each
S.A., Inc.	Vendor SKU	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	AOPD11F	A0PD11G	A0PD11U	A0PD11K	A0X9WY1	R542700013646 6	A4NMWY1	A8HAWY1	А8Н9ѠҮ1	7640006869	/ 0400 13400 A4NRWY1	A64TWY1	4623485	A0W4WY3	A8HCWY2	A4MMWY3	A87EWY4	A8WCWY1	A888WY2	XGPCS20820DK M	7640013463	A161192000	A799011	N/A	A7W7WY2	A870WY1	A872WY1	1 70 AIA/V1	A4F3WY5	A4F3W15	A4F4WY1	A4FAW11	A4F8WY2
1 Business Solutions U.S.A., Inc.	Manufacturer SKU	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	A0X9WY1	R5427000136466	A4NMWY1	A8HAWY1	А8Н9ѠҮ1	7640006869	/04/013408 A4NRWY1	A64TWY1	4623485	A0W4WY3	A8HCWY2	A4MMWY3	A87EWY4	A8WCWY1	A888WY2	XGPCS20820DKM	7640013463	A161192000	A799011	N/A	A7W7WY2	A870WY1	A872WY1	1 70 A 14/V1	A/54W11 A4F3WY5	A4F3W15	A4F4WY1	A4FAW11	A4F8WY2
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Vanica Minalta	Konica Minolta				
Bidding Company Name:	Product Description	SP-501 Fax Stamp Unit	p 2	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 I-OPTION Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	int	ric Authentication Unit		MK-735 Mount Kit(IC Card Internal Mount Kit)	al Interface Kit	ace Kit		AU-20411 Mag Sunpe Card Reader KH-102 Keyboard Holder		Kit 1 for Hecon	e		SC-508 Security Kit (Copy Guard/Password Protect)	Wireless LAN)	on Kit	HD-524 Hard Disk Mirroring	ESP Diagnostic Power Filter 208V/20A	CS-1 Convenience Stapler		bizhub PRO 1100 Copier/Printer/Scanner	Service & Supplies Cost per Copy for bizhub PRO 1100 (11" × 17" are 2 clicks on all models.)	PF-709 Paper Feed Unit	Paper Feed Unit	Large Capacity Paper Feed Unit	(12X18) MB-507 Multi Bunnes Travillait	ĩ	Q			ZU-608 Z-folding unit
Bidding	No. Product Category	465 BW MFD	BW MFD	467 BW MFD	468 BW MFD	469 BW MFD		BW MFD		473 BW MFD	474 BW MFD	475 BW MFD	476 BW MFD	477 BW MFD	478 BW MFD	BW MFD	BW MFD	481 BW MFD 1	BW MFD	BW MFD	485 BW MFD	486 BW MFD	487 BW MFD	488 BW MFD	489 BW MFD	490 BW MFD	491 BW MFD	492 BW MFD 0	493 BW MFD	494 BW MFD	495 BW MFD	496 BW MFD	BW MFD	498 BW MFD		BW MFD	BW MFD		BW MFD	504 BW MFD

	No.	505	506	507	508	509	510	511	512	513	514	515	516	517	518	520	521	522	523	524	525	526	720	529	530	531	532	533	534	535	530	538	539	540	541	542	543	545		546	547	548	549	550	551	552
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PKO 1100	Accessories for bizhub PRO 1100 Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100		Accessories for bizhub PRO 1100	Accessories for bizhub PKU 1100	Accessories for bizing PRO 1100	Accessories for bizhub PRO 1100	Accessories for bizhub PRO 1100																
Minolta Busine	Net Effective Bid Price	\$311.50	\$779.10	\$581.00	\$2,380.00	\$6,160.00	\$7,420.00	\$997.50	\$13,986.95	\$1.023.12	\$1,023.12	\$1,023.12	\$971.32	\$9/1.32	\$1,023.12 \$803.61	\$971.32	\$971.32	\$2,266.40	\$971.32	\$2,913.95	\$1,683.61	\$3,237.72	\$31,931.20 \$1 026 00	\$1.036.00	\$95.20	\$82.60	\$76.30	\$74.90	\$68.60	\$95.90	\$83.30	\$75.60	\$69.30	\$104.30	\$90.30	\$84.00	\$81.90	\$269.50	-	\$987.00	\$2,440.90	\$279.30	\$266.70	\$192.50	\$23,100.00	¢4053042
Konica	Bid Discount	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	67.0%	C1 00/
Catalog Name:	Catalog List Price	\$445.00	\$1,113.00	\$830.00	\$3,400.00	\$8,800.00	\$10,600.00	\$1,425.00	\$19,981.00	\$1.462.00	\$1,462.00	\$1,462.00	\$1,388.00	51,388.00	\$1,462.00 \$1,277.00	\$1.388.00	\$1,388.00	\$3,238.00	\$1,388.00	\$4,163.00	\$2,405.00	\$4,625.00	0.915,615,00	\$1.480.00 \$1.480.00	\$136.00	\$118.00	\$109.00	\$107.00	\$98.00	\$137.00	\$110.00 \$110.00	\$108.00	00.66\$	\$149.00	\$129.00	\$120.00	\$117.00	\$385.00 \$385.00		\$1,410.00	\$3,487.00	\$399.00	\$381.00	\$275.00	\$70,000.00	
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each		each	each	each	each	each	each	-						
J.S.A., Inc.	Vendor SKU	A4F5WY1	A04HWY2	A79CWY1	A93JWY2	A9CEWY1	A9CFWY1	А6Н9ѠҮ2	7718800	7714901	7714902	7714903	7714904	7714905	771/4909	7714912	7714913	7714914	7714906	7714917	7714918	7714919	7711015	7714916	7717962	7717963	7717964	7717965	7717966	//1/968	7717969	7717971	7717972	7717974	7717975	7717976	7717977	KONI66002BW		A874WY1	A0W6WY2	R542/00013646 6	XGPCS20820DK M	XGPCS15DKM	A4EX011M	
Konica Minolta Business Solutions U.S.A., Inc	Manufacturer SKU	A4F5WY1	A04HWY2	A79CWY1	A93JWY2	A9CEWY1	A9CFWY1	А6Н9ѠҮ2	7718800	7714901	7714902	7714903	7714904	771105	7714909	7714912	7714913	7714914	7714906	7714917	7714918	7714919	7714010	7714916	7717962	7717963	7717964	7717965	7717966	7717000	7717950	7717971	7717972	7717974	7717975	7717976	7717977	KONI66002BW		A874WY1	AOW6WY2	R542/000136466	XGPCS20820DKM	XGPCS15DKM	A4EX011M	10,000,010
Konica Minolt	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minoita	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	1						
Bidding Company Name:	Product Description	MK-732 (mount kit for PI-502)	PI-502 Multi-Post Inserter	OT-507 Output Tray	OT-510 Open Stacker (3000 sheet	RU-518 RELAY UNIT	tion Unit for RU-518	MK-737 Mount Kit for 3rd Party Options	NCH G2 (Requires at least one	DIE Set) DIE . Coil. Rnd 43/44H	DIE, Wire 2:1, Rnd 32H	DIE, Wire 3:1, Rnd 21H	DIE, 3 Hole, 8mm	DIE, 3/5// Hole, 8mm	DIE, VeloBind, 11 Hole, Ltr DIE Combaind 19H	DIE. Wire 2:1. Sa	DIE, Wire 3:1, Sq	DIE, Coil, Oval 43/ 44H	DIE, 2/4 Hole, 8mm	DIE , Coil, Rnd, 44/47H HD	DIE, 3 Hole, 8mm, HD	DIE, CombBind, 19/21H HD		DIE, eWire, Kna DIE, eWire, Sa	eWire Spool, Element Size A, Black	eWire Spool, Element Size B, Black	eWire Spool, Element Size C, Black	Black	eWire Spool, Element Size E, Black	eWire Spool, Element Size A, White	eWire Spool, Element Size B, White eMire Spool Flement Size C White		eWire Spool, Element Size E, White	eWire Spool, Element Size A, Silver	eWire Spool, Element Size B, Silver	eWire Spool, Element Size C, Silver	eWire Spool, Element Size D, Silver	LR5402BW PATLITE STATUS LIGHT KIT	w/ADPTR	HD-523 HDD Inner Case	RH-101 Removable HDD Kit	AU-205H IC Card Keader	ESP Diagnostic Power Filter 208V/20A	ESP Diagnostic Power Filter 120V/15A	bizhub PRESS 1250P MICR (Conv Kit Read)	
Bidding	No. Product Category	505 BW MFD	506 BW MFD	507 BW MFD	508 BW MFD	509 BW MFD		511 BW MFD	512 BW MFD	513 BW MFD					518 BW MFD			522 BW MFD	523 BW MFD					529 BW MFD							536 BW MFD			540 BW MFD	541 BW MFD	_		545 BW MFD				548 BW MFD	549 BW MFD	550 BW MFD	551 BW MFD	

Wreawre         Wreawre         Fercenage           /A         per copy         \$0.01         \$7.4%           0GDWY1         each         \$10,579.00         30.0%           0GFWY1         each         \$10,579.00         30.0%           15AWY1         each         \$2,115.00         30.0%           4FCWY1         each         \$2,115.00         30.0%	N/A         measure         \$0.01           NV1         A0GDWV1         Per copy         \$10,579.00           FWV1         A0GFWV1         each         \$10,579.00	N/A         Weaking         \$0.01           N/A         Per copy         \$0.01           A0GDWY1         A0GDWY1         each         \$10,579.00
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	A4FCWY1 each	each
4F3WY5 each \$5,205.00	A4F3WY5 each	each
04HWY2 each \$1,113.00	A04HWY2 each	each
4F5WY1 each \$445.00	A4F5WY1 each A4F5WY1	each
4FAW12 each \$835.00	A4FAW12 each	each
660WY1 each \$19,058.00	A660WY1 each	each
1AHWY2 each \$890.00	A1AHWY2 each	each
2A2W12 each \$6,360.00	A2A2W12 each	each
2A3WY2 each \$11,660.00	A2A3WY2 each	each
0W5WY1 each \$1,410.00	ADW5WY1 each	each
0W6WY2 each \$3,487.00	A0W6WY2 each	each
ONI66002BW each \$385.00	KONI66002BW each	each
V20830L630GN each \$1,115.00	EV20830L630GN each S	/20830L630GN each
V520830L630G each \$1,375.00 S	20830L630GNS EVS20830L630G each NS	EVS20830L630G each NS
GPCS15DKM each \$275.00	CS15DKM XGPCS15DKM each	XGPCS15DKM each
640020840 each \$600.00 30.0%	7640020840 each \$600.00	each \$600.00
1720000 each \$22,838.00 30.0%	31720000 each \$22,838.00	each \$22,838.00
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each \$ each each each each each each \$2	C0830L630GNS         EVS20830L630G         each         \$           NS         NS         SC15DKM         each         \$           C515DKM         XGPC515DKM         each         \$         \$           0020840         7640020840         each         \$         \$           00000         31720000         each         \$         \$	EVS20830L630GNS         EVS20830L630G         each         \$           XGPCS15DKM         NS         NS         \$           XGPCS15DKM         XGPCS15DKM         each         \$           7640020840         7640020840         each         \$           31720000         31720000         each         \$
	WV12         A4FAW12           DWY1         A660WY1           HWY2         A1AHWY2           HWY2         A1AHWY2           WY12         A23WY2           WY2         A23WY2           WY1         A0W5WY1           WY2         A23WY2           WY2         A23WY2           WY2         A20W5W1           WY2         A0W5W71           SWY1         A0W5W71           MOV2         A0W6W72           S10630GNS         EV20830L630GN           S30L630GNS         S200630GN           S30L630GNS         S120000           MO         M0           M0	A4FAW12       A4FAW12         A660WY1       A660WY1         A1AHWY2       A1AHWY2         A1AHWY2       A1AHWY2         A2A2W12       A1AHWY2         A2A3WY2       A1AHWY2         A2A3WY2       A2A3WY2         A2A3WY2       A2A3WY2         A0W5WY1       A0W5WY1         A0W6WY2       A0W5WY1         A0W6WY2       A0W5WY1         A0W6WY2       A0W5WY1         A0W5WY1       A0W5WY1         A0W5W1       A0W5WY1         A
	+WY2         A04HWY2           5WY1         A4F5WY1           5WY1         A4F5WY1           7W12         A4F5WY1           7W12         A4F5WY1           7W12         A4F5WY1           7W12         A4F5WY1           7MY1         A660WY1           1WY2         A1AHWY2           2W12         A1AHWY2           7W12         A1AHWY2           7MY1         A60WY12           6WY2         A23WY2           6WY2         A23WY2           6WY2         A0W5WY1           7640020840         NS           7640020840         7640020840	A04HWY2         A04HWY2           A4F5WY1         A4F5WY1           A4F5WY1         A4F5WY1           A4F6W12         A4F5WY1           A4F6W12         A4F5WY1           A660WY1         A660WY1           A1AHWY2         A1AHWY2           A23WY2         A23WY2           A23WY2         A23WY2           A0W5WY1         A0W5WY1           A0W5WY1         A0W5WY2           A0W5WY1         A0W5WY2           A0W5WY1         A0W5WY2           A0W5WY1         A0W5WY2           A0W5WY1         A0W5WY2           A0W5WY2         A
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ing C	Bidding Company Name:	Konica Minolta Bus	ta Business Solutions U.S.A., Inc.	J.S.A., Inc.		Catalog Name:	Nonica	<b>Minolta Busin</b>	Konica Minolta Business Solutions U.S.A., Inc.	
	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
io ÷	OT-510 Open Stacker (3000 sheet stacking)	Konica Minolta	A93JWY2	A93JWY2	each	\$3,400.00	30.0%	\$2,380.00	Accessories for Accurio Press 6120	586
:1 5	PI-502 Multi-Post Inserter	Konica Minolta	A04HWY2	A04HWY2	each	\$1,113.00	30.0%	\$779.00	Accessories for Accurio Press 6120	587
	FD-503 Multi Folding Unit	Konica Minolta	A0H0W12	A0H0W12	each	\$18,921.00	30.0%	\$13,245.00	Accessories for Accurio Press 6120	588
LS	LS-506 Large Stacker Unit	Konica Minolta	A660WY1	A660WY1	each	\$19,058.00	30.0%	\$13,341.00	Accessories for Accurio Press 6120	589
SI R,	SD-506 Saddle Stitch Unit Required Monthly Maintenance is \$70 per month	Konica Minolta	A0H2WY2	A0H2WY2	each	\$27,825.00	30.0%	\$19,478.00	Accessories for Accurio Press 6120	590
SL IS	SD-513 Saddle Stitcher	Konica Minolta	A65UWY2	A65UWY2	each	\$16,215.00	30.0%	\$11,351.00	Accessories for Accurio Press 6120	591
Pé.	Required Monthly Maintenance is \$70 per month									
SL	SD-513/F Saddle Stitcher Front	Konica Minolta	A729WY1	A729WY1	each	\$16,192.00	30.0%	\$11,334.49	Accessories for Accurio Press 6120	592
5	CR-101 Creaser Unit	Konica Minolta	A65XWY1	A65XWY1	each	\$10,560.00	30.0%	\$7,392.00	Accessories for Accurio Press 6120	593
I F	FD-504 Square Folding Unit TH-503 Trimmor Hoit	Konica Minolta	T Y W Y CDA	LYWVCdA	each	\$11,000,000 \$15	30.U%	\$11 000 CT	Accessories for Accurio Press 6120	594 505
P R	PB-503 Perfect Binder Required Monthly Maintenance is \$60	Konica Minolta	A15XW12	A15XW12	each	\$44,838.00	30.0%	\$31,387.00	Accessories for Accurio Press 6120	596
ž L	per month IC-501 Additional Cart for I S-505	Konica Minolta	CV/MH010	010HW/V	aach		30.0%	¢623.00	Accessories for Accurio Press 6120	507
R	RU-518 RELAY UNIT W/BANNER OUTPUT		A9CEWY1	A9CEWY1	each	\$8,800.00		\$6,160.00		598
Ϊ	TRAY HM-103 Humidification Unit for RU-518	Konica Minolta	AQCFW/V1	AQCFW/1	pach	\$10 600 00	30.0%	\$7 420 00	Accessories for Accurio Press 6120	599
:   ů							/00.00		Accessorias for Accurio Prass 6120	
2   Ľ	Lilverope ruser Lr - 100 FS-532 100 Sheet Stanle Finisher	Konica Minolta	A4F3W/Y5	AJE 3WYS	each	55 705 00	30.0%	\$3,644.00	Accessories for Accurio Press 6120	601
ΞĽ	FS-532 100 finisher with PK and SD	Konica Minolta	A4F3W15	A4F3W15	each	\$8,018.00	30.0%	\$5,613.00	Accessories for Accurio Press 6120	602
SL	SD-510 Saddle Stitch Kit	Konica Minolta	A4F4WY1	A4F4WY1	each	\$1,977.00	30.0%	\$1,384.00	Accessories for Accurio Press 6120	603
Σ	MK-732 (mount kit for PI-502)	Konica Minolta	A4F5WY1	A4F5WY1	each	\$445.00 5925.00	30.0%	\$312.00 ¢F 8F 00	Accessories for Accurio Press 6120 Accessories for Accurio Press 6120	604 COL
	RI-510 Relay Linit	Konica Minolta	ATECW/V1	A4LAW12	each	222-00	30.0%	\$2,607,50	Accessories for Accurio Press 6120	506
	Plockmatic SD-350 Bookletmaker	Konica Minolta	10207000	10207000	each	\$21.500.00	30.0%	\$15.050.00	Accessories for Accurio Press 6120	607
. ж д	Required Monthly Maintenance is \$300 per month									5
Б	Plockmatic 50 Sheet Upgrade Kit	Konica Minolta	10200011	10200011	each	\$16,800.00	30.0%	\$11,760.00	Accessories for Accurio Press 6120	608
Ъ	Plockmatic Face Trimmer	Konica Minolta	10307000	10307000	each	\$13,600.00	30.0%	\$9,520.00	Accessories for Accurio Press 6120	609
Р	Plockmatic BookFold (Square Folder)	Konica Minolta	10507000	10507000	each	\$13,000.00	30.0%	\$9,100.00	Accessories for Accurio Press 6120	610
<u>d</u>	Plockmatic Cover Feeder	Konica Minolta	10407000	10407000	each	\$5,550.00	30.0%	\$3,885.00	Accessories for Accurio Press 6120	611
Ч Ж Ж	Plockmatic KcI (Incl Interface Module) Required Monthly Maintenance is \$245 per month	Konica Minolta	000/0771	12207000	each	\$43,000.00	30.0%	<b>5</b> 30,100.00		612
Ъ	Plockmatic High Capacity Belt Stacker	Konica Minolta	4704000	4704000	each	\$6,400.00	30.0%	\$4,480.00	Accessories for Accurio Press 6120	613
Р	Plockmatic Trim Waste Conveyer for RCT		12200018	12200018	each	\$5,600.00	30.0%	\$3,920.00	Accessories for Accurio Press 6120	614
Σ	MK-737 Mount Kit for 3rd Party Options	Konica Minolta	A6H9WY2	A6H9WY2	each	\$1,425.00	30.0%	\$997.50	Accessories for Accurio Press 6120	615
Di Di	GBC PUNCH G2 (Requires at least one Die Set)	Konica Minolta	7718800	7718800	each	\$19,981.00	30.0%	\$13,986.95	Accessories for Accurio Press 6120	616
ō	DIE , Coil, Rnd 43/44H	Konica Minolta	7714901	7714901	each	\$1,462.00	30.0%	\$1,023.12	Accessories for Accurio Press 6120	617
Ō	DIE, Wire 2:1, Rnd 32H	Konica Minolta	7714902	7714902	each	\$1,462.00	30.0%	\$1,023.12	Accessories for Accurio Press 6120	618
ō i	DIE, Wire 3:1, Rnd 21H	Konica Minolta	7714903	7714903	each	\$1,462.00	30.0%	\$1,023.12	Accessories for Accurio Press 6120	619
	DIE, 3 Hole, 8mm DIE, 3/5/7 Hole, 8mm	Konica Minolta Konica Minolta	7714905	7714904	each	\$1,388.00 \$1.388.00	30.0%	\$971.32 \$971.32	Accessories for Accurio Press 6120 Accessories for Accurio Press 6120	620 621
	DIE, VeloBind, 11 Hole, Ltr	Konica Minolta	7714909	7714909	each	\$1,462.00	30.0%	\$1,023.12	Accessories for Accurio Press 6120	622
Ē	DIE Combeind 101	Konica Minolta	7714911	7714911	hrea	\$1.277 DD	30.0%	¢003 £1	Accessories for Accurio Dress 6120	673

ng	Bidding Company Name:	Konica Minolta Bu	a Business Solutions U.S.A.,	.S.A., Inc.		Catalog Name:	Konica	<b>Minolta Busine</b>	Konica Minolta Business Solutions U.S.A., Inc.	
	<b>Product Description</b>	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
PFU	PFU Adjustment Kit FA-503	Konica Minolta	A9JYWY1	A9JYWY1	each	\$5,215.00	30.0%	\$3,651.00	Accessories for Accurio Press 6136/6136P	671
De	Dehumidifier Heater HT-506	Konica Minolta	A1RKWY3	A1RKWY3	each	\$2,956.00	30.0%	\$2,069.00	Accessories for Accurio Press 6136/6136P	672
$\Box$	IQ-501 Intelligent Quality Optimizer	Konica Minolta	A8FRWY1	A8FRWY1	each	\$18,000.00	30.0%	\$12,600.00	Accessories for Accurio Press 6136/6136P	673
$\geq$	Video Interface Kit VI-512 (Required w/ IQ-501)	Konica Minolta	AAANWY1	AAANWY1	each	\$1,200.00	30.0%	\$840.00	Accessories for Accurio Press 6136/6136P	674
st O	OT-510 Open Stacker (3000 sheet stacking)	Konica Minolta	A93JWY2	A93JWY2	each	\$3,400.00	30.0%	\$2,380.00	Accessories for Accurio Press 6136/6136P	675
Б	PI-502 Multi-Post Inserter	Konica Minolta	A04HWY2	A04HWY2	each	\$1,113.00	30.0%	\$779.00	Accessories for Accurio Press 6136/6136P	676
ш	FD-503 Multi Folding Unit	Konica Minolta	A0H0W12	A0H0W12	each	\$18,921.00	30.0%	\$13,245.00	Accessories for Accurio Press 6136/6136P	677
	LS-506 Large Stacker Unit	Konica Minolta	A660WY1	A660WY1	each	\$19,058.00	30.0%	\$13,341.00	Accessories for Accurio Press 6136/6136P	678
0, 11, 12	SD-506 Saddle Stitch Unit Required Monthly Maintenance is \$70 per month	Konica Minolta	A0H2WY2	A0H2WY2	each	\$27,825.00	30.0%	\$19,478.00	Accessories for Accurio Press 6136/6136P	679
	SD-513 Saddle Stitcher Required Monthly Maintenance is \$70 per month	Konica Minolta	A65UWY2	A65UWY2	each	\$16,215.00	30.0%	\$11,351.00	Accessories for Accurio Press 6136/6136P	680
	SD-513/F Saddle Stitcher Front	Konica Minolta	A729WY1	A729WY1	each	\$16,192.00	30.0%	\$11,334.49	Accessories for Accurio Press 6136/6136P	681
_	CR-101 Creaser Unit	Konica Minolta	A65XWY1	A65XWY1	each	\$10,560.00	30.0%	\$7,392.00	Accessories for Accurio Press 6136/6136P	682
	FD-504 Square Folding Unit	Konica Minolta	A65VWY1	A65VWY1	each	\$11,700.00	30.0%	\$8,190.00	Accessories for Accurio Press 6136/6136P	683
	TU-503 Trimmer Unit	Konica Minolta	A65WWY1	A65WWY1	each	\$15,840.00	30.0%	\$11,088.00	Accessories for Accurio Press 6136/6136P	684
	PB-503 Perfect Binder Required Monthly Maintenance is \$60 per month	Konica Minolta	A15XW12	A15XW12	each	\$44,838.00	30.0%	\$31,387.00	Accessories for Accurio Press 6136/6136P	685
	LC-501 Additional Cart for LS-505	Konica Minolta	A1AHWY2	A1AHWY2	each	\$890.00	30.0%	\$623.00	Accessories for Accurio Press 6136/6136P	686
	RU-518 RELAY UNIT w/BANNER OUTPUT TRAY	Konica Minolta	A9CEWY1	A9CEWY1	each	\$8,800.00	30.0%	\$6,160.00	Accessories for Accurio Press 6136/6136P	687
	HM-103 Humidification Unit for RU-518	Konica Minolta	A9CFWY1	A9CFWY1	each	\$10,600.00	30.0%	\$7,420.00	Accessories for Accurio Press 6136/6136P	688
_	Envelope Fuser EF-105	Konica Minolta	A9P9WY1	А9Р9WY1	each	\$3,446.00	30.0%	\$2,412.00	Accessories for Accurio Press 6136/6136P	689
	FS-532 100 Sheet Staple Finisher	Konica Minolta	A4F3WY5	A4F3WY5	each	\$5,205.00	30.0%	\$3,644.00	Accessories for Accurio Press 6136/6136P	069
_	FS-532 100 finisher with PK and SD	Konica Minolta	A4F3W15	A4F3W15	each	\$8,018.00	30.0%	\$5,613.00	Accessories for Accurio Press 6136/6136P	691
0)	SD-510 Saddle Stitch Kit	Konica Minolta	A4F4WY1	A4F4WY1	each	\$1,977.00	30.0%	\$1,384.00	Accessories for Accurio Press 6136/6136P	692
~	MK-732 (mount kit for PI-502)	Konica Minolta	A4F5WY1	A4F5WY1	each	\$445.00	30.0%	\$312.00	Accessories for Accurio Press 6136/6136P	693
	PK-522 Punch Kit	Konica Minolta	A4FAW12	A4FAW12	each	\$835.00	30.0%	\$585.00	Accessories for Accurio Press 6136/6136P	694
<u> </u>	RU-510 Relay Unit	Konica Minolta	A4FCWY1	A4FCWY1	each	\$3,725.00	30.0%	\$2,607.50	Accessories for Accurio Press 6136/6136P	695
0	GBC 3-Hole DuraGlide HD Die Set	Konica Minolta	7714357	7714357	each	\$2,124.00	30.0%	\$1,487.00	Accessories for Accurio Press 6136/6136P	969
0	GBC 44 Oval Hole Die for GP-501	Konica Minolta	7640017527	7640017527	each	\$2,015.00	16.0%	\$1,685.00	Accessories for Accurio Press 6136/6136P	697
	Plockmatic SD-350 Bookletmaker Required Monthly Maintenance is \$300 per month	Konica Minolta	10207000	10207000	each	\$21,500.00	30.0%	\$15,050.00	Accessories for Accurio Press 6136/6136P	698
<u> </u>	Plockmatic 50 Sheet Upgrade Kit	Konica Minolta	10200011	10200011	each	\$16,800.00	30.0%	\$11,760.00	Accessories for Accurio Press 6136/6136P	669

	No.	700	701	702	703	704	705	706	707	708	709	710	711	712	713	714	715	716	717	718	719	720	721	722	723	724	725	726	727	728	729	730	731
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press 6136/6136P	Accessories for Accurio Press			
Minolta Busin	Net Effective Bid Price	\$9,520.00	\$9,100.00	\$3,885.00	\$30,100.00	\$4,480.00	\$3,920.00	\$997.50	\$13,986.95	\$1,023.12	\$1,023.12	\$1,023.12	\$971.32	\$971.32	\$1,023.12	\$893.61	\$971.32	\$971.32	\$2,266.40	\$971.32	\$2,913.95	\$1,683.61	\$3,237.72	\$31,931.20	\$1,036.00	\$1,036.00	\$95.20	\$82.60	\$76.30	\$74.90	\$68.60	\$95.90	\$83.30
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$13,600.00	\$13,000.00	\$5,550.00	\$43,000.00	\$6,400.00	\$5,600.00	\$1,425.00	\$19,981.00	\$1,462.00	\$1,462.00	\$1,462.00	\$1,388.00	\$1,388.00	\$1,462.00	\$1,277.00	\$1,388.00	\$1,388.00	\$3,238.00	\$1,388.00	\$4,163.00	\$2,405.00	\$4,625.00	\$45,616.00	\$1,480.00	\$1,480.00	\$136.00	\$118.00	\$109.00	\$107.00	\$98.00	\$137.00	\$119.00
	Unit of Measure	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
S.A., Inc.	Vendor SKU	10307000	10507000	10407000	12207000	4704000	12200018	АбН9WY2	7718800	7714901	7714902	7714903	7714904	7714905	7714909	7714911	7714912	7714913	7714914	7714906	7714917	7714918	7714919	7723000	7714915	7714916	7717962	7717963	7717964	7717965	7717966	7717968	7717969
Konica Minolta Business Solutions U.S.A.,	Manufacturer SKU	10307000	10507000	10407000	12207000	4704000	12200018	A6H9WY2	7718800	7714901	7714902	7714903	7714904	7714905	7714909	7714911	7714912	7714913	7714914	7714906	7714917	7714918	7714919	7723000	7714915	7714916	7717962	7717963	7717964	7717965	7717966	7717968	7717969
Konica Minolto	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	Plockmatic Face Trimmer	Plockmatic BookFold (Square Folder)	Plockmatic Cover Feeder	Plockmatic RCT (Incl Interface Module) Required Monthly Maintenance is \$245 per month	Plockmatic High Capacity Belt Stacker	Plockmatic Trim Waste Conveyer for RCT Konica Minolta	MK-737 Mount Kit for 3rd Party Options	GBC PUNCH G2 (Requires at least one Die Set)	DIE , Coil, Rnd 43/44H	DIE, Wire 2:1, Rnd 32H	DIE, Wire 3:1, Rnd 21H	DIE, 3 Hole, 8mm	DIE, 3/5/7 Hole, 8mm	DIE, VeloBind, 11 Hole, Ltr	DIE, CombBind 19H	DIE, Wire 2:1, Sq	DIE, Wire 3:1, Sq	DIE, Coil, Oval 43/ 44H	DIE, 2/4 Hole, 8mm	DIE , Coil, Rnd, 44/47H HD	DIE, 3 Hole, 8mm, HD	DIE, CombBind, 19/21H HD	GBC WIRE BINDER G1	DIE, eWire, Rnd	DIE, eWire, Sq	eWire Spool, Element Size A, Black	eWire Spool, Element Size B, Black	eWire Spool, Element Size C, Black	eWire Spool, Element Size D, Black	eWire Spool, Element Size E, Black	eWire Spool, Element Size A, White	eWire Spool, Element Size B, White
Bidding	Product Category	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD	BW MFD
	No.	700 B	701 B	702 B	703 B	704 B	705 B	706 B	707 B	708 B	709 B	710 B	711 B	712 B	713 B	714 B	715 B	716 B	717 B	718 B	719 B	720 B	721 B	722 B	723 B	724 B	725 B	726 B	727 B	728 B	729 B	730 B	731 B

Part F- Form F.5-F.8 - Discount Schedules- Konica Minolta xls/F.6 Full Catalog Price Schedule

2/25/2021

	Biddine	Bidding Company Name:	Konica Minolta Bus	ta Business Solutions U.S.A.: Inc	S.A. Inc.		Catalog Name:	Konica	Minolta Busine	Konica Minolta Business Solutions (L.S.A., Inc.	
No.	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Messure	Catalog List Price	Bid Discount	Net Effective Bid Drice		No.
732	BW MFD	eWire Spool, Element Size C, White	Konica Minolta	7717970	7717970	each	\$110.00	30.0%	\$77.00	Accessories for Accurio Press 6136/6136P	732
733	BW MFD	eWire Spool, Element Size D, White	Konica Minolta	7717971	7717971	each	\$108.00	30.0%	\$75.60	Accessories for Accurio Press 6136/6136P	733
734	BW MFD	eWire Spool, Element Size E, White	Konica Minolta	7717972	7717972	each	00.66\$	30.0%	\$69.30	Accessories for Accurio Press 6136/6136P	734
735	BW MFD	eWire Spool, Element Size A, Silver	Konica Minolta	7717974	7717974	each	\$149.00	30.0%	\$104.30	Accessories for Accurio Press 6136/6136P	735
736	BW MFD	eWire Spool, Element Size B, Silver	Konica Minolta	7717975	7717975	each	\$129.00	30.0%	\$90.30	Accessories for Accurio Press 6136/6136P	736
737	BW MFD	eWire Spool, Element Size C, Silver	Konica Minolta	7717976	7717976	each	\$120.00	30.0%	\$84.00	Accessories for Accurio Press 6136/6136P	737
738	BW MFD	eWire Spool, Element Size D, Silver	Konica Minolta	7717977	7717977	each	\$117.00	30.0%	\$81.90	Accessories for Accurio Press 6136/6136P	738
739	BW MFD	eWire Spool, Element Size E, Silver	Konica Minolta	7717978	7717978	each	\$107.00	30.0%	\$74.90	Accessories for Accurio Press 6136/6136P	739
740	BW MFD	Hard Disk HD-523	Konica Minolta	A874WY2	A874WY2	each	\$1,540.00	30.0%	\$1,078.00	Accessories for Accurio Press 6136/6136P	740
741	BW MFD	Removable HDD RH-101	Konica Minolta	A0W6WY4	A0W6WY4	each	\$3,487.00	30.0%	\$2,441.00	Accessories for Accurio Press 6136/6136P	741
742	BW MFD	Upgrade Kit UK-217 (APPE Option)	Konica Minolta	AAAMWY1	AAAMWY1	each	\$512.00	30.0%	\$358.00	Accessories for Accurio Press 6136/6136P	742
743	BW MFD	MIC-4160 Fiery Image Controller for 6136 Series	Konica Minolta	45182398	45182398	each	\$12,000.00	30.0%	\$8,400.00	Accessories for Accurio Press 6136/6136P	743
744	BW MFD	Imageviewer for B&W	Konica Minolta	45111149	45111149	each	\$4,400.00	30.0%	\$3,080.00	Accessories for Accurio Press 6136/6136P	744
745	BW MFD	External HDD Kit for MIC-4160	Konica Minolta	45181781	45181781	each	\$2,500.00	30.0%	\$1,750.00	Accessories for Accurio Press 6136/6136P	745
746	BW MFD	FURNITURE for 6136 Series Fiery NX Station w 22in	Konica Minolta	45181852	45181852	each	\$2,400.00	30.0%	\$1,680.00	Accessories for Accurio Press 6136/6136P	746
747	BW MFD	LR5402BW PATLITE STATUS LIGHT KIT w/ADPTR	Konica Minolta	KONI66002BW	KONI66002BW	each	\$385.00	30.0%	\$269.50	Accessories for Accurio Press 6136/6136P	747
748	BW MFD	AU-205H IC Card Reader	Konica Minolta	R5427000136466	R542700013646 6	each	\$399.00	30.0%	\$279.00	Accessories for Accurio Press 6136/6136P	748
749	BW MFD	ESP POWER FILTER 240V/30A	NextGen PCS	EV20830L630GNS	EV20830L630GN S	each	\$1,115.00	30.0%	\$781.00	Accessories for Accurio Press 6136/6136P	749
750	BW MFD	ESP ENVISIONSENSE PMS 208V- 240V/30A	NextGen PCS	EVS20830L630GNS	EVS20830L630G NS	each	\$1,375.00	20.0%	\$1,100.00	Accessories for Accurio Press 6136/6136P	750
751	BW MFD	ESP Diagnostic Power Filter 120V/15A	NextGen PCS	XGPCS15DKM	XGPCS15DKM	each	\$275.00	30.0%	\$193.00	Accessories for Accurio Press 6136/6136P	751
752	BW MFD	Plockmatic Staple Cartridge (5K x 3)	Konica Minolta	760025	760025	each	\$118.00	22.0%	\$92.00	Consumables for AccurioPress 6136/6136P	752
753	BW MFD	bizhub PRESS 2250P Copier/Printer/Scanner	Konica Minolta	A4EX011X002	A4EX011X002	each	\$212,960.00	63.0%	\$77,120.90		753
754	BW MFD	bizhub PRESS 2250P Copier/Printer/Scanner Conversion Kit	Konica Minolta	A4EX011X001	A4EX011X001	each	\$139,980.00	57.0%	\$59,367.76		754
755	BW MFD	Service & Supplies Cost per Copy for bizhub PRESS 2250P (11" × 17" are 2 dicks on all models.)	Konica Minolta	N/A	N/A	per copy	\$0.01	70.0%	\$0.00		755
756	BW MFD	PP-701 Pre-Printed Paper Feed Enhance Kit (For PF-701 and PF-702)	Konica Minolta	A08RWY1	A08RWY1	each	\$1,336.00	30.0%	\$935.20	Accessories for bizhub PRESS 2250P	756
757		PF-706 Large capacity paper feed unit		A4EYWY1	A4EYWY1	each	\$6,455.00	30.0%	\$4,518.50	Accessories for bizhub PRESS 2250P	757
758	BW MFD	PF-703 Vacuum Paper Feed Unit / PI-PFU (5,000 sheets)	Konica Minolta	A0GDWY1	A0GDWY1	each	\$10,579.00	30.0%	Ş7,405.30	Accessories for biznub PKESS 2250P	758
759		FA-501 PI-PFU Connection Kit	Konica Minolta	A0GFWY1	A0GFWY1	each	\$5,215.00	30.0%	\$3,650.50	Accessories for bizhub PRESS 2250P	759
760		HT-505 Dehumidifier/Heater for PFU	Konica Minolta	A15AWY1	A15AWY1	each	\$2,115.00	30.0%	\$1,480.50	Accessories for bizhub PRESS 2250P	760
762	BW MFD BW MFD	FD-503 Multi Folding Unit LS-506 Large Stacker Unit	Konica Minolta Konica Minolta	A0H0W12 A660WY1	A0H0W12 A660WY1	each	\$18,921.00 \$19,058.00	30.0% 30.0%	\$13,244.70 \$13,340.60	Accessories for bizhub PRESS 2250P Accessories for bizhub PRESS 2250P	762
763		SD-506 Saddle Stitch Unit	Konica Minolta	A0H2WY2	A0H2WY2	each	\$27,825.00	30.0%	\$19,477.50	Accessories for bizhub PRESS 2250P	763
764		SD-513 Saddle Stitcher	Konica Minolta	A65UWY2	A65UWY2	each	\$16,215.00	30.0%	\$11,350.50	Accessories for bizhub PRESS 2250P	764
767	BW MFD	SD-513/F Saddle Stitcher Front	Konica Minolta	A729WY1	A/29WY1	each	\$16,192.00	30.0%	\$11,334.49	Accessories for piznup PRESS 2200P	765

	No.	766	767	768	769	770	771	772	773	774	775	776	TTT	778	779	780	707	70/	784	785	786	787	788	789	/90	191 707	76/	793	794	795	796	797	798	799	800	801	802	803	804	805
Konica Minolta Business Solutions U.S.A., Inc. scount Net Effective	Comments	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for biznub PKESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for highly DRESS 2250P	Accessories for highlight RESS 2250	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PKESS 2250P	Accessories for bizhub PKESS 2250P Accessories for hishub DEECS 2250D	Accessories for biging FRE33 2230F	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	Accessories for bizhub PRESS 2250P	
Minolta Busine Net Effective	<b>Bid Price</b>	\$7,392.00	\$8,190.00	\$11,088.00	\$12,762.40	\$1,038.80	\$1,038.80	\$1,038.80	\$1,038.80	\$20,300.00	\$420.00	\$420.00	\$420.00	\$420.00	\$1,038.80	\$1,038.80	\$1,038.80 \$31,386.60	00.000,15¢	\$4.452.00	\$8,162.00	\$3,643.50	\$584.50	\$2,607.50	\$1,486.80	\$2,985.50	\$1,685.45	00.786¢	\$2,440.90	\$279.30	\$780.50	\$741.30	\$192.50	\$1,100.00	\$3,640.00	\$3,640.00	\$1,676.50	\$11,616.50	\$17,500.00	\$3,779.30	\$2,553.78
Konica Bid Discount	Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	16.4%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	20.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	66.0%
	_	\$10,560.00	\$11,700.00	\$15,840.00	\$18,232.00	\$1,484.00	\$1,484.00	\$1,484.00	\$1,484.00	\$29,000.00	\$600.00	\$600.00	\$600.00	\$600.00	\$1,484.00	\$1,484.00	51,484.00	\$44,838.00	\$6.360.00	\$11,660.00	\$5,205.00	\$835.00	\$3,725.00	\$2,124.00	54,265.00	52,015.00	¢1,410.00	\$3,487.00	\$399.00	\$1,115.00	\$1,059.00	\$275.00	\$1,375.00	\$5,200.00	\$5,200.00	\$2,395.00	\$16,595.00	\$25,000.00	\$5,399.00	\$7,590.00
Unit of	Measure	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	eacn	each	each	each	each	each	each	each	each	each	each	each	each	each
S.A., Inc.	Vendor SKU	A65XWY1	A65VWY1	A65WWY1	A0N9W11	A0NAW11	A0NCW11	A0NDW11	A0NEW11	A4F6W11	A4F7WY1	A4F7WY2	A4F7WY3	A4F7WY4	AONFW11	AONGW11	AUNHW11		AZAZW12	A2A3WY2	A4F3WY2	A4FAW11	A4FCWY1	7714357	//14355	/64001/52/	IYWćWUA	AOW6WY2	R542700013646 6	EV20830L630GN each	XGPCSL630KM	XGPCS15DKM	EVS20830L630G NS	63800214A	63800212A	63800862A	63900267A	01001534A	7640018667	A798019
a Business Solutions U.S.A.,	cturer SKU			_	A0N9W11	A0NAW11	A0NCW11		JEW11		A4F7WY1	A4F7WY2	A4F7WY3	A4F7WY4	AONFW11	_			A2A2W12			A4FAW11					ΤλΜζΜΟΑ	A0W6WY2	R5427000136466	EV20830L630GNS	1	XGPCS15DKM	EVS20830L630GNS	63800214A	63800212A	63800862A	63900267A	01001534A	0018667	A798019
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	CR-101 Creaser Unit	FD-504 Square Folding Unit	TU-503 Trimmer Unit	GP-501 GBC Punch Unit (punch dies sold separately)	DS-501 3 Hole Punch Die	DS-502 19 Hole Cerlox Punch Die	DS-503 32 Hole Wirebind Punch Die	DS-504 21 Hole Wirebind Punch Die	GP-502 - Ring Binder	RB-101 Binding Element for GP-502 - BLACK (1,000 pcs)	RB-101 Binding Element for GP-502 - CLEAR (1,000 pcs)	RB-101 Binding Element for GP-502 - WHITE (1,000 pcs)	RB-101 Binding Element for GP-502 - NAVY (1,000 pcs)	DS-505 44 Hole Color Coil Punch Die	DS-506 11 Hole Velobind Punch Die	DS-507 32 Hole Proclick Punch Die	PB-503 Perfect Brider	LC-501 Additional Cartior L5-505 RU-509 Relav/Buffer Pass Unit	HM-102 Humidifier Kit	FS-532 100 Sheet Staple Finisher	PK-522 - punch kit	RU-510 Relay Unit	GBC 3-Hole DuraGlide HD Die Set	GBC 19-Hole DuraGlide HD Die Set	GBC 44 Oval Hole Die for GP-501	HU-511 Kemovable HUU Inner Case Kit for 12XX/105X	RH-101 Removable HDD Kit for 12XX/105X	AU-205H IC Card Reader	ESP POWER FILTER 240V/30A	ESP Diagnostic Power Filter 240V/30A	ESP Diagnostic Power Filter 120V/15A	ESP ENVISIONSENSE PMS 208V/30A	Action Pack Option for Creo IC-309 and IC-309m	Fast Pack Option for Creo IC-309 and IC- 309m	Preps Pack Option for Creo IC-309 and IC- 309m	Trans Pack Option for Creo IC-312 and IC- 312m	Creo IC-312m Controller for 2250P	ORU Replacement Starter Kit (1052/1250/1250P/2250P)	bizhub C227 4GB MEMORY COPIER/PRINTER
					769 BW MFD	770 BW MFD	771 BW MFD				775 BW MFD	776 BW MFD	777 BW MFD	778 BW MFD	779 BW MFD			782 BW MFD	784 BW MFD			787 BW MFD					192 BW WFD	793 BW MFD	794 BW MFD	795	796 BW MFD	797 BW MFD	798 BW MFD	799 BW MFD	800 BW MFD	801 BW MFD	802 BW MFD	803 BW MFD		805 Color MFD

	No.	806	807	808	608	810	811	812	813	814	815	816	817	818	819	820	821	822	823	824	825	826	827	828	829	830	831	832	833	834	835	836	837	838	839
Konica Minolta Business Solutions U.S.A., Inc.	Comments			Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizinub CZZ /
Minolta Busine	Net Effective Bid Price	\$0.01	\$0.05	\$65.80	\$685.30	\$639.10	\$833.70	\$981.40	\$148.40	\$60.20	\$350.00	\$1,087.10	\$53.20	\$1,151.50	\$2,166.50	\$147.00	\$410.20	\$410.20	\$749.00	\$33.60	\$18.90	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$156.10	\$86.10	\$88.20	\$140.00	\$195.30	\$ /8.40
Konica	Bid Discount Percentage	81.0%	79.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$0.04	\$0.24	\$94.00	\$979.00	\$913.00	\$1,191.00	\$1,402.00	\$212.00	\$86.00	\$500.00	\$1,553.00	\$76.00	\$1,645.00	\$3,095.00	\$210.00	\$586.00	\$586.00	\$1,070.00	\$48.00	\$27.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$223.00	\$123.00	\$126.00	\$200.00	52 /9.00	\$112.00
	Unit of Measure	per copy	per copy	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
J.S.A., Inc.	Vendor SKU	N/A	N/A	Α7ΥΡWΥ1	A7V7WY2	A860WY7	A860WY8	A860013	9015004571			A2YUWY2	A84FWY1	АЗЕРѠҮЗ	A3EPWYE	A84GWY1	A3EUW12	A3ETW11		4614506		A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	AOPD11K	7640006869	A4NRWY1				AUW4WY3
a Business Solutions U.S.A.,	Manufacturer SKU	N/A	N/A	A7YPWY1	A7V7WY2	A860WY7	A860WY8	A860013	9015004571	A8D9WY1	A2YVWY2	A2YUWY2	A84FWY1	A3EPWY3	A3EPWYE	A84GWY1	A3EUW12	A3ETW11	A879012	4614506	4614511	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	7640006869	A4NRWY1	A64TWY3	A88AWY2	A8/DWY2	AUW4WY3
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta			Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta			Konica Minolta			Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta				Konica Minolta
Bidding Company Name:	Product Description	B&W Service & Supplies Cost per Copy 1 for bizhub C227 (11" x 17" are 2 clicks on all models.)	es Cost per Copy 17" are 2 clicks on	OC-514 Original Cover	atic Document	PC-114 Paper Feed Cabinet (500-sheet In universal tray + storage)	net (2 x 500-	Cabinet (2,500 nlv)	nly)	ount Kit		FS-533 Finisher (50-sheet inner staple linisher)	MK-602 Mount Kit (Mount kit required for the FS-533)	(50-sheet floor staple	FS-534 with SD-511 Finisher (Floor finisher + Saddle Stitcher)	unit required	PK-519 Punch Kit (2/3 hole - for FS-533)	PK-520 2/3 Hole Punch Unit (FS-534)	- XI		0 2	e Kit (Encrypted F)	(it (Voice	i-Option Lincese Kit e PDF)	Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option License Kit (OCR Font)		ion License Kit (ThinPrint ort)	ard	KH-102 Keyboard Holder			<it< td=""><td>WI-506 Working Table</td></it<>	WI-506 Working Table
Biddin	Product Category	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	COLOR MHD
	No.	806		808 C	809 C	810 C	811 C	812 C	813 C	814 C		816 C	817 C	818 C	819 C	820 C	821 C		1	824 C		826 C	827 C	828 C	829 C	830 C	831 C		833 C	834 C	835 C				839 C

	No.	841	842	843	844	845	846	847	848	849	850	851	852	853	854	855	856	857	858	859	860	861	862	863	864	865 866	867	868	869	870		871	871 872
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227	Accessories for bizhub C227				Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287 Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287		Accessories for bizhub C287	Accessories for bizhub C287 Accessories for bizhub C287
Minolta Busines	Net Effective Bid Price	\$279.30	\$90.30	\$192.50	\$230.30	\$42.00	\$21.00	\$182.00	\$3,053.64	\$0.01	\$0.05	\$65.80	\$685.30	\$639.10	\$833.70	\$981.40	¢148.40	\$60.20	\$350.00	\$1,087.10	\$53.20	\$1,151.50	\$2,166.50	\$147.00	\$410.20	\$410.20 \$749.00	\$33.60	\$18.90	\$770.00	\$549.50		\$467.60	\$467.60 \$574.70
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	66.0%	80.0%	79.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0% 30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0% 30.0%
Catalog Name:	Catalog List Price	\$399.00	\$129.00	\$275.00	\$329.00	\$60.00	\$30.00	\$260.00	00.090,6\$	\$0.04	\$0.24	\$94.00	\$979.00	\$913.00	\$1,191.00	\$1,402.00	¢212 00	\$86.00	\$500.00	\$1,553.00	\$76.00	\$1,645.00	\$3,095.00	\$210.00	\$586.00	\$586.00 \$1,070.00	\$48.00	\$27.00	\$1,100.00	\$785.00		\$668.00	\$668.00 \$821.00
	Unit of Measure	each	each	each	each	each	each	each	each	per copy	per copy	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each each	each	each	each	each		each	each each
I.S.A., Inc.	Vendor SKU	R542700013646 6	7640013468	XGPCS15DKM	7640013463	A4NMWY1	A161192000	A87EWY3	A797019	N/A	N/A	<b>Α7ΥΡWΥ1</b>	A7V7WY2	A860WY7	A860WY8	A860013	9015004571	A8D9WY1	A2YVWY2	A2YUWY2	A84FWY1	A3EPWY3	A3EPWYE	A84GWY1	A3EUW12	A3ETW11 A879012	4614506	4614511	A0PD116	A0PD117	11111	AUPULLI	AUPD119
a Business Solutions U.S.A., Inc.	Manufacturer SKU	R5427000136466	7640013468	XGPCS15DKM	7640013463	A4NMWY1	A161192000	A87EWY3	A797019	N/A	N/A	АТҮРШҮ1	Α7V7WY2	A860WY7	A860WY8	A860013	9015004571	A8D9WY1	A2YVWY2	A2YUWY2	A84FWY1	A3EPWY3	A3EPWYE	A84GWY1	A3EUW12	A3ETW11 A879012	4614506	4614511	A0PD116	A0PD117			A0PD119
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minalta		Konica Minolta
Bidding Company Name:	Product Description	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	CS-1 Convenience Stapler	MK-735 Mount Kit(IC Card Internal Mount Kit)	Stylus Pen for INFO-Palette Series	UK-212 Upgrade Kit - Provides Wireless LAN	bizhub C287 4GB MEMORY	B&W Service & Supplies Cost per Copy for bizhub C287 (11" x 17" are 2 clicks on	en models.) Color Service & Supplies Cost per Copy for bizhub C287 (11" x 17" are 2 clicks on all models )	OC-514 Original Cover	DF-628 Reverse Automatic Document Feeder	PC-114 Paper Feed Cabinet (500-sheet	PC-214 Paper Feed Cabinet (2 x 500- sheet universal trav)	PC-414 Paper Feed Cabinet (2,500	sheets/Letter size only) DK-514 Desk (Storage only)	MK-603 Shift Tray Mount Kit	JS-506 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)	MK-602 Mount Kit (Mount kit required for the FS-533)	FS-534 Finisher (50-sheet floor staple finisher)	FS-534 with SD-511 Finisher (Floor finisher + Saddle Stitcher)	unit required	PK-519 Punch Kit (2/3 hole - for FS-533)	h Unit (FS-534) rts single line fax -	no mount kit needea) SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	e Kit (Encrypted F)	LK-104 v3 i-Option License Kit (Voice	Ududited LK-105 v.4 i-Ontion Lincese Kit		(Searchable PDF) (Searchable PDF) LK-106 I-OPTION Bar Code Font
Bidding	Product Category	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MED	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD		Color MFD
	No.	841 Cc	842 Cc			845 CC	846 Co		848 Cc	849 Cc	850 Cc	851 Cc	852 Cc	853 Cc	854 CC	855 Cc	856 Cr			859 Cc	860 Cc	861 Cc	862 CC	863 CC		865 CC 866 CC	867 Cc		869 Cc	870 Cc	871 Cc		872 Cc

	No.	875	876	877	878	6/0	881	882	883	884	885	886	887	888	889	890	891	892		893		894 805	CF8	968	897	898	668	006	901	902	903	904	905	906	907	908	606	910	911	912	913
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287 Accessories for hizhub C287	Acressories for highligh C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287	Accessories for bizhub C287						Accessories for bizhub C2501 Accessories for hizhub C250i		Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250	Accessories for biznub C2001	Accessories for bizhub C250i	Accessories for bizhub C2501	Accessories for biznub C2501	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i
Minolta Busine	Net Effective Bid Price	\$612.50	\$175.00	\$156.10	\$86.10	¢110.00	\$195.30	\$78.40	\$662.90	\$279.30	\$90.30	\$192.50	\$230.30	\$42.00	\$21.00	\$182.00	\$3,741.00	\$0.01		\$0.05		\$65.80	\$1,141./U	\$1,261.40	\$981.40	\$833.70	\$639.10	\$155.40	\$1,246.70	\$350.00	\$1,08/.10	\$1,155.00	\$2,166.50	\$147.00	\$410.20	\$410.20	\$749.00	\$747.60	\$33.60	\$18.90	\$84.00
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	%0.0c	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	66.0%	79.0%		79.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$875.00	\$250.00	\$223.00	\$123.00 \$175.00	00.9215	\$279.00 \$279.00	\$112.00	\$947.00	\$399.00	\$129.00	\$275.00	\$329.00	\$60.00	\$30.00	\$260.00	\$11,002.95	\$0.04		\$0.24		594.00	00.15011¢	\$1,802.00	\$1,402.00	\$1,191.00	\$913.00	\$222.00	\$1,781.00	\$500.00	\$1,53.00	\$1,650.00	53,095.00	\$210.00	\$586.00	\$586.00	\$1,070.00	\$1,068.00	\$48.00	\$27.00	\$120.00
	Unit of Measure	each	each	each	each	cacil	each	each	each	each	each	each	each	each	each	each	each	per copy		per copy	-	each	eacn	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
I.S.A., Inc.	Vendor SKU	A0PD11U	A0PD11K	7640006869	A4NRWY1		A87DWY2	A0W4WY3	A0X9WY1	R542700013646 6	7640013468	XGPCS15DKM	7640013463	A4NMWY1	A161192000	A87EWY3	AA2M011	N/A		N/A		A3PMWY1	ААҮНШҮТ	AAMNWY1	AAV5013	AAV5WY2	AAV5WY1	135700	A87VW12	A2YVWY2	AZYUWYZ	A87GWY3	A8/GWYE	A87JWY2	A3EUW12	A3ETW11	A883012	A884W11	4614506	4614511	A886WY1
a Business Solutions U.S.A., Inc	Manufacturer SKU	A0PD11U	A0PD11K	7640006869	A4NRWY1	C1 VV 140A	A87DWY2	A0W4WY3	A0X9WY1	R5427000136466	7640013468	XGPCS15DKM	7640013463	A4NMWY1	A161192000	A87EWY3	AA2M011	N/A		N/A		A3PMWY1	ТАМНАА	AAMNWY1	AAV5013	AAV5WY2	AAV5WY1	135700	A87VW12	A2YVWY2	AZYUWYZ	A87GWY3	A8/GWYE	A87JWY2	A3EUW12	A3ETW11	A883012	A884W11	4614506	4614511	A886WY1
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NUTILICA INTERIOLLA	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	-	Konica Minolta	Konica Minoita	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	External Keyboard	KH-102 Keyboard Holder		EK-609 Local Interface Kit	WT-506 Working Table	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	CS-1 Convenience Stapler	MK-735 Mount Kit (IC Card Internal Mount Kit)	Stylus Pen for INFO-Palette Series	UK-212 Upgrade Kit - Provides Wireless LAN	bizhub C250i Copier/Printer/Scanner	B&W Service & Supplies Cost per Copy for bizhub C250i (11" x 17" are 2 clicks	on all models.)	Color Service & Supplies Cost per Copy for bizhub C250i (11" x 17" are 2 clicks	on all models.)	OC-511 Original Cover	DF-632 REVERSE AUTUMATIC DOCUMENT FEEDER	DF-714 DUAL SCAN DOCUMENT FEEDER	PC-416 PAPER FEED CABINET	PC-216 PAPER FEED CABINET	PC-116 PAPER FEED CABINET	DK-516 ENHANCED COPY DESK (STORAGE ONLY)	LU-302 LARGE CAPACITY UNIT	JS-506 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)	FS-536 Finisher (50 Sheets)	FS-536SD Finisher	RU-513 Relay Unit (Relay unit required for the FS-536)	33)	PK-520 2/3 Hole Punch Unit (FS-534)	FK-514 Fax Kit (Supports 1st & 2nd fax line - no mount kit required)	FK-515 Fax Kit (Supports 3rd & 4th fax	SP-501 Fax Stamp Unit	Spare TX Marker Stamp 2	ount kit for FK-
Bidding	No. Product Category	875 Color MFD	876 Color MFD		878 Color MFD		881 Color MFD			884 Color MFD	885 Color MFD			888 Color MFD	889 Color MFD	890 Color MFD	891 Color MFD	892 Color MFD		893 Color MFD			U-INI COIOC MILL	896 Color MFD	897 Color MFD			900 Color MFD			COLOR MFD			906 Color MFD	907 Color MFD		909 Color MFD	910 Color MFD	911 Color MFD	912 Color MFD	913 Color MFD

	No.	914	915	916	917	918		026	176	922	923	924		925	926	927	928	929	930	931	600	556	030	935	936	720	938	939	940	941	942	943	944	945	946	947	948	949	950	951
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i Accessories for hizhub C250i	Accessories for highly C250i	Accessories for hizhub C250i		Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i		Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for hizhuh C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for hizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i	Accessories for bizhub C250i		
Minolta Busine	Bid Discount Net Effective Percentage Bid Price	\$2,910.60	\$207.20	\$696.50	\$696.50	\$943.60 ¢770.00	¢2100.00	00.001,2¢	00.000,26	\$3,710.00	\$770.00	\$549.50		\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$201.87	\$276.50	¢1EC 10	\$86.10	C 88 20	\$140.00	\$195.30	¢70 10	\$662.90	\$279.30	\$90.30	\$192.50	\$175.00	\$857.50	\$230.30	\$42.00	\$592.20	\$21.00	\$182.00	\$60.20	\$4,073.37	\$0.01
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	20.00 /00.0c	%0.0c	%n.nc	30.0%	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	/00 00	30.0%	30.0%	30.0%	30.0%	700.00	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	66.0%	78.0%
Catalog Name:	Catalog List Price	\$4,158.00	\$296.00	\$995.00	\$995.00	\$1,348.00	00.001,15	53 400 00	00.004,6¢	\$5,300.00	\$1,100.00	\$785.00		\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$288.38	\$395.00	62.23 00	\$123.00	¢126.00	\$200.00	\$279.00	¢113 00	\$947.00	\$399.00	\$129.00	\$275.00	\$250.00	\$1,225.00	\$329.00	\$60.00	\$846.00	\$30.00	\$260.00	\$86.00	\$11,980.50	\$0.04
	Unit of Measure	each	each	each	each	each	cach	each	במרו	each	each	each		each	each	each	each	each	each	each		each	each	each	each	arch	each	each	each	each	each	each	each	each	each	each	each	each	each	per copy
S.A., Inc.	Vendor SKU	ACDEWY1	ACDHWY1	45111142	45111094	45109642 45111125	4E111100		7646000006	45111156	A0PD116	A0PD117		A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	A0PDAA1	0202000022	A4NRWY7		#REF!	A87DWY2	2/11/11/00	LYW9X0A	R542700013646 6	7640013468	XGPCS15DKM	D5133NTKM	ACDKWY1	7640013463	A4NMWY1	A4MEWY2	A161192000	ACDMWY1	4623485	AA2K011	N/A
Konica Minolta Business Solutions U.S.A., Inc.	Manufacturer SKU	ACDEWY1	ACDHWY1	45111142	45111094	45109642 45111126	45111130 AF111130	200005452	7646000006	45111156	A0PD116	A0PD117		A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	A0PDAA1	0202000722	7040000005 A4NRWY2		A88AWY2	A87DWY2	CVM/MMUV	A0X9WY1	R5427000136466	7640013468	XGPCS15DKM	D5133NTKM	ACDKWY1	7640013463	A4NMWY1	A4MEWY2	A161192000	ACDMWY1	4623485	AA2K011	N/A
Konica Minolt	Manufacturer	Konica Minolta	Konica Minolta	EFI	EFI	EFI			ELI	EFI	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Vanica Minalta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minalta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	IC-420 IMAGE CONTROLLER	VI-516 VIDEO INTERFACE KIT	EFI Hot Folders & Virtual S/W License	EFI Auto Trap S/W License	ES-2000 Spectrophotometer	EEL FIORY JM ADDR 3/ W EICENSE	Eri Fiely IIIIpose-cuilipose 3/ W Licelise Eierv Color Profiler Suite V/ 4 0 with ES-	2000 Spectrophotometer	EFI Productivity Package S/W License	LK-102 v3 i-Option License Kit (Encrypted	LK-104 v3 i-Option License Kit (Voice	Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 I-OPTION Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	LK-116 i-Option eLicense Kit (Bitdefender		KH-102 Keyboard Holder		EK-608 LOCAL INTERFACE KIT USB W/O	EK-609 LOCAL INTERFACE KIT USB W/	BLUETOOTH W/T_506 W/orking Table	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	ESP POWER FILTER 120V/15A NETWORKED	SC-509 SECURITY KIT	CS-1 Convenience Stapler	MK-735 Mount Kit(IC Card Internal Mount Kit)	MK-730 Mount Kit (Banner paper guide)	Stylus Pen for INFO-Palette Series	UK-221 WIRELESS LAN KIT	Key Counter Mount Kit 1 for Hecon	bizhub C300i Copier/Printer/Scanner	B&W Service & Supplies Cost per Copy for bizhub C300i (11" x 17" are 2 clicks on all models.)
Bidding	Product Category	Color MFD	Color MFD	Color MFD		Color MFD				Color MFD	Color MFD	Color MFD		Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MED				Color MFD	Color MED			Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	_	_	Color MFD	Color MFD	Color MFD
	No.	914	915	916	917	918	CTC OCO	026	176	922	923	924		925	926	927	928	929	930	931	600	206	020	935	936	700	938	939	940	941	942	943	944	945	946	947	948	949	950	951

	No.	952	953	954	955	956	957	958 959	960		961	205	963	904 065		996	967	968	696	9/0	9/1 0-0	972	973	974	975	976	977	978	9/9	980	981	982	983	984	985	986	987	988		989	066
Konica Minolta Business Solutions U.S.A., Inc.	Comments		Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i Accessories for bizhub C300i	Accessories for bizhub C300i		Accessories for bizhub C300i Accessories for bizhub C300i		Accessories for bizhub C300i	Accessories for bizhub C300i		Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C3001 Accessories for bizhub C3001	Accessories for bizitud C3001	Accessories for biznup C3001	Accessories for bizhub C300i		Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i		Accessories for bizhub C300i	Accessories for bizhub C300i					
Minolta Busine:	Net Effective Bid Price	\$0.05	\$65.80	\$1,141.70	\$1,261.40	\$981.40	\$833.70	\$639.10 \$155.40	\$1,246.70		\$350.00 ¢1.007.10	NT./&U,1¢	\$1,155.00	24,100.50	00.1410	\$410.20	\$410.20	\$749.00	\$747.60	\$33.60	\$18.90	\$84.00	\$2,910.60	\$207.20	\$696.50	\$696.50	\$943.60	\$770.00	\$2,100.00	\$2,380.00	\$3,710.00	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50		\$175.00	\$276.50
Konica	Bid Discount Percentage	77.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0% 30.0%	30.0%		30.0%	%N.US	30.0%	30.0%	×0.00	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0%
Catalog Name:	Catalog List Price	\$0.22	\$94.00	\$1,631.00	\$1,802.00	\$1,402.00	\$1,191.00	\$913.00 \$222.00	\$1,781.00		\$500.00 ¢1 EE2 AD	UU-666(1 ¢	\$1,650.00	00.62,00	00.01.2¢	\$586.00	\$586.00	\$1,070.00	\$1,068.00	\$48.00	00./2\$	\$120.00	\$4,158.00	\$296.00	\$995.00	\$995.00	\$1,348.00	\$1,100.00	\$3,000.00	\$3,400.00	\$5,300.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00		\$250.00	\$395.00
	Unit of Measure	per copy	each	each	each	each	each	each each	each		each	eacn	each	each	במרוו	each	each	each	each	each	eacn	each	each	each	each	each	each	each	eacn	each	each	each	each	each	each	each	each	each		each	each
I.S.A., Inc.	Vendor SKU	N/A	A3PMWY1	ААҮНѠҮ1	AAMNWY1	AAV5013	AAV5WY2	AAV5WY1 135700	A87VW12			AZTUWIZ	A87GWY3	48/9WYE 4871/1/7	71 11100	A3EUW12	A3ETW11	A883012	A884W11	4614506	4614511	A886WY1	ACDEWY1	ACDHWY1	45111142	45111094	45109642	45111136	45111138	300005452	45111156	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U		A0PD11K	A0PDAA1
a Business Solutions U.S.A.,	Manufacturer SKU	N/A	A3PMWY1	ААҮНѠҮ1	AAMNWY1	AAV5013	AAV5WY2	AAV5WY1 135700	A87VW12		A2YVWY2	A210W12	A87GWY3	A8/5WYE A871/A/V2	71 11 11 10	A3EUW12	A3ETW11	A883012	A884W11	4614506	4614511	A886WY1	ACDEWY1	ACDHWY1	45111142	45111094	45109642	45111136	45111138	3000005452	45111156	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U		A0PD11K	A0PDAA1
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta		Konica Minolta		Konica Minolta	Konica Minolta Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	EFI	EFI	EFI	EH	EFI	EFI	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	es Cost per Copy < 17" are 2 clicks	OC-511 Original Cover	DF-632 REVERSE AUTOMATIC DOCUMENT FEEDER	DF-714 DUAL SCAN DOCUMENT FEEDER	PC-416 PAPER FEED CABINET		ED CABINET ED COPY DESK	(STORAGE ONLY) LU-302 Large Capacity Unit (3,000	sheets/Letter size only)		finisher)	) Sheets)	PS-5365U FINISher BLI-513 Relay Hnit (Relay unit required		PK-519 Punch Kit (2/3 hole - for FS-533)			d LINES)			Fax Mount Kit MK-742 (Mount kit for FK- 515 only)	AGE CONTROLLER		/W License					Fiery Color Profiler Suite V 4.0 with ES- 2000 Spectrophotometer		LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	i-Option Lincese Kit e PDF)	Bar Code Font	code	8 i-Option OCR Font	Kit (File	Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	LK-116 i-Option eLicense Kit (Bitdefender Konica Minolta Virus Scan)
Bidding	No. Product Category	952 Color MFD	953 Color MFD	954 Color MFD	955 Color MFD	956 Color MFD		958 Color MFD 959 Color MFD	960 Color MFD		961 Color MFD			964 COLOT MED		966 Color MFD						9/2 Color MFD	973 Color MFD		975 Color MFD	976 Color MFD				980 Color MFD	981 Color MFD	982 Color MFD	983 Color MFD	984 Color MFD	985 Color MFD	Color MFD	987 Color MFD			989 Color MFD	990 Color MFD

Part F- Form F.5-F.8 - Discount Schedules- Konica Minolta.xls/F.6 Full Catalog Price Schedule

2/25/2021

No.	0i 991	0i 992	0i 993	0i 994	0i <u>995</u>	0i 996		0i 998	0i <u>999</u>	0i 1000	1001 1001		0i 1003	1004 1004	0i 1005		0i 1006																							
Comments	Ĺ		Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i		Accessories for bizhub C300i		Accessories for bizhub C300i	Accessories for bizhub C300i		Accessories for bizhub C300i	Accessories for bizhub C300i	Accessories for bizhub C300i																									
t Net Effective Bid Price	\$156.10	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40	\$662.90	\$279.30	\$90.30	\$192.50	\$175.00	\$857.50	\$230.30	\$42.00	\$592.20	1-1-0-2	\$21.00	\$21.00 \$21.00 \$182.00	\$21.00 \$21.00 \$182.00 \$60.20	\$21.00 \$21.00 \$182.00 \$60.20 \$4,931.33	\$212.00 \$212.00 \$182.00 \$60.20 \$60.20 \$4,931.33 \$4,931.33 \$0.01	\$182.00 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.01	\$182.00 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.01 \$0.05	\$121.00 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.01 \$0.05 \$65.80 \$65.80	\$121.00 \$182.00 \$60.20 \$60.20 \$0.01 \$0.01 \$0.01 \$0.01 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.00 \$0.01 \$0.00 \$0.01 \$0.00 \$0.01 \$0.00\$\$00\$\$	\$122.00 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.01 \$0.05 \$0.05 \$1,141.70 \$1,261.40	\$121.00 \$182.00 \$60.20 \$4,931.33 \$4,931.33 \$0.01 \$0.05 \$0.05 \$0.05 \$1,141.70 \$1,261.40 \$981.40	\$121.00 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.05 \$0.05 \$0.05 \$1,141.70 \$1,141.70 \$1,261.40 \$1,261.40 \$1,261.40 \$333.70	\$122.100 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.05 \$0.05 \$0.05 \$1,141.70 \$1,261.40 \$1,261.40 \$333.70 \$639.10	\$121.00 \$121.00 \$60.20 \$4,931.33 \$0.01 \$0.05 \$0.05 \$0.05 \$1,141.70 \$1,141.70 \$1,141.70 \$1,261.40 \$1,261.40 \$833.70 \$833.70 \$639.10 \$5639.10	\$60.20 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.05 \$0.05 \$1,141.70 \$1,261.40 \$1,261.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40	\$1220 \$182.00 \$60.20 \$4,931.33 \$0.01 \$0.01 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$1,141.70 \$1,246.70 \$155.40 \$155.40 \$155.40 \$155.40 \$333.70 \$539.10 \$539.10 \$539.10 \$539.10 \$539.10 \$5350.00 \$5350.00	\$121.00 \$182.00 \$60.20 \$60.20 \$0.01 \$0.05 \$0.05 \$0.05 \$1.141.70 \$1,141.70 \$1,246.70\$}\$2,240\$	\$121.00 \$182.00 \$60.20 \$60.20 \$0.01 \$0.05 \$0.05 \$1.141.70 \$1,141.70 \$1,141.70 \$1,246.70 \$1,246.70 \$1,246.70 \$1,246.70 \$1,246.70 \$1,246.70 \$1,246.70 \$1,155.00	\$121.00 \$182.00 \$60.20 \$60.20 \$4,931.33 \$0.01 \$0.05 \$0.05 \$0.05 \$0.05 \$1,141.70 \$1,141.70 \$1,141.70 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.40 \$1,261.00\$100\$100\$100\$100\$100\$100\$100\$100\$100	\$121.00 \$182.00 \$60.20 \$60.20 \$0.01 \$0.01 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$1.141.70 \$1,141.70 \$1,246.70 \$155.40 \$1,253.00 \$1,535.00 \$1,253.00 \$1,535.00 \$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.0	\$121.00 \$182.00 \$60.20 \$60.20 \$0.01 \$0.01 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$0.05 \$1.141.70 \$1.141.70 \$1,246.70 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$155.40 \$1,246.70 \$1,247.70\$1,247.70\$1,247.70\$1,247.70\$1,247.70\$1,247.70\$1,247.70\$1,247.70\$1,247.7	<ul> <li>512.2.0</li> <li>512.2.0</li> <li>5182.00</li> <li>54,931.33</li> <li>56.20</li> <li>54,931.33</li> <li>50.05</li> <li>50.05</li> <li>50.05</li> <li>50.05</li> <li>51,141.70</li> <li>51,246.70</li> <li>51,500</li> <li>51,650</li> <li>51,600</li> <li>51,000</li> <li>51,000</li></ul>	<ul> <li>512.2.0</li> <li>522.2.0</li> <li>5182.00</li> <li>560.20</li> <li>54,931.33</li> <li>54,931.33</li> <li>50.05</li> <li>50.05</li> <li>50.05</li> <li>50.05</li> <li>50.05</li> <li>50.05</li> <li>51,141.70</li> <li>51,246.70</li> <li>51,240.20</li> <li>51,240.20</li> <li>51,240.20</li> </ul>	<ul> <li>\$3.2.1.00</li> <li>\$182.00</li> <li>\$60.20</li> <li>\$60.20</li> <li>\$4,931.33</li> <li>\$0.01</li> <li>\$4,931.33</li> <li>\$0.05</li> <li>\$4,031.33</li> <li>\$0.05</li> <li>\$1,141.70</li> <li>\$1,261.40</li> <li>\$1,2700</li> <li>\$1,261.40</li> <li>\$1,2700</li> <li>\$1,261.40</li> <li>\$1,2700</li> <li>\$1,2700</li></ul>
Bid Discount Percentage		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0%		30.0%	30.0%																										
Catalog List Price	\$223.00	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00	\$947.00	00.999.00	\$129.00	\$275.00	\$250.00	\$1,225.00	\$329.00	\$60.00		\$846.00	\$846.00 \$30.00	\$846.00 \$30.00 \$260.00	\$846.00 \$30.00 \$260.00 \$86.00	\$846.00 \$30.00 \$260.00 \$86.00 \$86.00 \$15,907.50	\$846.00 \$30.00 \$260.00 \$86.00 \$15,907.50 \$0.03	\$846.00 \$30.00 \$260.00 \$86.00 \$15,907.50 \$0.03	\$846.00 \$30.00 \$260.00 \$86.00 \$15,907.50 \$0.03 \$0.03	\$846.00 \$30.00 \$260.00 \$86.00 \$15,907.50 \$0.03 \$0.02 \$90.21	\$846.00 \$30.00 \$260.00 \$86.00 \$15,907.50 \$10.03 \$0.03 \$0.03 \$0.21	\$846.00 \$30.00 \$260.00 \$86.00 \$15,907.50 \$0.03 \$0.03 \$0.03 \$0.03 \$0.1631.00 \$1,631.00	\$846.00 \$30.00 \$36.00 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$1,631.00 \$1,631.00 \$1,632.00	\$846.00 \$30.00 \$260.00 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$1,631.00 \$1,631.00 \$1,631.00 \$1,402.00 \$1,191.00 \$1,191.00	\$846.00 \$30.00 \$260.00 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$1,531.00 \$1,631.00 \$1,802.00 \$1,191.00\$100\$100\$100\$100\$10	\$846.00 \$30.00 \$36.00 \$86.00 \$15,907.50 \$0.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,631.00 \$1,631.00 \$1,402.00 \$1,191.00\$100\$100\$100\$100\$100\$100\$100\$100\$100	\$846.00 \$360.00 \$360.00 \$46.00 \$15,907.50 \$0.03\$	\$846.00 \$36.00 \$36.00 \$15,907.50 \$15,907.50 \$10.03 \$0.03 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,781.00 \$222.00 \$1,781.00 \$220.00 \$220.00	\$846.00 \$30.00 \$30.00 \$15,907.50 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,530.00 \$1,781.00 \$1,781.00 \$1,781.00 \$1,533.00\$\$1,533.00	\$846.00 \$36.00 \$36.00 \$15,907.50 \$15,907.50 \$15,907.50 \$10.03 \$0.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,631.00 \$1,781.00\$100\$100\$100\$100\$100\$100\$100\$100\$100	\$846.00 \$30.00 \$36.00 \$15,97.50 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,631.00 \$1,191.00 \$1,191.00 \$1,191.00 \$1,781.00 \$1,781.00 \$1,781.00 \$1,781.00 \$1,553.00\$0\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.	\$846.00 \$30.00 \$30.00 \$15,907.50 \$15,907.50 \$10.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,513.00 \$1,513.00 \$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.	\$846.00 \$36.00 \$36.00 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$1,511.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,631.00 \$1,553.00 \$1,553.00 \$1,553.00 \$1,553.00 \$1,553.00 \$1,553.00 \$1,553.00 \$1,553.00 \$1,558.00 \$1,558.00 \$2,200.00 \$1,558.00 \$1,558.00 \$2,568.00 \$3,568.000\$\$3,568.000\$\$3,	\$846.00 \$30.00 \$30.00 \$260.00 \$15,907.50 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,631.00 \$1,631.00 \$1,533.00 \$1,781.00 \$1,533.00 \$1,533.00 \$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$1,553.00\$\$	\$846.00 \$30.00 \$36.00 \$15,907.50 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$0.03 \$1,630.00 \$1,781.00 \$1,781.00 \$1,781.00 \$1,553.00\$\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$1,553.00\$	\$846.00 \$30.00 \$36.00 \$15,907.50 \$15,907.50 \$15,907.50 \$15,907.50 \$10.03 \$0.03 \$0.03 \$0.03 \$0.03 \$1,631.00 \$1,402.00 \$1,402.00 \$1,631.00 \$1,781.00 \$1,533.00 \$1,533.00 \$1,553.00 \$1,553.00 \$1,5586.00 \$2286.00 \$28
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Manufacturer SKU	7640006869	A4NRWY2	ACCJWY1	A88AWY2	A87DWY2	A0W4WY3	A0X9WY1	R5427000136466	7640013468	XGPCS15DKM	D5133NTKM	ACDKWY1	7640013463	A4NMWY1		A4MEWY2	A4MEWY2 A161192000	A4MEWY2 A161192000 ACDMWY1	A4MEWY2 A161192000 ACDMWY1 4623485	A4MEWY2 A161192000 ACDMWY1 4623485 AA2J011	A4MEWY2 A161192000 ACDMWY1 4623485 AA21011 N/A	A4MEWY2 A161192000 ACDMWY1 4623485 AA2J0111 N/A N/A	A4MEWY2 A161192000 ACDMWY1 4623485 AA21011 N/A N/A N/A	A4MEWY2 A161192000 ACDMWY1 4623485 4623485 AA21011 N/A N/A N/A A3PMWY1 A3PMWY1	A4MEWY2 A161192000 ACDMWY1 4623485 4623485 A623011 N/A N/A N/A A3PMWY1 A3PMWY1 AAYHWY1	A4MEWY2 A161192000 ACDMWY1 4623485 A421011 N/A N/A N/A A3PMWY1 A3PMWY1 AAMNWY1 AAMNWY1 AAMNWY1	A4MEWY2 A161192000 ACDMWY1 4623485 A62J011 A22J011 N/A N/A A22J011 N/A A3PMWY1 A3PMWWY1 A3PMWY1 A3PMWWWY1 A3PMWWY1 A3PMWWWY1 A3PMWWY1 A3PMWWWY1 A3PMWWWY1 A3PMWWWY1 A3PMWWWY1 A3PWWY1 A3PWWY1 A3PWWWY1 A3PWWWY1 A3PWWWY1 A3PWWY1 A3PWWWY1 A3PWWWY1 A3PWWY1 A3PWWY	A4MEWY2 A161192000 ACDMWY1 4623485 A221011 N/A N/A A221011 N/A A221011 AANWY1 AANWY1 AANWY1 AAVS013 AAVSWY2	A4MEWY2 A161192000 ACDMWY1 4623485 A621011 N/A N/A N/A N/A AA21011 N/A AA2011 AAVIWY1 AAVIWY1 AAVS0V13 AAV5WY2 AAV5WY2	A4MEWY2 A161192000 ACDMWY1 4623485 4623485 AA2J0111 N/A N/A AA2J011 AA25011 AAVSWY1 AAVSWY2 AAVSWY2 AAVSWY2 AAVSWY2 AAVSWY2 AAVSWY2 AAVSWY2	A4MEWY2 A161192000 ACDMWY1 4623485 4623485 AA2J011 N/A N/A AA2J011 N/A AA25013 AAYHWY1 AAY5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX50 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 AAX5013 A	A4MEWY2 A161192000 ACDMWY1 4623485 A221011 N/A N/A A27/WY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 135700 135700 A877W12 A277WY2 A277W	A4MEWY2 A161192000 ACDMWY1 4623485 A22J011 N/A N/A A22J011 A2700 A270 A27	A4MEWY2 A161192000 ACDMWY1 4623485 A2J011 N/A N/A A220013 AAMNWY1 AAMNWY1 AAMNWY1 AAMNWY1 AAMNWY1 32700 135700 135700 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2	A4MEWY2 A161192000 ACDMWY1 4623485 A2J0111 N/A N/A A2J0111 N/A AA2J011 AA2011 AA2011 AAVWY1 AAVWY1 AAVS013 AAV5070 135700 A2VWY2 A2VY2	A4MEWY2 A161192000 ACDMWY1 4623485 AA2J0111 N/A N/A AA21011 AAMWY1 AAMWY1 AAMWY1 AAMWY1 AAMWY1 AAWV12 AAV5013	A4MEWY2 A161192000 ACDMWY1 4623485 A22J011 N/A N/A A3PMWY1 A3PMWY1 AAYHWY1 AAYHWY1 AAYSWY2 AAV5013 AAV5013 AAV5WY2 AAV5WY2 AAV5WY2 AAV5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AAY5WY2 AB7GWY2 AB7	A4MEWY2 A161192000 ACDMWY1 4623485 A22J011 N/A A22J011 N/A A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3EUW12 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A3EUW12 A3E	A4MEWY2 A161192000 ACDMWY1 4623485 A22J011 N/A A22J011 N/A A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY2 A3PUWY2 A3P	A4MEWY2 A161192000 ACDMWY1 4623485 A2J011 N/A A2J011 N/A A2YUWY1 AAMNWY1 AAMNWY1 AAMNWY1 AAMNWY1 AAMNWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 A3PMWY1 135700 135700 A3VW12 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A2YUWY2 A3EUW12 A3EUM12 A3EUM12 A3EUW12 A3EUM12
Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	NextGen PCS	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta																								
Product Description	External Keyboard	KH-102 KEYBOARD HOLDER	KP-102 KEYPAD	EK-608 LOCAL INTERFACE KIT USB W/O BLUETOOTH	EK-609 LOCAL INTERFACE KIT USB W/ BLUETOOTH	WT-506 Working Table	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	ESP POWER FILTER 120V/15A NETWORKED	SC-509 SECURITY KIT	CS-1 Convenience Stapler	MK-735 Mount Kit (IC Card Internal	INIOUTIL NIL	MK-730 Mount Kit (Banner paper guide)	MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series	Mount Kity MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT	Mount Kit) Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Convertional Counter	Mount Kit) Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C3601 Copier/Printer/Scanner	MM-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks	Mount Kit) MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks for bizhub C360i (11" x 17" are 2 clicks for Service & Supplies Cost per Copy Color Service & Supplies Cost per Copy	Mount Kity MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.)	MMC-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) OC-511 Original Cover	Mount Kity Mount Kity Stylus Pen for INFO-Palette Series Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) OC-511 Original Cover DF-632 REVERSE AUTOMATIC DOCUMENT FEEDER	Mount ktr) MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) DC-511 Original Cover DF-323 REVERSE AUTOMATIC DF-714 DUAL SCAN DOCUMENT FEEDER	Micronin nrij Micro Micro Micro Micro Micro Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner bizhub C360i Copier/Printer/Scanner bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) OC-511 Original Cover DF-632 REVRESE AUTOMATIC DF-632 REVRESE AUTOMATIC DF-714 DUAL SCAN DOCUMENT FEEDER PC-416 PAPER FEED CABINET	Munt Kity MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) DC-511 Original Cover DF-632 REVERSE AUTOMATIC DF-714 DUAL SCAN DOCUMENT FEEDER DF-714 DUAL SCAN DOCUMENT FEEDER PC-416 PAPER FEED CABINET	Mic-730 Mount Kit (Banner paper guide) Skylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) DC-511 Original Cover DF-632 REVERSE AUTOMATIC DF-632 REVERSE AUTOMATIC DF-714 DUAL SCAN DOCUMENT FEEDER PC-416 PAPER FEED CABINET PC-216 PAPER FEED CABINET PC-116 PAPER FEED CABINET	MMC-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAP Allette Series UK-221 WIRELESS LAP Allette Series UK-221 WIRELESS LAP Allette Series (Danner Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) OC-511 Original Cover DF-632 REVERSE AUTOMATIC DC-511 Original Cover DC-511 Original Cover DC-516 PAPER FEED CABINET PC-216 PAPER FEED CABINET PC-216 FAPER FEED CABINET DK-5116 ENHANCED COPY DESK (STORAGE ONLY)	Mcunt Krty Mcunt Krty Stylus Pen for INRO-Dalette Series UK-221 WIRELESS LAN KIT Key Counter Mount Krt 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Clor Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) OC-511 Original Cover DF-632 REVERSE AUTOMATIC DC-511 Original Cover DF-632 REVERSE AUTOMATIC DC-00CUMENT FEEDER DC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET DC-116 PAPER	Mount Kity MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT key Counter Mount Kit 1 for Hecon Conventional Counter bizhub C360i copier/Printer/Scanner Bizw Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & AUTOMATIC DF-312 Original Cover DC-714 DUAL SCAN DOCUMENT FEEDER DC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET PC-116 PAPER FEED CABINET DC-312 arge CABINET	Mount ktr) MK-730 Mount Kit (Banner paper guide) Stylus Pen for INFO-Palette Series UK-221 WIRELESS LAN KIT Key Courter Mount Kit 1 for Hecon Conventional Counter bizhub C360i Copier/Printer/Scanner B&W Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) Color Service & Supplies Cost per Copy for bizhub C360i (11" x 17" are 2 clicks on all models.) 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Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>OC-511 Original Cover</li> <li>DF-714 DUAL SCAN DOCUMENT FEEDER</li> <li>PF-714 DUAL SCAN DOCUMENT FEEDER</li> <li>PC-416 PAPER FEED CABINET</li> <li>PC-216 PAPER FEED CABINET</li> <li>PC-216 FAPER FEED CABINET</li> <li>PC-216 DAPER FEED CABINET</li> <li>PC-312 Large CABINET</li> <li>PC-312 Large CABINET</li> <li>PC-313 Finisher (50-sheet inner staple</li> <li>finisher)</li> <li>IS-506 Job Separator</li> <li>FS-533 Finisher (50-sheet inner staple</li> <li>finisher)</li> <li>FS-5365 Finisher (50-sheet inner staple</li> <li>for the FS-534)</li> <li>PK-510 Punch Unit (FS-534)</li> <li>PK-520 2/3 Hole Punch Unit (FS-534)</li> </ul>	<ul> <li>Micurn Kitj</li> <li>Micurn Kitj</li> <li>Micurs Kitj</li> <li>Micurs Kit (Banner paper guide)</li> <li>Stylus Pen för INFO-Palette Series</li> <li>UK-221 WIRELESS LAN KIT</li> <li>Key Courter Mount Kit 1 for Hecon</li> <li>Conventional Counter</li> <li>Dizhub C360i copier/Printer/Scanner</li> <li>Baw Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>OC-511 Original Cover</li> <li>DF-632 REVERSE AUTOMATIC</li> <li>DC-00CUMENT FEEDER</li> <li>PF-714 DUAL SCAN DOCUMENT FEEDER</li> <li>PF-715 PC-116 PAFER FEED CABINET</li> <li>PF-716 DU-302 Large Capacity Unit (3,000</li> <li>sheets/Letter sto only)</li> <li>JS-506 Jub Separator</li> <li>FS-533 Finisher (50-sheet inner staple</li> <li>finisher)</li> <li>FS-5365 Finisher</li> <li>FS-5365 Finisher</li> <li>FS-5365 Finisher</li> <li>FS-533 Finisher (50-sheet inner staple</li> <li>finisher)</li> <li>FS-5365 Finisher</li> <li>FS-53650 Finisher</li> <li>FS-53650 Finisher</li> <li>FS-53650 Finisher</li> <li>FS-53650 Finisher</li> <li>FS-53650 Finisher</li> <li>FS-53650 Finisher<td><ul> <li>Mount Kitj</li> <li>Mount Kit (Banner paper guide)</li> <li>Skylus Pen for INFO-Palette Series</li> <li>UK-221 WIRELESS LAN KIT</li> <li>Key Courter Mount Kit 1 for Hecon</li> <li>Conventional Counter</li> <li>bizhub C360i copier/Printer/Scanner</li> <li>BazW Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>OC-511 Original Cover</li> <li>DF-632 REVRES AUTOMATIC</li> <li>DF-532 REVRES AUTOMATIC</li> <li>DF-533 FINISHER FEED CABINET</li> <li>PC-316 DAPER FEED CABINET</li> <li>PC-316 COPY DESK</li> <li>(STORAGE ONLY)</li> <li>SF-506 Jub Separator</li> <li>FS-5365 Finisher (50-Sheet inner staple</li> <li>finisher)</li> <li>FS-53650 Finisher</li> <li>FS-534 (11 (187/2nd LINES))</li> <li>FS-514 FAX KIT (157/2nd LINES)</li> </ul></td></li></ul>	<ul> <li>Mount Kitj</li> <li>Mount Kit (Banner paper guide)</li> <li>Skylus Pen for INFO-Palette Series</li> <li>UK-221 WIRELESS LAN KIT</li> <li>Key Courter Mount Kit 1 for Hecon</li> <li>Conventional Counter</li> <li>bizhub C360i copier/Printer/Scanner</li> <li>BazW Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service &amp; Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>Color Service Supplies Cost per Copy</li> <li>for bizhub C360i (11" x 17" are 2 clicks</li> <li>on all models.)</li> <li>OC-511 Original Cover</li> <li>DF-632 REVRES AUTOMATIC</li> <li>DF-532 REVRES AUTOMATIC</li> <li>DF-533 FINISHER FEED CABINET</li> <li>PC-316 DAPER FEED CABINET</li> <li>PC-316 COPY DESK</li> <li>(STORAGE ONLY)</li> <li>SF-506 Jub Separator</li> <li>FS-5365 Finisher (50-Sheet inner staple</li> <li>finisher)</li> <li>FS-53650 Finisher</li> <li>FS-534 (11 (187/2nd LINES))</li> <li>FS-514 FAX KIT (157/2nd LINES)</li> </ul>
Product Category Product	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	flor MFD		Color MFD	Color MFD Color MFD	Color MFD Color MFD Color MFD	lor MFD lor MFD lor MFD	lor MFD lor MFD lor MFD lor MFD lor MFD	Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD	lor MFD lor MFD lor MFD lor MFD of MFD blor MFD	Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD	lor MFD lor MFD lor MFD lor MFD lor MFD lor MFD lor MFD	Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD	Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD Color MFD	lor MFD lor MFD lor MFD lor MFD lor MFD lor MFD lor MFD lor MFD	Color MFD Color MFD	Color MFD Color MFD	Color MFD Color	Color MFD Color	lor MFD lor MFD	Color MFD Color	Color MFD Color	Color MFD Color	Color MFD Color	lor MFD lor MF	Color MFD Color COLOR COLOR COLOR COLOR COLOR COLOR COLO	Color MFD Color	Color MFD Color
No.	991 Col	992 Col	993 Col	994 Col	995 Col	996 Col	997 Col	998 Col	100 666	1000 Col	1001 Col		1003 Col	1004 Color MFD	1005 Col			1006 Col 1007 Col	1006 Col 1007 Col 1008 Col	1006 Col 1007 Col 1008 Col 1009 Col	1006 Col 1007 Col 1008 Col 1009 Col 1010 Col	1006 Col 1007 Col 1008 Col 1009 Col 1010 Col 1010 Col	1006 Col 1007 Col 1008 Col 1009 Col 1010 Col 1011 Col	1006 Col 1007 Col 1008 Col 1009 Col 10110 Col 1011 Col 1012 Co	1006         Col           1007         Col           1008         Col           1010         Col           1011         Col           10111         Col           10113         Col	1006         Col           1007         Col           1008         Col           1010         Col           1011         Col           10112         Col           10113         Col           10114         Col           10113         Col           10114         Col           10113         Col           10114         Col	1006         Col           1007         Col           1008         Col           1010         Col           1011         Col           10112         Col           10113         Col           10114         Col           10115         Col           10114         Col           10115         Col           10115         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1011         Col           1011         Col           1011         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1015         Col           1015         Col           1017         Col           1015         Col           1017         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col	1006         Col           1007         Col           1008         Col           1009         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1012         Col           1013         Col           1014         Col           1015         Col           1012         Col           1013         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1014         Col           1015         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1012         Col           1013         Col           1014         Col           1015         Col           1016         Col           1017         Col           1018         Col           1019         Col           1019         Col           1012         Col           1013         Col           1014         Col           1015         Col	1006         Col           1007         Col           1009         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1016         Col           1017         Col           1018         Col           1019         Col           1011         Col           1012         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1016         Col           1017         Col           1018         Col           1019         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1012         Col           1022         Col           1022         Col	1006         Color MFD           1007         Color MFD           1008         Color MFD           1010         Color MFD           1010         Color MFD           1011         Color MFD           1012         Color MFD           1013         Color MFD           1014         Color MFD           1015         Color MFD           1016         Color MFD           1017         Color MFD           1018         Color MFD           1019         Color MFD           1010         Color MFD           1011         Color MFD           1012         Color MFD           1013         Color MFD           1014         Color MFD           1015         Color MFD           1012         Color MFD           1022         Color MFD           1022         Color MFD           1022         Color MFD           1022         Color MFD	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1012         Col           1012         Col           1012         Col           1012         Col           1023         Col           1023         Col           1024         Col           1022         Col           1023         Col           1023         Col           1023         Col           1023         Col           1023         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1017         Col           1017         Col           1017         Col           1017         Col           1017         Col           1017         Col           1012         Col           1012         Col           1022         Col           1022         Col           1022         Col           1023         Col           1024         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1017         Col           1012         Col           1022         Col           1022         Col           1022         Col           1022         Col           1023         Col           1024         Col           1025         Col           1026         Col	1006         Col           1007         Col           1008         Col           1010         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1012         Col           1012         Col           1023         Col           1024         Col           1025         Col           1026         Col           1027         Col           1027         Col	1006         Col           1007         Col           1008         Col           1009         Col           1010         Col           1010         Col           1011         Col           1011         Col           1011         Col           1011         Col           1011         Col           1011         Col           1012         Col           1013         Col           1014         Col           1015         Col           1016         Col           1017         Col           1018         Col           1019         Col           1019         Col           1011         Col           1012         Col           1012         Col           1022         Col           1024         Col           1025         Col           1026         Col           1027         Col           1028         Col

	No.	1031	1032	1033	1034	1035	DCOT	1038 1038	1039		1040	1041	1042	1043	1044	1045	1046	1047	1048	1049	1050	1051	1052	1053	1054	1055	1056	1057	1058	1059	.1090	1061	1062	1063	1064	1065	1066	1067	1068	1069	
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i Accessories for hizhub C360i	Accessories for highly C360i	Accessories for bizhub C360i	Accessories for bizhub C360i		Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C3601		Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i	Accessories for bizhub C360i			
Minolta Busine.	Net Effective Bid Price	\$84.00	\$2,910.60	\$207.20	\$696.50	\$696.50	00 01 CT	\$2 100 00	\$2,380.00		\$3,710.00	\$770.00	\$549.50	\$467.60	\$574.70	\$483.00	\$133.70	\$612.50	\$175.00	\$276.50	\$156.10	\$86.10	\$88.20	\$140.00	\$195.30	\$78.40	\$662.90	\$2 <i>7</i> 9.30	\$90.30	\$192.50	00.c/1¢	\$857.50	\$230.30	\$42.00	\$592.20	\$21.00	\$182.00	\$60.20	\$8,456.00	\$0.01	
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	30.0%	%0.0C	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	69.0%	73.0%	
Catalog Name:	Catalog List Price	\$120.00	\$4,158.00	\$296.00	\$995.00	\$995.00	01,040,00	00.001 \$3 000 00	\$3,400.00		\$5,300.00	\$1,100.00	\$785.00	\$668.00	\$821.00	\$690.00	\$191.00	\$875.00	\$250.00	\$395.00	\$223.00	\$123.00	\$126.00	\$200.00	\$279.00	\$112.00	\$947.00	\$399.00	\$129.00	\$275.00	00.062¢	\$1,225.00	\$329.00	\$60.00	\$846.00	\$30.00	\$260.00	\$86.00	\$27,016.00	\$0.03	
	Unit of Measure	each	each	each	each	each	cault	each	each		each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	eacn	each	each	each	each	each	each	each	each	per copy	
S.A., Inc.	Vendor SKU	A886WY1	ACDEWY1	ACDHWY1	45111142	45111094	710201040	45111130 45111138	3000005452		45111156	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	AOPD11K	A0PDAA1	7640006869	A4NRWY2	ACCJWY1	A88AWY2	A87DWY2	A0W4WY3	A0X9WY1	R542700013646 6	7640013468	XGPCS15DKM	MAINEETCU	ACDKWY1	7640013463	A4NMWY1	A4MEWY2	A161192000	ACDMWY1	4623485	AA7R011	N/A	
a Business Solutions U.S.A., Inc	Manufacturer SKU	A886WY1	ACDEWY1	ACDHWY1	45111142	45111094	4111100042	45111130 A5111138	3000005452		45111156	A0PD116	A0PD117	A0PD11T	A0PD119	A0PD11F	A0PD11G	A0PD11U	A0PD11K	A0PDAA1	7640006869	A4NRWY2	ACCJWY1	A88AWY2	A87DWY2	A0W4WY3	A0X9WY1	R5427000136466	7640013468	XGPCS15DKM		ACDKWY1	7640013463	A4NMWY1	A4MEWY2	A161192000	ACDMWY1	4623485	AA7R011	N/A	
Konica Minolta Bu	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	EFI	EFI		EFI FEI	EFI		EFI	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	NextGen PCS	Nextgen PCS	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	
Bidding Company Name:	Product Description	Fax Mount Kit MK-742 (Mount kit for FK- 515 סטאי)	IC-420 IMAGE CONTROLLER	VI-516 VIDEO INTERFACE KIT	EFI Hot Folders & Virtual S/W License	EFI Auto Trap S/W License		EFI FIEry Compose S/ W LICENSE FEI Fiery Impose-Compose S /W I frense	Fiery Color Profiler Suite V 4.0 with ES-	2000 Spectrophotometer	EFI Productivity Package S/W License	LK-102 v3 i-Option License Kit (Encrypted Konica Minolta PDF, PDF/A, Linearized PDF)	LK-104 v3 i-Option License Kit (Voice Guidance)	LK-105 v4 i-Option Lincese Kit (Searchable PDF)	LK-106 I-OPTION Bar Code Font	LK-107 i-Option License Kit (Unicode Font)	LK-108 i-Option OCR Font	LK-110 v2i-Option License Kit (File Conversion)	LK-111 i-Option License Kit (ThinPrint Client Support)	LK-116 i-Option eLicense Kit (Bitdefender Virus Scan)	External Keyboard	KH-102 Keyboard Holder	KP-102 KEYPAD	EK-608 LOCAL INTERFACE KIT USB W/O BLUETOOTH	EK-609 LOCAL INTERFACE KIT USB W/ BLUETOOTH	WT-506 Working Table	AU-102 Biometric Authentication Unit	AU-205H IC Card Reader	AU-204H Mag Stripe Card Reader	ESP Diagnostic Power Filter 120V/15A	ESP POWEK FILIEK 120V/15A NETWORKED	SC-509 SECURITY KIT	CS-1 Convenience Stapler	MK-735 Mount Kit(IC Card Internal Mount Kit)	MK-730 Mount Kit (Banner paper guide)	Stylus Pen for INFO-Palette Series	UK-221 WIRELESS LAN KIT	Key Counter Mount Kit 1 for Hecon	Conventional Counter bizhub C450i Copier/Printer/Scanner	B&W Service & Supplies Cost per Copy for bizhub C458 (11" x 17" are 2 clicks on	all models.)
Bidding	Product Category	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD		Color MFD	Color MFD		Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	COIOF MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	
	No.	1031 C	1032 C	1033 C		1035 0		1038	1039 C			1041 C	1042 C	1043 C	1044 C	1045 C	1046 C	1047 C	1048 C	1049 C			1052 C	1053 C	1054 C	1055 C	1056 C	1057 C		1059 0		1061 C	1062 C	1063 C	1064 C		1066 C	1067 C	1068 C	1069 C	

	No.	1070	1071	1072	1073	1075	92.01	1070		1078	1079	1080	1081	1082	1083	1084	1085		1086	1087	1088	1089	1090	1091	1092	1093	1094	1095	1096	1097	1098	1099	1100	1101	1102	1103	1104	1105
Konica Minolta Business Solutions U.S.A., Inc.	Comments			Accessories for bizhub C450i	Accessories for bizhub C4501 Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for hishub CASO	Accessories for bizhub C450i		Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i		Accessories for biznub C4501	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bizhub C450i	Accessories for bishub C4501
Minolta Busine	Net Effective Bid Price	\$0.05	\$1,168.30	\$981.40	\$833.70 \$639.10	\$155.40		\$1.246.70		\$2,184.00	\$3,220.00	\$595.00	\$77.70	\$350.00	\$3,507.00	\$777.00	\$1,225.00		Ş2,236.50	\$410.20	\$595.00	\$350.00	\$1,087.10	\$49.00	\$147.00	\$410.20	\$749.00	\$747.60	\$33.60	\$18.90	\$84.00	\$2,910.60	\$207.20	\$398.30	\$696.50	\$696.50	\$943.60	¢2,100.00
Konica	Bid Discount Percentage	74.0%	30.0%	30.0%	30.0%	30.0%	/00 00	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$0.19	\$1,669.00	\$1,402.00	\$1,191.00 \$913.00	\$222.00		\$1.781.00		\$3,120.00	\$4,600.00	\$850.00	\$111.00	\$500.00	\$5,010.00	\$1.110.00	\$1,750.00		\$3,195.00	\$586.00	\$850.00	\$500.00	\$1,553.00	\$70.00	\$210.00	\$586.00	\$1,070.00	\$1,068.00	\$48.00	\$27.00	\$120.00	\$4,158.00	\$296.00	\$569.00	\$995.00	\$995.00	\$1,348.00 \$1,100.00	\$1,100.00
	Unit of Measure	per copy	each	each	each	each	dooo	each		each	each	each	each	each	each	each	each		each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each
I.S.A., Inc.	Vendor SKU	N/A	AAV5016	AAV5013	AAV5WY2 AAV5WY1	135700	A OF F14/14	ABEFWILL A87VW12		AAR5WY1	А87НѠҮА	A99KW11	ACV0WY1	A10CWY2	A63GWY2	A8C6WY1	AAR4WY1		AAR4WYA	A3ETW11	ACF5W11	ACV2WY1	A2YUWY2	ACW5WY1	A87JWY2	A3EUW12	A883012	A884W11	4614506	4614511	A886WY1	ACDEWY1	ACDHWY1	ACDFWY1	45111142	45111094	45109642	45111130
Konica Minolta Business Solutions U.S.A., Inc	Manufacturer SKU	N/A	AAV5016	AAV5013	AAV5WY2 AAV5WY1	135700	A OFF14/1 1	ABEFW11 A87VW12		AAR5WY1	A87HWYA	A99KW11	ACV0WY1	A10CWY2	A63GWY2	A8C6WY1	AAR4WY1		AAR4WYA	A3ETW11	ACF5W11	ACV2WY1	A2YUWY2	ACW5WY1	A87JWY2	A3EUW12	A883012	A884W11	4614506	4614511	A886WY1	ACDEWY1	ACDHWY1	ACDFWY1	45111142	45111094	45109642	45111130
Konica Minolt	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta Konica Minolta	Konica Minolta	Mineline Mineline	Konica Minolta Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta		Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	EFI	EFI	EFI	
Bidding Company Name:	Product Description	Color Service & Supplies Cost per Copy for bizhub C458 (11" x 17" are 2 clicks on all models.)	PC-417 PAPER FEED CABINET	PC-416 PAPER FEED CABINET	PC-216 PAPER FEED CABINET	DK-510 Enhanced Copy Desk (Storage	only)	Large Capacity Unit CU-207 LU-302 Large Capacity Unit (3.000	sheets/Letter size only)	FS-540 (100- sheet floor staple finisher plus manual stapler)	FS-540 SD (100- sheet floor staple finisher plus saddle stitch and manual	stapter/ PK-523 Punch Kit For Fs-537		JS-602 Job Separator Trav	FS-537/FS-540	PI-507 Post Inserter For Fs-537	(50- sheet floor s	_	F5-539 SD (50- sheet floor staple finisher plus saddle stitch and manual stapler)	PK-524 2-3 hole punch kit for FS-539/FS- 539SD	2-3 hole punch kit for FS-540/FS-	JS-508 Job Separator	FS-533 Finisher (50-sheet inner staple finisher)	MK-607 mount kit for FS-533	RU-513 Relay Unit	PK-519 Punch Kit (2/3 hole - for FS-533)	FK-514 Fax Kit (Supports 1st & 2nd fax line no mount kit required)	& 4th fax	01 Fax Stamp Unit	Spare TX Marker Stamp 2	Fax Mount Kit MK-742 (Mount kit for FK-	IC-420 Image Controller	VI-516 Video Interface Card	UK-115 VIDEO INTERFACE KIT 2	EFI Hot Folders & Virtual S/W License			EFI FIEry SeeQuence Compose
Biddin	Product Category	Color MFD	Color MFD	Color MFD	Color MFD Color MFD	Color MFD		Color MFD		Color MFD	Color MFD	1080 Color MFD	Color MFD		Color MFD	Color MFD			Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD		Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD	Color MFD		Color MFD	Color MFD			Color MFU
	No.	1070	1071	1072	1073	1075	20101	1077		1078	1079	1080	1081	1082	1083	1084	1085		1086	1087	1088	1089	1090	1091	1092	1093	1094	1095	1096	1097	1098	1099	1100	1101	1102	1103	1104	1105

Product Category Product Description or MFD Fiery Color Profiler Suite V 4.0 with ES- 2000 Spectrophotometer	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of		<b>Bid Discount</b>	Bid Discount Net Effective		
ery Color Profiler Suite V 4.0 with ES- 000 Spectrophotometer				IVIEasure	Catalog List Price	Percentage	Bid Price	Comments	No.
	EFI	3000005452	300005452	each	\$3,400.00	30.0%	\$2,380.00	Accessories for bizhub C450i	1107
EFI Productivity Package S/W License	EFI	45111156	45111156	each	\$5,300.00	30.0%	\$3,710.00	Accessories for bizhub C450i	1108
LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	l Konica Minolta	A0PD116	A0PD116	each	\$1,100.00	30.0%	\$770.00	Accessories for bizhub C450i	1109
LK-104 v3 i-Option License Kit (Voice Guidance)	Konica Minolta	A0PD117	A0PD117	each	\$785.00	30.0%	\$549.50	Accessories for bizhub C450i	1110
LK-105 v4 i-Option Lincese Kit (Searchable PDF)	Konica Minolta	A0PD11T	A0PD11T	each	\$668.00	30.0%	\$467.60	Accessories for bizhub C450i	1111
LK-106 I-OPTION Bar Code Font	Konica Minolta	A0PD119	A0PD119	each	\$821.00	30.0%	\$574.70	Accessories for bizhub C450i	1112
LK-107 i-Option License Kit (Unicode Font)	Konica Minolta	A0PD11F	A0PD11F	each	\$690.00		\$483.00	Accessories for bizhub C450i	1113
LK-108 i-Option OCR Font	Konica Minolta	A0PD11G	A0PD11G	each	\$191.00	30.0%	\$133.70	Accessories for bizhub C450i	1114
LK-110 v2i-Option License Kit (File Conversion)	Konica Minolta	A0PD11U	A0PD11U	each	\$875.00	30.0%	\$612.50	Accessories for bizhub C450i	1115
LK-111 i-Option License Kit (ThinPrint Client Summert)	Konica Minolta	A0PD11K	A0PD11K	each	\$250.00	30.0%	\$175.00	Accessories for bizhub C450i	1116
LK-116 i-Option eLicense Kit (Bitdefender	· Konica Minolta	A0PDAA1	A0PDAA1	each	\$395.00	30.0%	\$276.50	Accessories for bizhub C450i	1117
VII us Scarly AU-102 Biometric Authentication Unit	Konica Minolta	A0X9WY1	A0X9WY1	each	\$947.00	30.0%	\$662.90	Accessories for bizhub C450i	1118
AU-205H IC Card Reader	Konica Minolta	R5427000136466	R542700013646 6		\$399.00		\$279.30	Accessories for bizhub C450i	1119
MK-735 Mount Kit (IC Card Internal	Konica Minolta	A4NMWY1	A4NMWY1	each	\$60.00	30.0%	\$42.00	Accessories for bizhub C450i	1120
MK-730 Mount Kit (Banner paper guide)	Konica Minolta	A4MEWY2	A4MEWY2	each	\$846.00	30.0%	\$592.20	Accessories for bizhub C450i	1121
EK-608 Local Interface Kit	Konica Minolta	A88AWY2	A88AWY2	each	\$200.00	30.0%	\$140.00	Accessories for bizhub C450i	1122
EK-609 Local Interface Kit	Konica Minolta	A87DWY2	A87DWY2	each	\$279.00	30.0%	\$195.30	Accessories for bizhub C450i	1123
External Keyboard	Konica Minolta	7640006869	7640006869	each	\$223.00		\$156.10	Accessories for bizhub C450i	1124
AU-204H Mag Stripe Card Reader кн107 компози нойдег	Konica Minolta Konica Minolta	7640013468 AMR\MV1	7640013468 AANRW/V1	each	\$129.00 \$123.00	30.0%	\$90.30 \$86.10	Accessories for bizhub C450i Accessories for bizhub C450i	1125
KP-101 Keypad	Konica Minolta	A64TWY3	A64TWY3	each	\$126.00	30.0%	\$88.20	Accessories for bizhub C450i	1127
Key Counter Mount Kit 1 for Hecon	Konica Minolta	4623485	4623485	each	\$86.00	30.0%	\$60.20	Accessories for bizhub C450i	1128
Conventional Counter WT-506 Working Table	Konica Minolta	ADW4WY3	A0W4WY3	each	\$112.00	30.0%	\$78.40	Accessories for bizhub C450i	1129
SC-509 SECURITY KIT	Konica Minolta	ACDKWY1	ACDKWY1	each	\$1,225.00	30.0%	\$857.50	Accessories for bizhub C450i	1130
UK-221 WIRELESS LAN KIT	Konica Minolta	ACDMWY1	ACDMWY1	each	\$260.00		\$182.00	Accessories for bizhub C450i	1131
UK-501 Double Feed Detection Kit	Konica Minolta	A8WCWY1	A8WCWY1	each	\$325.00		\$227.50	Accessories for bizhub C450i	1132
ESP POWER FILTER 120V/15A NETWORKED	NextGen PCS	D5133NTKM	D5133NTKM	each	\$250.00		\$175.00	Accessories for bizhub C450i	1133
ESP Diagnostic Power Filter 120V/15A	NextGen PCS	XGPCS15DKM	XGPCS15DKM	each	\$2 /5.00		\$192.50	Accessories for bizhub C4501	1134
C5-1 CUIVEILIERICE Stapler Stylus Bon for INEO-Dalatta Socies	Konica Minolta Konica Minolta	/040013403	/ 0400 13403	each	00.53 29.00	30.0%	00 103	Accessories for highligh C450i	9211 CCTT
HD-524 Hard Disk Mirroring	Konica Minolta	A888WY2	A888WY2	each	\$467.00	30.0%	\$326.90	Accessories for bizhub C450i	1137
Key Counter Mount Kit 1 for Hecon	Konica Minolta	4623485	4623485	each	\$86.00		\$60.20	Accessories for bizhub C450i	1138
bizhub C550i Copier/Printer/Scanner	Konica Minolta	AA7P011	AA7P011	each	\$32,729.00	%0.69	\$10,244.17		1139
B&W Service & Supplies Cost per Copy for bizhub C558 (11" x 17" are 2 clicks on all models.)		N/A	N/A	per copy	\$0.02		\$0.01		1140
Color Service & Supplies Cost per Copy for bizhub C558 (11" x 17" are 2 clicks on all models )	Konica Minolta	N/A	N/A	per copy	\$0.18	75.0%	\$0.05		1141
PC-417 PAPER FEED CABINET	Konica Minolta	AAV5016	AAV5016	each	\$1,669.00	30.0%	\$1,168.30		1142
PC-416 PAPER FEED CABINET	Konica Minolta	AAV5013	AAV5013	each	\$1,402.00	30.0%	\$981.40	Accessories for bizhub C550i	1143
PC-216 PAPER FEED CABINET	Konica Minolta	AAV5WY2	AAV5WY2	each	\$1,191.00	30.0%	\$833.70	Accessories for bizhub C550i	1144

	No.	1146	1147	1148	1149	1110	DCTT	1151	1152	1153	1154	1155	1156	1157	1158	1159	1160	1161	1162	1163	1164	1165	1166	1167	1168	1169	1170	1171	1173	1174	1175	1176	1177	1178	1179	1180	1181	1187
Konica Minolta Business Solutions U.S.A., Inc.	Comments	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessivies for hishub CSSO		Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i	Accessories for bizhub C550i			
Minolta Busine	Net Effective Bid Price	\$155.40	\$2,337.30	\$1,246.70	\$2,184.00		00.077'S¢	\$595.00	\$77.70	\$350.00	\$3,507.00	\$777.00	\$1,225.00	\$2,236.50	\$410.20	\$595.00	\$350.00	\$1,087.10	\$49.00	\$147.00	\$410.20	\$749.00	\$747.60	\$33.60	\$18.90	\$84.00	\$2,910.60	\$207.20	\$696.50 \$696.50	\$943.60	\$770.00	\$2,100.00	\$2,380.00	\$3,710.00	\$770.00	\$549.50	\$467.60	¢57A 70
Konica	Bid Discount Percentage	30.0%	30.0%	30.0%	30.0%	/00 00	%0.0£	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Catalog Name:	Catalog List Price	\$222.00	\$3,339.00	\$1,781.00	\$3,120.00		44,000.000	\$850.00	\$111.00	\$500.00	\$5,010.00	\$1,110.00	\$1,750.00	\$3,195.00	\$586.00	\$850.00	\$500.00	\$1,553.00	\$70.00	\$210.00	\$586.00	\$1,070.00	\$1,068.00	\$48.00	\$27.00	\$120.00	\$4,158.00	\$296.00	00.2995 00 700 2005	\$1,348.00	\$1,100.00	\$3,000.00	\$3,400.00	\$5,300.00	\$1,100.00	\$785.00	\$668.00	00 1C8\$
	Unit of Measure	each	each	each	each	hoo	eacn	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	each	dach
J.S.A., Inc.	Vendor SKU	135700	A9EFW11	A87VW12	AAR5WY1		AYWCAAA	A99KW11	ACV0WY1	A10CWY2	A63GWY2	A8C6WY1	AAR4WY1	AAR4WYA	AC28W11	ACF5W11	ACV2WY1	A2YUWY2	ACW5W71	A87JWY2	A3EUW12	A883012	A884W11	4614506	4614511	A886WY1	ACDEWY1	ACDHWY1	45111142 45111094	45109642	45111136	45111138	300005452	45111156	A0PD116	A0PD117	A0PD11T	
Konica Minolta Business Solutions U.S.A., Inc	Manufacturer SKU	135700	A9EFW11	A87VW12	AAR5WY1		ATWCMAA	A99KW11	ACV0WY1	A10CWY2	A63GWY2	A8C6WY1	AAR4WY1	AAR4WYA	AC28W11	ACF5W11	ACV2WY1	A2YUWY2	ACW5WY1	A87JWY2	A3EUW12	A883012	A884W11	4614506	4614511	A886WY1	ACDEWY1	ACDHWY1	45111142 45111094	45109642	45111136	45111138	3000005452	45111156	A0PD116	A0PD117	A0PD11T	AUDU110
Konica Minolto	Manufacturer	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Vanias Minalta	Konica Minoita	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta	EFI	EFI	EFI	EFI	EFI	EFI	Konica Minolta	Konica Minolta	Konica Minolta	Konica Minolta
Bidding Company Name:	Product Description	DK-516 Enhanced Copy Desk (Storage	e Capacity Unit LU-207	: (3,000	staple finisher		r->-540 כע נעטר- sneet moor staple finisher plus saddle stitch and manual stapler)	PK-523 Punch Kit For Fs-537	OT-513 Output Tray	JS-602 Job Separator Tray	ZU-609 Z Folding Unit For FS-537/FS-540	PI-507 Post Inserter For Fs-537	FS-539 (50- sheet floor staple finisher   plus manual stapler)	FS-539 SD (50- sheet floor staple finisher l plus saddle stitch and manual stapler)	PK-524 2-3 hole punch kit for FS-539/FS- 1 539SD	2-3 hole punch kit for FS-540/FS-	JS-508 Job Separator	heet inner staple	mount kit for FS-533		2/3 hole - for FS-533)		& 4th fax	01 Fax Stamp Unit	o 2	Mount kit for FK-	IC-420 Image Controller		EFI HOT FOIDERS & VITTUAI S/W LICENSE	trophotometer	se	License		s/W License	LK-102 v3 i-Option License Kit (Encrypted	-Option License Kit (Voice	on Lincese Kit	(Searchable PDF)
Bidding	Product Cate	1146 Color MFD	17 Color MFD		19 Color MFD			51 Color MFD	52 Color MFD	53 Color MFD	1154 Color MFD	55 Color MFD	56 Color MFD	57 Color MFD	58 Color MFD	59 Color MFD	50 Color MFD	51 Color MFD	Color MED			55 Color MFD	56 Color MFD	57 Color MFD		59 Color MFD	70 Color MFD	71 Color MFD	73 Color MFD	74 Color MFD	75 Color MFD	76 Color MFD	77 Color MFD	78 Color MFD	79 Color MFD	30 Color MFD	31 Color MFD	1182 Color MED
	No.	11,	1147	1148	1149	1 1	0611	1151	1152	1153	11	1155	1156	1157	1158	1159	1160	1161	1162	1163	1164	1165	1166	1167	1168	1169	1170	1171	1173	1174	1175	1176	1177	1178	1179	1180	1181	112

Part F- Form F.5-F.8 - Discount Schedules- Konica Minolta.xls/F.6 Full Catalog Price Schedule

2/25/2021

	Konica Minolta Business Solutions U.S.A., Inc. Catalog Name:			_	Catalog N	ame:	Konica	Minolta Busine	Konica Minolta Business Solutions U.S.A., Inc.	
Product Category Product Description Manufacturer Manufacturer SKU Vendor SKU Measure Measure	Manufacturer SKU Vendor SKU	Vendor SKU	_	Unit of Measure		Catalog List Price	Bid Discount Percentage	Net Effective Bid Price	Comments	No.
1183 Color MFD LK-107 i-Option License Kit (Unicode Konica Minolta A0PD11F A0PD11F each Font)	A0PD11F A0PD11F	A0PD11F		each		\$690.00	30.0%	\$483.00	Accessories for bizhub C550i	1183
1184 Color MFD LK-108 i-Option OCR Font Konica Minolta A0PD111G each each	A0PD11G A0PD11G	A0PD11G		each		\$191.00	30.0%	\$133.70	Accessories for bizhub C550i	1184
1185 Color MFD LK-110 v2i-Option License Kit (File Konica Minolta A0PD11U A0PD11U each Conversion) Conversion	A0PD11U A0PD11U	A0PD11U		each		\$875.00	30.0%	\$612.50	Accessories for bizhub C550i	1185
1186         Color MFD         LK-111 i-Option License Kit (ThinPrint         Konica Minolta         A0PD11K         A0PD11K         each           Client Support)         Client Support)         Client Support)         Each         Ea	AOPD11K AOPD11K	AOPD11K		each		\$250.00	30.0%	\$175.00	Accessories for bizhub C550i	1186
1187         Color MFD         LK-116 i-Option elicense Kit (Bitdefender         Konica Minolta         AOPDAA1         each           Virus Scan)         Virus Scan)	A0PDAA1 A0PDAA1	A0PDAA1		each		\$395.00	30.0%	\$276.50	Accessories for bizhub C550i	1187
1188 Color MFD AU-102 Biometric Authentication Unit Konica Minolta A0X9WY1 A0X9WY1 each	A0X9WY1 A0X9WY1	A0X9WY1		each		\$947.00	30.0%	\$662.90	Accessories for bizhub C550i	1188
1189         Color MFD         AU-205H IC Card Reader         Konica Minolta         R5427000136466         R542700013646         each           6	R5427000136466		R542700013646 each 6	each		\$399.00	30.0%	\$279.30	Accessories for bizhub C550i	1189
1190         Color MFD         MK-735 Mount Kit (IC Card Internal         Konica Minolta         A4NMWY1         A4NMWY1         each           Mount Kit)         Mount K	A4NMWY1 A4NMWY1	A4NMWY1		each		\$60.00	30.0%	\$42.00	Accessories for bizhub C550i	1190
1191 Color MFD MK-730 Mount Kit (Banner paper guide) Konica Minolta A4MEWY2 ach	A4MEWY2 A4MEWY2	A4MEWY2		each		\$846.00	30.0%	\$592.20	Accessories for bizhub C550i	1191
1192 Color MFD EK-608 Local Interface Kit Konica Minolta A88AWY2 A88AWY2 each	A88AWY2 A88AWY2	A88AWY2		each		\$200.00	30.0%	\$140.00	Accessories for bizhub C550i	1192
1193 Color MFD EK-609 Local Interface Kit  Konica Minolta   A87DWY2   aach	A87DWY2 A87DWY2	A87DWY2		each		\$2.79.00	30.0%	\$195.30	Accessories for bizhub C550i	1193
1194 Color MFD External Keyboard Konica Minolta [7640006869 [ach	7640006869 7640006869	7640006869		each		\$223.00	30.0%	\$156.10	Accessories for bizhub C550i	1194
1195         Color MFD         AU-204H Mag Stripe Card Reader         Konica Minolta         7640013468         each	7640013468 7640013468	7640013468		each	_	\$129.00	30.0%	\$90.30	Accessories for bizhub C550i	1195
1196 Color MFD KH-102 Keyboard Holder Konica Minolta A4NRWY1 A4NRWY1 each	A4NRWY1 A4NRWY1	A4NRWY1		each	_	\$123.00	30.0%	\$86.10	Accessories for bizhub C550i	1196

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# Form F.7 – Services Price Schedule

# AEPA IFB #021-C Digital Multi-function Devices Printers, Document Lifecycle Access. & Services

**Bidding Company Name:** NOTE: If your company provides any of the services listed below, please complete the price schedule.

Form F.7 is a REQUIRED FORM Enter company name here

	Regular Price         Discounted         Per Diamem Charges         *Additional Discount on Large           or Rates         Price or Rates         fit any)         fit any)         Projects; Y/N	Indr Price Discounted Per	Description

	le INSTALL LABEL-KM (1 week) (7640020816)	\$7,500.00	\$7,500.00 N/A		V/N	on a case by case basis
ic D	IP INSTALL LABEL-KM (2,5 doys) (7640020817)	\$3,750.00	\$3,750.00	N/A	N/A	on a case by case basis
						~
ete bts						
	Darcinifica	Regular Price	Discounted	Per Diem Charges	Mileage Charges	*Additional Discount on Large
		or Rates	Price or Rates	(if any)	(if any)	Projects: Y/N
s	Basic Professional Services - Level 1 (764001468)	\$600.00	\$600.00	N/A	N/A	on a case by case basis
ə:	Basic Professional Services - Level 2 (7640014694)	\$800.00	\$800.00 N/A	4/A	N/A	on a case by case basis
⊃i∕	Basic Professional Services - Level 3 (7640012599)	\$1,200.00	\$1,200.00 N/A	4/A	N/A	on a case by case basis
LI4	Basic Professional Services - Level 4 (7640012602)	\$2,200.00	\$2,200.00 N/A		V/N	on a case by case basis
€S	Basic Professional Services - Level 5 (7640012601)	\$3,000.00	\$3,000.00 N/A		V/N	on a case by case basis
6	PLOCKMATIC INSTALL & TRAINING - KM (7640020192)	\$900.00	\$900.00 N/A	4/A	N/A	on a case by case basis
uį	ORU Operator Training (1 Day) (7640018666)	\$950.00	\$950.00 N/A	V/A	N/A	on a case by case basis
uį	Expert Color Production Training (7640020218)	\$5,000.00	\$5,000.00 N/A		N/A	on a case by case basis
La	KMBS Professional Project Services (7640019485) - Based on SOW	\$1.00	\$1.00 N/A	4/A	N/A	on a case by case basis
1	Professional Services Project Fee / per hr (7640015255)	\$200.00	\$200.00 N/A	V/A	N/A	on a case by case basis
	Additional End User Training Cost by hours (7640019229)	\$75.00	\$75.00 h	N/A	N/A	on a case by case basis
	Additional Advanced / IT Training Cost by hours (7640019230)	\$175.00	\$175.00 N/A		N/A	on a case by case basis
				i	1	
	Description	Regular Price or Rates	Discounted Price or Rates	Per Diem Charges Mileage Charges (if anv)	Mileage Charges lif anvi	*Additional Discount on Large Projects: Y/N
	Digital Solutions Center by month	\$12.00	\$12.00	N/A	N/A	on a case by case basis
	binub SECURE (7640015657)	\$250.00	\$250.00 N/A		V/N	on a case by case basis
	bizhub SECURE Platinum (7640020787)	\$499.00	\$499.00 N/A		N/A	on a case by case basis
		00000 V	A 100 00			-

Description	Regular Frice			
	or Rates	Price or Rates (if c	(it any) (it any)	Projects: Y/N
Digital Solutions Center by month	\$12.00	\$12.00 N/A	N/A	on a case by case basis
binub secure (7640015657)	\$250.00	\$250.00 N/A	N/A	on a case by case basis
bizhub SECURE Platinum (764020787)	\$499.00	\$499.00 N/A	N/A	on a case by case basis
bizhub SECURE Healthcare (7640019024)	\$400.00	\$400.00 N/A	N/A	on a case by case basis
bizhub SECURE Small MFP (7640018745)	\$100.00	\$100:00 N/A	N/A	on a case by case basis
bizhub SECURE Healthcare Small MFP (7640019026)	\$200.00	\$200.00 N/A	N/A	on a case by case basis
Additional IT Support by hours / Network Integration (7640019231)	\$175.00	\$175.00 N/A	N/A	on a case by case basis
	\$10,000.00	\$10,000.00 N/A	N/A	on a case by case basis
	\$8,000.00	¥/N 00.000,8\$	N/A	on a case by case basis
G7 Advanced Color Integration (Digtal Only) - G7 Master Re-Qualification ([Digital or Offset) (7640015695)	\$2,500.00	\$2,500.00 N/A	N/A	on a case by case basis
Color Care Professional Service 1 day (7640015983)	\$2,499.00	\$2,499.00 N/A	N/A	on a case by case basis
CMP FUNDAMENTALS (7640019184)	\$395.00	\$395.00 N/A	N/A	on a case by case basis
CMP CREATIVE (7640019185)	\$295.00	\$295.00 N/A	N/A	on a case by case basis
CMP SALES (7640019186)	\$295.00	\$295.00 N/A	N/A	on a case by case basis
	\$500.00	\$500.00 N/A	N/A	on a case by case basis
	\$450.00	\$450.00 N/A	N/A	on a case by case basis
	\$200.00	\$200.00 N/A	N/A	on a case by case basis
	\$80.00	\$80.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION GRAYSCALE AND TARGETED 1 YEAR (G7MASTERTGT1Y)	\$450.00	\$450.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION COLORSPACE 1 YEAR (G7MASTERCSP1Y)	\$500.00	\$500.00 N/A	N/A	on a case by case basis
G7 MASTER RENEWAL APPLCATION GRAYSCALE AND TARGETED 1 YEAR (G7MASTERTGTRENEW1Y)	\$200.00	\$200.00 N/A	N/A	on a case by case basis
G7 MASTER RENEWAL APPLICATION COLORSPACE 1 YEAR (G7MASTERCSPRENEW1Y)	\$250.00	\$250.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION GRAYSCALE AND TARGETED 2 YEAR (G7MASTERTGT2Y)	\$650.00	\$650.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION COLORSPACE 2 YEAR (G7MASTERCSP2Y)	\$750.00	\$750.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION GRAYSCALE AND TARGETED 3 YEAR (G7MASTERTGT3Y)	\$850.00	\$850.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION COLORSPACE 3 YEAR (G7MASTERCSP3Y)	\$1,000.00	\$1,000.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION GRAYSCALE AND TARGETED 4 YEAR (G7MASTERTG14Y)	\$1,050.00	\$1,050.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION COLORSPACE 4 YEAR (G7MASTERCSP4Y)	\$1,250.00	\$1,250.00 N/A	N/A	on a case by case basis
G7 MASTER NEW APPLICATION GRAYSCALE AND TARGETED 5 YEAR (G7MASTERTGT5Y)	\$1,250.00	\$1,250.00 N/A	N/A	on a case by case basis
G7 master new application colorspace 5 year (G7mastercsp3)	\$1,500.00	\$1,500.00 N/A	N/A	on a case by case basis
G7 MASTER ADDITIONAL GRAYSCALE OR TARGETED SHEET SUBMISSION (G7MASTERTGTADDL)	\$100.00	\$100.00 N/A	N/A	on a case by case basis
G7 MASTER ADDITIONAL COLORSPACE SHEET SUBMISSION (G7MASTERCSPADDL)	\$150.00	\$150.00 N/A	N/A	on a case by case basis
	\$0.00	\$0.00 N/A	N/A	on a case by case basis
BDS Consultancy Services per day (BDSIMG)	\$2,500.00	\$2,500.00 N/A	N/A	on a case by case basis
I land Diff. Configer and any MAC technicism by hear 1 for ID and account wishes along a contract. Variant Micelta conservation in	#12F 00	CIDE OD NIV		

## \*Please detail additional discounts on large projects.



### Form F.9 – Pricing Form for Managed Prin

AEPA IFB #021-C Digital Multi-function Devices/Copiers, Services

**Bidding Company Name:** 

Konica Minolta Business Solutions U.S.A., Inc.

Add rows as needed

Category Component Description Hourly Labo	Charge
--	--------

ASSESSMENT PHASE		
(List any and all charges for MPS		
assessment. List and describe each		
component of assessment with its		
hourly labor charge.)		
	Initial Assessment (Option for CONUS)	\$0.00
	Installation of OPS DCA -SAAS Model (Up to 60 day audit)	
	Level 1 Automated Assessment (Option B for Global Customers)	Based on Statement of
	Installation of OPS SiteAudit Tool- Within Customer IT	Work
	Infrastructure. Cost is calculated Per device (Up to 60 day	
	automated audit) - Quote by Solutions Team (BSC, ESC, PSC)	
	Level 2 Assessment (Base Cost)	NA
	Includes: * Level 1 Option A, Equipment & Cost Analysis, Current	
	Fleet Base line, Optimization and Future State Recommendations	
	(Per Location- Base Cost). Costs are calculated based on Level 2	
	Assessment Base Cost, + Per Device Cost.	
	Level 2 Device Mapping (Per Device Cost)	NA
	Site Walkthrough & Device Mapping (per device)	
	Level 3 Assessment (Base Cost)	NA
	Includes: Level 1 Option A & 2, Workflow Current Baseline, Cost	
	of Operation and Future State Recommendations (Base Cost per	
	SOW). Costs are calculated based on Level 2 Assessment Base	
	Cost, + Per Device Cost + Level 3 Base Cost + Per Department	
	Interviews. Global customers will need to include per device	
	amount identified in Level 1 Option B.)	
	Level 3 Workflow Interviews (Per Person/Department)	\$200.00
	Department staff Interview related to workflow processes.	
	Perpetration of analysis documentation and recommendation for	
	process improvement (per hour).	
IMPLEMENTATION PHASE		
(List and describe all charges for MPS implementation.)		
, ,	KMBS Professional Project Services	\$200.00
		+
		l

3	TRAINING - INITIAL AND ONGOING		
	(List and describe all charges for		
	training.)		
		Change Management	\$200.00
		Change management services such as provision of posters, email	
		templates and internal communication plans using ADKAR	
		methodology. Hourly charge plus material fee.	
		End User Training	\$140.00
		Local On-site End User Training (per hour)	
		IT Administrator Training	NA
		Technical IT Administrator Training for Solution Systems	
		Administrators (per day)	
			NA
		Training for Client Service Desk (1st Level Support) on hardware	
		and software (1st trouble shooting knowledge)	
		Customized onsite introduction/training to hardware and	
		software products - incl. trainer and trainer travel formal training	
		about any component of our solution to customer's IT	
		administrators / support staff, full analysis of customer IT admin	
		staff's education and training needs, design, development,	
		implementation, and management of an integrated and	
		comprehensive personnel development program (users AND IT	
		admin staff), 5 units. (per day)	
4	FLEET MANAGEMENT COSTS		
	(List and describe all management costs,		
	including consumables, on-site full-time, part-time, first service response, etc.		
	Include costs to manage legacy installed		
	devices from other manufacturers.)		
	,		
		Fleet Management- Level 3.	NA
		Level 1 & 2 services -below and assets validation and change and	NA
		On-demand reporting services (Recurring per device/per month	
		cost)	
		Fleet Management- Level 2	NA
		Level 1 services and assets implementation and scheduled	
		reporting (Recurring per device cost/per month)	
		Fleet Management- Level 1	NA
		Implementation of OPS Tools, fleet monitoring, license	
		management, remote device monitoring (Recurring per	
		device/per month cost)	
5	SERVICE/HELP DESK		
-			
	options, including software technology,		
	remote services, etc.)		
5			

	Service Desk- Level 1	Based on Statement o
	2nd Level Support -Software and Hardware, *Incident	Work
	management, *SLA reporting, License management	
	(Recurring per device per month (per device cost) *Requires Fleet	
	Management Level 1.	
	Service Desk- Level 2	Based on Statement o
	Level 1 services and managed deployment, IMAC-D and On	Work
	demand reporting services (Recurring per device/per month cost)	
	Service Desk- Level 3	Based on Statement o
	Level 1 & 2 services and CMDB modeling, data collection &	Work
	validation (Recurring per device/per month cost)	
CONSULTANT/PROFESSIONAL SERVICES		
(List and describe any consultant or		
professional services for MPS.)		
	Solutions Consultant	\$200.00
	Discovery and requirements gathering of business and technical	
	processes and workflows (per hour)	
	Business Analyst/Solutions Architect	\$200.00
	Solutions Development: Design, configuration and cost	
	development (per hour)	
	Solutions Engineer	\$200.00
	Function testing, documentation and SOW development (per	
	hour)	
	Global Project Manager	NA
	Global Scope Project Management (per man day based on 7.5hr	
	workday)	
	Regional Project Manager	NA
	Regional Scope Project Management (per man day based on	
	7.5hr workday)	
	Local Project Manager	NA
	Local Scope Project Management (per man day based on 7.5hr	
	workday)	
	Project Coordinator	NA
	Regional/Local Project Coordination (per man day based on 7.5hr	
	workday)	
	General Project Manager	\$240.00
	Project Management Services (per hour)	
	Business & Technical Proof of Concept Consultation- Solution	NA
	Pilot-Scope, Design and Implementation	
	Kick-off Workshop Solution, Service & Support	
	Scope of Work and Project Plan Development	
	1st and 2nd Review Workshop Scope of Work and Project Plan	
	Pilot implementation, testing, review meetings, change-revisions	
	amd documentation preparation	
	Pilot Project Close Out	

	Solutions Architect- Core Server Environment Installation	NA
	Services	
	*BIS Professional Services: Software Application Installation	
	Services including: Installation of Core Server elements,	
	configuration and set-up based on the documentation developed	
	during the Pilot Phase of the project. (per man day based on	
	7.5hr workday)	
		NIA
	Software Architect- Applications Software	NA
	*BIS Professional Services: Applications Software set-up and	
	configuration. (per man day based on 7.5hr workday)	
	Solution Documentation	NA
	Creation of documentation required for deployment of solution.	
	(per man day based on 7.5hr. workday)	
	Solutions Engineer	\$180.00
	Local Solutions Installation and Deployment (per hour)	
	Systems Engineer: On-site MFP Integration	\$160.00
	MFP Application Device Integration (per hour)	
MAINTENANCE (BREAK/FIX)		
(List and describe all break/fix services, including parts.)		
Mono Chrome	"The MPS Network Printer pricing listed is a not to exceed Cost	NA
	Per Page (CPP 8.5-11"") full service, remote and or on-site	
	break/fix for Konica Minolta to provide printer service and OEM	
	supplies for qualifying products to include Lexmark, HP & Konica	
	Minolta Printers. A print fleet assessment and cost analysis must	
	be completed by KMBS to provide a comprehensive proposal	
	which may reduce the overall CPP	
	Installation of OPS DCA -SAAS Model (Up to 60 day audit) is	
	required"	
Color	"The MPS Network Printer pricing listed is a not to exceed Cost	NA
	Per Page (CPP 8.5-11"") full service, remote and or on-site	
	break/fix for Konica Minolta to provide printer service and OEM	
	supplies for qualifying products to include Lexmark, HP & Konica	
	Minolta Printers. A print fleet assessment and cost analysis must	
	be completed by KMBS to provide a comprehensive proposal	
	which may reduce the overall CPP	
	Installation of OPS DCA -SAAS Model (Up to 60 day audit) is required"	



AEPA IFB #021-C Digital Multi-function Devices/Copiers, Prin

	Bidding Company Name:	Konica Minolta Business Solutions U.S.A., Inc.	
	Base pricing below on a purchase of 250 full user licenses	Add rows as needed	
	Category	Component Description	Hourly Labor Charge On-Site (if applicable)
	o. (		
	Software Licensing 250 Full User Licenses	Named User Client	\$210.00
	Unlimited Public Portal Retrieval Access	Based on the number of constituents	\$210.00
	Access Integration Tools (API, SDK)	Application Enabler Per enabled application	\$210.00
	Other	Production Document Imaging (Kofax or TWAIN)	\$210.00
		Import Processor for Documents	\$210.00
		Office Business Application Integration (250 users)	\$210.00
		Outlook Integration	\$210.00
		Records Management	\$210.00
		Unity Client	\$210.00
		Workflow (50 concurrent users) Multi-User Server	\$210.00 \$210.00
2	Professional Services		\$210.00
	Initial Configuration and	(Include estimated hours for 250 full user licenses)	\$210.00
	Implementation Costs		
b.	Travel Costs (if applicable)	Travel and Expenses- Client will reimburse KMBS for all reasonable expenses incurred by KMBS with performance of Services	
c.	Other Professional Services (project management, consultant, etc - please list and describe.)	Project Management	\$210.00
3	TRAINING - INITIAL AND ONGOING		
-			
а	End User Training	End User Training (per Person per Day)	
b	Administrator Training	System Administrator Training (per Person)	
c d	Electronic Forms Training Workflow Training	Basic Electronic Forms Training (per Person) Introduction to Workflow (per Person)	
e	Records Management Training	N/A	
f	Other	API Certification (per Person)	
		Application Enabler Training (per Person)	
		Web Server Training (per Person)	
		Advanced Capture Training	
	Maintenance and Support		
а	Year One	Maintenance (Year 1)	
b	Year Two	Maintenance Renewal	
с	Year Three	Maintenance Renewal	
d	Year Four	Maintenance Renewal	
	<u> </u>		
5	ADDITIONAL SERVICE/HELP DESK		
	(IF APPLICABLE)		
	Phone Support	Phone Support	
			İ
6	OTHER SERVICES OR COSTS NOT		
	LISTED ABOVE Custom Development, API, Integration	Custom Development API Integration	
	contraction processing of the station	Custom Development, API, Integration	
			1
			<u> </u>
	L		1



### Form F.11 Other Services Related to Document Management

AEPA IFB #021-C Digital Multi-function Devices/Copiers, Printers and Related Products, Services, and Solutions

Konica Minolta Business Solutions U.S.A., Inc. **Bidding Company Name:** Form F.11 is an OPTIONAL FORM



### PROJECT: KMBS Secure Disposal Service Date: Prepared By:

### Introduction

This Statement of Work ("SOW") document fully defines the Products and Services to be provided by Konica Minolta Business Solutions U.S.A., Inc. ("KMBS"). When a MFP is disposed of or is at the end of its life, KMBS offers secure disposal options that can provide piece of mind. These options include:

Option 1 - As-is disposal	MFP will be picked up according to the respective terms and conditions of your contract and disposed of accordingly in a responsible manner. The internal data of the machine will not be altered or modified in any way.
Option 2- In-place data cleaning	Where available, a KMBS field engineer will perform a "data overwrite" of the hard drive using built-in sanitization technology. The drive will be cleared of data and re-initialized in the machine before disposal. Availability of this option depends on model and configuration. Cost - \$135 per hour labor.
Option 3 - Hard Drive replacement and return	At the time of disposal, the internal hard drive will be removed and sealed in a container that will be returned to the customer. A replacement hard drive will be installed and re-initialized with the generic device control programs. Availability of this option depends on model and configuration. Cost - \$135 per hour labor plus the replacement cost of the hard drive.

### Responsibilities

### • Option 2- In-place data cleaning

### KMBS:

- Identify available "data overwrite" compliance options available for specific unit(s).
- Inform the customer what data overwrite compliance options are available for applicable MFP models.
- Inform the customer on the estimated time required for the chosen hard drive sanitization method.
- Obtain customer's certification that the data overwrite may be performed. **Once initiated**, data stored on the MFP's hard drive will not be recoverable.
- Perform overwrite functions pursuant to the option selected by the customer and options available for the specific MFP. See Table 1 for options and descriptions.

### Customer:

- Contact KMBS and schedule service date.
- Identify machines requiring data overwrite.
- Provide KMBS Field Engineer(s) physical access to all MFPs requiring data overwrite.

- Review and select overwrite options applicable to MFPs requiring data overwrite. Inform the KMBS Field Engineer of the overwrite options selected for the MFPs requiring data overwrite.
- Authorize the KMBS Field Engineer to perform the data overwrite. Once initiated, data stored on the MFP's hard drive will not be recoverable.
- Acknowledge data overwrite was completed by signing the Project Completion portion of this document.

### **Option 3 - Hard Drive replacement and return**

### **KMBS**

- Contact KMBS and schedule service date. •
- Provide KMBS with a contact at location authorized to receive hard drive.
- Identify and order replacement parts for MFPs requiring hard drive replacement. •
- Remove hard drives from applicable MFP units. •
- Place hard drive in a sealed container and surrender to the customer's designated recipient.
- Install replacement hard drive (and any other requisite parts). Initialize the system and • install base MFP system firmware permitting standard operations and functions. It may not be possible to reinstall special application/add-on software packages. (Examples include: i-Option applications, audit software, accounting software and document management software.)

### **Customer:**

- Identify machines requiring hard drive replacement. Provide KMBS with MFP model and serial number.
- Provide KMBS Field Engineer(s) physical accesses to all MFPs requiring hard drive replacement.
- Authorize the hard drive replacement. Once the hard drive is removed, data stored on the • MFP's hard drive will no longer be accessible via traditional methods.
- Designate by name the individual(s) who shall receive hard drives removed from the MFPs. Print or type name:
- Acknowledge completion of the hard drive replacement(s) by signing the Project Completion portion of this document.

### **Solution Overview:**

The following MFPs and options have been designated for this project.

Option 2: Data Overwrite shall be performed on the following MFPs.				
Model Serial #		Overwrite Option	Completion	

### Option 2. Data Overwrite shall be nerformed on the following MEDe

Option 3: Hard Drive replacement and return shall be performed on the following MFPs..

Model	Serial #	Hard drive Surrendered to:

### **Project Schedule**

Project will begin within \_\_\_\_\_ days upon receipt of Customer's acceptance by KMBS.

### Assumptions

- 1. Hard drive replacements are available from an acceptable source.
- 2. Special software application installed on MFPs may not be reinstalled after the data overwrite or hard drive replacement.
- 3. MFPs are operational and KMBS Field Engineers will have physical access to the designated units.

### **Project Acceptance**

The estimated hours required to complete this project is: The estimated cost of this project is: **\$** Project completion is scheduled on: .

### **Change Approval Process**

Change Requests shall be submitted by the customer to the KMBS project manager. The request shall describe the problem or question that resulted in the desired change. The KMBS project manager will evaluate and identify the amount of time that will be added to the project schedule, if any, as well as additional services price, if any.

KMBS standard Terms and Conditions apply to the agreement. A copy of KMBS Terms and Conditions can be provided upon request.

Customer SOW Acceptance:	Project Completion:		
Date	Date		
Authorized Signature	Authorized Signature		
Printed Name	Printed Name		
Title	Title		

### Konica Minolta bizhub built-in Mode Overwrite method compliance options

### Mode 1

Overwrite with 0x00

Japan Electronic & Information Technology Association Russian Standard (GOST)

### Mode 2

Overwrite with random 1 byte numbers Overwrite with random 1 byte numbers Overwrite with 0x00 National Security Agency (NSA) standard

### Mode 3

Overwrite with 0x00 Overwrite with 0xff Overwrite with random 1 byte numbers Verify

US Navy (NAVSO P-5239-26)

Department of Defense (DoD 5220.22M)

### SERVICE LEVEL AGREEMENT

### 1. Performance Standards / Fleet Uptime

- a. Response time:
  - i. Service call telephone response shall be within one (1) business hours of receipt of the service call.
  - ii. Service call on-site response shall be within an average of four (4) business hours of receipt of call for all Customer locations serviced by a branch or within 50 miles of an authorized dealer.
  - iii. Remote locations outside this radius will be responded to, on-site, within an average of six (6) business hours from call placement.
  - iv. Service call on-site for any KMBS printers shall be the next business day.
- b. KMBS service standards will provide an average quarterly fleet uptime of 95%.

The KMBS definition of uptime is based on full equipment availability producing quality output. Uptime Average is calculated as [(Availability Hours) – (Downtime)] / (Availability Hours) with the product rounded down to the nearest whole number.

- i. "Availability Hours" shall mean the number of Business Hours per calendar month that the equipment is on-site, operating according to specifications, and fully available for use by the Customer. "Business Hours" include the time between 8:00 a.m. and 5:00 p.m. (local time), Monday through Friday, excluding KMBS holidays.
- ii. "Downtime" shall mean the number of business hours in any calendar month during which an item of Hardware, maintained hereunder, is inoperative during the month and such inoperability is not due to misuse, fire, or using the Hardware in a manner other than its intended uses. Downtime is calculated from the point in time when KMBS receives the service request for Hardware that cannot perform its functions until such time as the equipment is operating per KMBS specifications. Downtime includes machine-repair time and response time when the Hardware is inoperative. Downtime excludes preventive maintenance, equipment move time, time consumed in producing usable copies, or maintenance service rendered due to user misuse or for non-payment.

### 2. Account Management and Reporting

- a. Corporate review meetings are to be held with Customer and KMBS account management teams.
- b. KMBS will provide quarterly metric reporting.

### Introducing the **ONE** GUARANTEE That Puts the Customer First.



We believe the best customer experience comes from not only how our products perform and how easy they are to use, but also from giving our customers the peace of mind to know that our MFPs (Multifunction Products) are backed by one of the best guarantees in the industry. So when your new Konica Minolta branded MFP arrives, you'll know you are getting the latest technology, superior service and support, and a guarantee **direct from the manufacturer**.

### "It Works or It Walks"

We are so confident in the quality of our products that we guarantee your Konica Minolta branded MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

- First two years: replacement will be a brand new MFP
- After two years: replacement may be new or refurbished
- **Plus,** Konica Minolta will also provide a \$1,000 rebate towards your next Konica Minolta branded MFP leased through Konica Minolta Premier Finance (KMPF) as a way to say "we're sorry for the inconvenience."

### We've Got You Covered

The best customer experience is one that avoids problems altogether, which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.

To learn more about the Konica Minolta **Customer One Guarantee**, contact your local sales representative.



### **Terms & Conditions**

- Equipment must be under continuous maintenance coverage from the date of installation.
  - Genuine Konica Minolta parts and consumables must be used and maintenance procedures must be performed according to published schedules.
  - Improper use, electrical power, customer abuse and/or negligence and acts of God are not covered under this program.
- Equipment Replacement Guarantee
  - If Konica Minolta or its authorized dealer is unable to service a Konica Minolta product in the customer's office, a loaner will be provided at no charge while in-shop repairs are performed.
  - If within the first two years after installation the equipment cannot be repaired to meet factory specifications, we will replace it with a brand new equivalent model.
  - After the first two years, if the equipment cannot be brought to original specification, we will replace it with an equivalent model that may be new or refurbished.
  - If the equipment is replaced, the customer will receive a \$1,000 rebate\* towards the lease of a new Konica Minolta branded MFP, provided the new equipment is leased through KMPF.
- Published Specifications include those listed on official Konica Minolta product literature for that model.
- Except as provided herein, Konica Minolta makes no other warranties whatsoever, expressed or implied, with regard to the products purchased, leased or rented by customer, the service, the software included with the product or its installation and maintenance and expressly excludes all other warranties including the implied warranties of merchantability and fitness for a particular purpose.
- Customer's exclusive remedy shall be replacement or repair of the product or non-conforming parts at the
  option of Konica Minolta as provided in this Customer One Guarantee. Neither Konica Minolta or its dealer
  shall be liable for any damages, including but not limited to damages due to loss of data or information of any
  kind, loss of or damages to revenue, profits or goodwill, damages due to any interruption of business, damage
  to customer's computers or networks, even if advised of the possibility of such damages. Customer expressly
  waives its rights to special, consequential, exemplary, incidental or punitive damages or monetary damages of
  any kind.
- Products purchased or installed over 5-years from Konica Minolta invoice date are not eligible for Customer One claims.
- Konica Minolta reserves the right to accept or deny Customer One claims based on product life attained and / or total copies on product(s).
- Customer One Guarantee only applies to the lease or purchase of **new** Konica Minolta branded equipment.
- Customer One Guarantee excludes desktop printers which has a standard warranty.

### **Network Environment**

 The guarantee specifies that the network environment, including PC's and other access devices, remains the same as it was when the MFP was installed. Konica Minolta cannot guarantee the functionality of the MFP after customer network upgrades, software version & peripheral changes or the addition of non-approved 3rd party software. In this case, Konica Minolta will make every effort to work with you to ensure your MFP can function in the new environment up to and including requesting and implementing approved specification changes to the Konica Minolta firmware in order to function after the changes are completed.

\*Rebate must be used within 36 months from date of equipment replacement.







**Association of Educational Purchasing Agencies** 

Public | Purchase.

Tabulation Report IFB #021-C - Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and

Services

Vendor: KYOCERA Document Solutions America, Inc.

**General Comments:** Please see our cover letter. **General Attachments:** AEPA IFB 021-C Part F - Pricing Workbook - Form F.1 - BW MFD - Digital MFDs, Printers, etc. -Final-Kyocera.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.2 - Color MFD - Digital MFDs Printers etc. -Final-Kyocera.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.3 - BW Printers - Digital MFDs, Printers, etc. -Final-Kvocera.xlsx AEPA IFB 021-C Part F - Pricing Workbook - Form F.4 - Color Printers - Digital MFDs, Printers, etc. -Final-Kyocera.xlsx AEPA IFB 021-C Part F - Pricing Workbook -Form F.5-F.8 - Discount Schedules - Digital MFDs, Printers, etc. - Final-Kyocera.xlsx AEPA IFB 021-C Part F - Pricing Workbook -Form F.9-F.11 - Discounts Schedules Related Services -Digital MFDs Printers\_Kyocera.xlsx Kyocera 2020 W9.pdf Kyocera 3rd Party Delivery and Acceptance.pdf Kyocera 3rd Party Fiscal Funding Addendum.pdf Kyocera 3rd Party Lease Agreement.pdf Kyocera 3rd Party Municipal Authorization.pdf Kyocera Appendix A Direct Sales Subsidiary Directory.pdf Kyocera Appendix B Authorized Kyocera Dealers.pdf Kyocera Appendix C Current AEPA Catalog.pdf Kyocera Appendix D\_AEPA Compliance Letter.pdf Kyocera Appendix E AEPA Training Template for Dealers.pdf Kyocera Cover Letter AEPA IFB 021-C.pdf Kyocera NJ Business Registration Certificate.pdf Part D - Questionnaire - Kyocera Document Solutions America Inc..pdf Part E- Signature Forms- Kyocera Document Solutions America Inc..pdf



### Part D - QuestionnaireAssociationAEPA IFB 021-CDigital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

### **Instructions**

This questionnaire contains forms and requests for information required by AEPA for vendor evaluation for responsiveness and responsibility.

To submit the required forms, follow these steps:

- 1. Read the documents in their entirety.
- 2. Bidders must use Part D Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Annual Report, Marketing Plan).
- 3. Complete all questions.
- 4. Save all pages in the correct order to a <u>single PDF format</u> titled "*Part D Questionnaire Name of Bidding Company*".
- 5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Part D – Questionnaire – Name of Bidding Company":

Company Information Service Questionnaire Exceptions Deviations

### **Company Information**

Name of Bidding Company:	KYOCERA Document Solutions America, Inc. A wholly owned subsidiary of Kyocera Corp. located in Kyoto Japan
Company Address:	225 Sand Road
City, State, zip code:	Fairfield, NJ 07004
Website:	https://usa.kyoceradocumentsolutions.com/
Contact Person:	David T. Fikes
Title:	National Account Manager
Phone:	260-494-0548
Email:	david.fikes@da.kyocera.com

### Background

**Note:** Generally, AEPA will not accept an offer from a business that is less than five (5) years old or, which fails to demonstrate and/or establish a proven record of business. If the bidder has recently purchased an established business or, has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its investigation of the company.

This business is a: X p	ublic company		_	privately owned company
In what year was this business st	arted under its prese	nt name?	_	March 15, 1973
Under what additional, or, forme operated?	er name(s) has your b	usiness	_	Kyocera Mita America Inc.
Is this business a corporation? Date of Incorporation:	<b>No</b> March 15 <sup>th</sup> 1973	X	Yes.	If yes, complete the following:
State of Incorporation: Name of President:	California Oscar Sanchez			
Name(s) of Vice President(s):	Peter Morisco			
Name of Treasurer:	Nicholas Maimone			
Name of Secretary:	Calvin Rosen			
Is this business a partnership? Date of Partnership: State Founded: Tume of Partnership, if applicable	<u>x</u> No		Yes.	If yes, complete the following:
Type of Partnership, if applicable Name(s) of General Partner(s):				
Is this business individually own Date of Purchase: State Founded:		No		Yes. If yes, complete the following:

Name of Owner/Operator:	
Is this business different from th If yes, describe the company's for	nose identified above? <u>x</u> No Yes rmat, year and state of origin and names and titles of the principles below.
Is this business women-owned?	x No Yes
Is this business minority-owned	? <u>x</u> No <u>Yes</u>
Does this business have an Affirm	mative Action plan/statement? No Yes
<b>Business Headquarter Location</b>	bn
Business Address	225 Sand Road
City, State, zip code	Fairfield, NJ 07004
Phone	973-882-6085
How long at this address?	30 plus years
<b>Business Branch Location(s)</b>	
Branch Address	Please reference the attachment titled "Kyocera Appendix A_ Direct Sales Subsidiary Directory"
City, State, zip code	
Branch Address	
City, State, zip code	
Branch Address	
City, State, zip code	
Branch Address	
City, State, zip code	
*If more branch locations exist insert	t information here or add another sheet with the above information

<u>\*If more branch locations exist, insert information here or add another sheet with the above information.</u>

**Sales History** Provide your business's annual sales for 2018, 2019, and 2020 YTD in the United States by the various public segments.

Segmenter	2018	2019	2020 YTD
K-12 (public & private), Educational	\$3,539,214.21	\$10,950.57	\$2,153,990.94
Service Agencies			
Higher Education Institutions	\$1,091,879.71	\$646,805.49	\$414,392.07
Counties, Cities, Townships, Villages	\$3,506,113.58	\$2,179,955.07	\$759,569.13
States	\$2,410,230.97	\$2,434.025.66	\$4,946,260.26
Other Public Sector & Non-profits	\$4,098,253.12	\$1,756,887.93	\$1,626,490.76
Private Sector	\$42,862,850.22	\$32,188,187.31	\$29,471,351.93
Total	\$57,500,559.82	\$39,218,831.03	\$39,372,055.79

### Work Force

**Key Contacts and Providers:** Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	David T. Fikes	National Account Manager	260-494-0548	david.fikes@da.kyocera.com
Sales Manager	Dennis M. Lees	Senior Director National Accounts	314-38-8811	dennis.lees@da.kyocera.com
Customer & Support Manager	Laurie Paperny	Senior Admin Manger Customer Service	973-461-4026	laurie.paperny@da.kyocera.com
Distributors, Dealers, Installers, Sales Reps	Please reference th titled "Kyocera App Authorized Kyocer	oendix B_		
Consultants & Trainers	John Feuerbach	Technical Operations Manager, Service Operations	973-461-4076	john.feuerbach@da.kyocera.com
Technical, Maintenance & Support Services	John Feuerbach	Technical Operations Manager, Service Operations	973-461-4076	john.feuerbach@da.kyocera.com
Quotes, Invoicing & Payments	Teresa Billoti	Supervisor Customer Operations	973-461-4068	teresa.belotti@da.kyocera.com
Warranty & After the Sale	John Feuerbach	Technical Operations Manager, Service Operations	973-461-4076	john.feuerbach@da.kyocera.com
Financial Manager	Teresa Billoti	Supervisor Customer Operations	973-461-4068	teresa.belotti@da.kyocera.com

**Sales Force:** Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)* 

Number of Sales Reps	City	State
Please reference the attachment titled "Kyocera Appendix A_ Direct Sales		
Subsidiary Directory"		
Over 400 Sales Professionals	Nationwide	
7 National Account Managers	Nationwide	
41 Wholesale Representative	Nationwide	

**Service/Support and Distribution Centers:** Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: (*To insert more rows, hit the tab key from the last field in the State column.*)

Center Type	City	State
Please reference the attachment titled "Kyocera Appendix B_ Authorized Kyocera		
Dealers"		
KDA Regional Distribution Office	Memphis	TN
KDA Reginal Distribution Office	Irvine	CA
KDA Regional Distribution Office	Fairfield	NJ

### Marketing

**Key Marketing Contact(s):** List the name(s), title(s) and contact information of the business's key national and regional marketing office(s).

Name	Title	Phone	Email
Michele	Director, Channel Management & Event	973-882-6083	michele.mcdonald@da.kyocera.com
McDonald	Marketing		
David	National Account Manager	260-494-0548	david.fikes@da.kyocera.com
Fikes			
Teresa	Contracts Coordinator, Business Planning	973-461-4060	teresa.pitman@da.kyocera.com
Pitman			

**Marketing Activities:** Describe how this business marketed its products and services to schools, nonprofit organizations and other public sector audiences in Fiscal Year 2019–2020 (July 1 – June 30). List all conventions, conferences and other events at which this company exhibited.

• If awarded, Kyocera will introduce the agreement with a full and comprehensive launch. This launch will include complete marketing materials, product catalogs and "How-To Guides". As a part of this launch, all information will be distributed to our internal sales staff, dealer and direct branch teams. The Kyocera internal sales team will receive complete training on the entire program. All marketing materials will be posted to the Kyocera internal web site, KDACentral. In addition, our internal marketing team will design marketing materials specific to AEPA, provide for assistance on e-mail marketing, direct touch marketing, and work with Kyocera's internal sales team to educate them on the program so they in turn can educate and support the dealers and branches in their assigned territory.

**Cooperative Marketing:** Describe ways in which this business can collaborate with AEPA Member Agencies in marketing the bid. <u>Submit a marketing plan, titled Exhibit B – Marketing Plan, that would entail at a minimum, the following with their response:</u> process on how the contract will be launched to current and potential agencies, the ability to produce and maintain in full color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract, and how the contract award will be displayed/linked on the Bidder's website.

- As a current AEPA vendor, we have already performed the following activities in support of our current AEPA contract and will perform the same activities should Kyocera be awarded the new contract :
  - We've held regional webinars regarding the use of the AEPA contract with our network of nationwide dealers and branch offices.
  - Our National / Govt. Sales Team has followed up on those webinars with face to face meetings with our branch offices educating them on the AEPA contract.
  - Kyocera has created a specific AEPA catalog recognizing all the local cooperatives by name. Please reference the attachment titled "Kyocera Appendix C\_Current AEPA Catalog".
  - Kyocera has already launched the Kyocera /AEPA website and have provided that website to all of the local cooperatives.
  - Our National / Govt. Sales Team makes direct calls to AEPA customers along with our dealers in support of contract sales, and always engages the local cooperative for assistance, when needed.

**Sales Training:** Explain how your business will educate your sales force staff on the AEPA contract including timing, methods, etc.

- The Kyocera National / Govt. Sales Team will be responsible for the sales and training of the thousands of Kyocera-affiliated dealership and direct operation personnel that will have access to this contract. Below is the outline of the AEPA dealer training program. In order to ensure that all dealers participating in the program understand and will following the AEPA contract rules we ask them to sign and AEPA compliance letter, a copy of which is attached.
- Please reference the attachment titled "Kyocera Appendix D\_AEPA Compliance Letter".
- Please reference the attachment titled "Kyocera Appendix E\_AEPA Training Template for Dealers".

# **Environmental Initiatives**

Describe how your products and/or services support environmental goals. <u>https://global.kyocera.com/ecology/index.html</u>

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.). <u>https://global.kyocera.com/ecology/index.html</u>

# Independent Subcontractors, Distributors, Installers, etc.

If the Bidder is not the sole provider of all goods and services provided under this contract, the following **must be answered**:

**Selection Criteria for Independent Providers:** Describe the criteria and process by which the business selects, certifies and approves subcontractors, distributors, installers and other independent services.

• Kyocera is proud to partner with over 400 authorized dealers across the country who comply with our strict standard of excellence. Our dealer partners must maintain continuing education and certification, as well as submitting to an ongoing audit process to ensure that sales and service agents of their organizations are up to date with the latest contract terms, Kyocera technology and following contract requirements.

**Current Subcontractors, Distributors, Installers, Etc.:** Provide a list of current subcontractors, distributors, installers and other independent service providers who are contracted to perform the type of work outlined in this bid in the member agency states (listed in Part A of this IFB). Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

• Please reference the attachment titled "Kyocera Appendix B\_ Authorized Kyocera Dealers".

# Disclosures

**Financial Health (REQUIRED):** AEPA requires reports that describe the financial soundness of your organization. Accepted financial reports include balance sheets and Profit & Loss statements for the past three years (2017, 2018, 2019), a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies). Reports must be for the three years prior to this solicitation. Scan the report(s) into a PDF document and title as per the instructions.

For confidentiality, respondents may choose to send the report(s) by email directly to the AEPA Executive Director, George Wilson, at <u>georgewilson.aepa@outlook.com</u>. The reports will be held through the end of the protest period for the solicitation after which they will be destroyed. The pdf report(s)must be received by the AEPA Executive Director before the due date and time of the solicitation opening.

• Emailed to George Wilson at the above email address on August 27, 2020.

https://global.kyocera.com/ir/library/20-f.html

xNoYesLegal: Does this business have actions currently filed against it?

If **Yes,** <u>AN ATTACHMENT IS REQUIRED</u>: List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

# References

Provide contact information of your business's five largest public agency customers:

Provide contact information of your business's five largest public agency customers:					
Agency	Name	Title	Phone Number	Email	
State of LA	NYOKI	STATE	225-342-5524	<u>nyoki.elzy@la.gov</u>	
1.	"NIKKI" ELZY	PROCUREMENT			
		ANALYST			
State of Wyoming	Mandy	Senior Buyer	307-777-6718	mandy.gershmel1@wyo.gov	
2.	Gershmel				
State of NJ	Brittany	Procurement	609-292-4927	brittany.billings@treas.nj.gov	
3.	Billings	Specialist			
		Commodities Unit			
State of PA	Amy Layman	Commodity	717-346-3826	alayman@pa.gov	
4.		Specialist ITIL			
USDA	Hushai	Acting Branch	301-851-2645	hushai.matthews@aphis.usda.gov	
5.	Matthews	Chief			
		USDA APHIS			
		MRPBS AAMD			
		Printing			
		Distribution Mail			
		Copier Solutions			
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# Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this bid category. Respond to Yes/No and choice questions by using an (X). *Note: A Bidder must be <u>willing and able</u> to deliver the proposed products and/or services to 90% of the participating AEPA Member States, unless otherwise stated within Part B Technical Specifications.* 

AEPA Member States	Participating in this bid category?	Has the bidding company sold products/services in these states for the past three (3) years? (Yes or No)	If awarded, which states does the bidding company propose to sell in? (Place an X where applicable)	Indicate which states the bidding company has sales reps, distributors or dealers in. (Place an X where applicable)
California	<u>X</u>	<u>YES</u>	<u>X</u>	<u>X</u>
Colorado	<u>X</u>	<u>YES</u>	X	<u>X</u>
Connecticut	<u>X</u>	YES	X	<u>X</u>
Florida	<u>X</u>	YES	X	<u>X</u>
Georgia	<u>X</u>	<u>YES</u>	X	<u>X</u>
Illinois	X	<u>YES</u>	X	<u>X</u>
Indiana	<u>X</u>	YES	X	<u>X</u>
Iowa	<u>X</u>	YES	X	<u>X</u>
Kansas	<u>X</u>	<u>YES</u>	X	<u>X</u>
Kentucky	X	<u>YES</u>	X	<u>X</u>
Massachusetts	<u>X</u>	YES	X	<u>X</u>
Michigan	<u>X</u>	YES	X	<u>X</u>
Minnesota	<u>X</u>	YES	<u>X</u>	<u>X</u>
Missouri	X	YES	X	X
Montana	<u>X</u>	YES	X	<u>X</u>

Nebraska	<u>X</u>	YES	<u>X</u>	<u>X</u>
New Jersey	<u>X</u>	<u>YES</u>	<u>X</u>	<u>X</u>
New Mexico	<u>X</u>	<u>YES</u>	X	<u>X</u>
North Dakota	<u>X</u>	<u>YES</u>	X	<u>X</u>
Ohio	<u>X</u>	<u>YES</u>	X	<u>X</u>
Oregon	X	<u>YES</u>	X	<u>X</u>
Pennsylvania	X	<u>YES</u>	X	<u>X</u>
South Carolina	<u>X</u>	<u>YES</u>	X	<u>X</u>
Texas	<u>X</u>	<u>YES</u>	X	<u>X</u>
Virginia	<u>X</u>	<u>YES</u>	X	<u>X</u>
Washington	<u>X</u>	<u>YES</u>	X	<u>X</u>
West Virginia	<u>X</u>	<u>YES</u>	X	<u>X</u>
Wisconsin	<u>X</u>	<u>YES</u>	<u>X</u>	<u>X</u>
Wyoming	<u>X</u>	<u>YES</u>	<u>X</u>	<u>X</u>

e-Commerce: Does this business have an e-commerce website?	Х	No	Yes
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If YES, what is the website?

**Customer and Support Service:** It is understood depending on the type, kind and level of products and/or services being proposed in response to this bid will impact and determine the type and level of services required and these are identified in Part B Bid Specifications of this IFB.

Does this business have online customer support options?	No	Х	Yes
Does this business have a toll-free customer support phone option?	No	Х	Yes
Does this business offer local customer and support service options?	No	Х	Yes

<b>Training:</b> If applicable, does this business offer customer training for the products		Х	
and services sold?	No		Yes

If YES, describe what types/kinds of training you offer, the venues where training occurs and the location(s) of your trainers, include number of staff dedicated to training and their qualifications and hours of operation.

- All training, installation is included in the pricing.
- All dealers are required to take and pass training on all Kyocera equipment and software before they are authorized to sell any Kyocera product.

# **Pricing:**

Is your pricing methodology guaranteed for the term of the contract?	No	Х	Yes
Will you offer customized price lists to participating entities as required per the pricing terms of Part A?	No	Х	Yes
Will you offer hot list pricing (optional) as described in the pricing terms of Part A? X	No		Yes
Will you offer volume price discounts as described in the pricing terms of Part A? X	No		Yes

• Spot reductions are available.

**Competitiveness:** In order for your bid to be considered, your company must offer AEPA prices that are equal to or <u>lower</u> than those normally offered to individual entities or cooperatives with equal or lower volume.

### AEPA IFB 021-C Part D – Questionnaire

		Λ	
Is the pricing that is proposed to AEPA equal to or lower than pricing your company offers to individual entities or cooperatives with equal to or lower volume?	No		Yes
Indicate which of the following apply and the <b>level of competitive range</b> you are offering in	respon	se to th	is IFB.
X Pricing offered to AEPA is EQUAL TO pricing offered to individual customer a	nd/or c	ooperat	ives.
Pricing is LESS THAN individual customer and/or cooperatives. Lower by		%	
<b>Cooperative Contracts:</b> Does your business currently have contracts with other cooperatives (local, regional, state, national)?	No	X	Yes
<ul> <li>If YES, identify which cooperative and the respective expiration date(s).</li> <li>NASPO 12/31/2021, OMNIA 02/27/2023, PEPPM 12/31/2021, DIR 08/09/2121</li> </ul>			

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

• The Kyocera / AEPA relationship has been ongoing for over 10yrs, and we will continue to propose AEPA contract when it best fits the needs and requirements of the customer.

Administ	Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members'					
administra	administrative fee. Mark with an "X".					
	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping,					
	handling, administrative fee and other specific state costs are added to arrive at total price offered to					
	the Individual AEPA Member Agency.					
	The pricing for the products and/or services is inclusive of the administrative fee and therefore the					
	pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs					
	are added to the adjusted AEPA Member Agency's price.					
Х	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee,					
	other) costs to arrive at a single price for all AEPA Member Agencies.					

Shipping & Handling: Orders that are \$50.00 or more shall include shipping and handling.\$0.00What is the flat rate your company will charge, regardless of where shipped in the continentalUnited States, for orders less than \$50.00?

Product Returns: Does your business have a return policy?NoXYes

If YES, describe your return policy and if you charge a restocking fee, what is it? (AEPA allows up to 15% for supplies and up to 25% for equipment).

• There is a 15% restocking fee for both supplies and equipment.

<b>Payment Terms:</b> Will your business offer AEPA buyer's a quick pay	Х		
discount?		No	Yes

v

**Leasing:** Do your business offer leasing arrangements under this **No** X **Yes** bid?

If Yes, please indicate the rate factor and other cost factors below.

Lease Terms	FMV Purchase Option*	\$1 out Purchase Option*
12 month	.08728	.0875
24 month	.04561	.04568
36 month	.03158	.03160
48 month	.02470	.02472
60 month	.02056	.02060

\*The rates herein are valid for 30 days, thereafter the pricing is indexed against like term SWAP interest rates as of 8/28/20, as published in the ICE Report Center daily update referencing USD Rates 1100 (https://www.theice.com/marketdata/reports/180).

# If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Re	esponsibilities of an AEPA Vendor Partner	<b>Yes,</b> indicate with an "X"	<b>No,</b> indicate with an "X"
1.	Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	Х	
2.	Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	Х	
3.	Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	Х	
4.	Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	Х	
5.	On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	Х	
6.	Have ongoing communication with the Bid Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	Х	
7.		Х	
8.	Participate in national and local conference trade shows to promote the AEPA contracts including, but not limited to the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).	Х	

9.	Increase sales over the term of the contract with all participating AEPA	Х	
	Member Agencies.		

# Exceptions

## Instructions:

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Exceptions to local, state or federal laws cannot be accepted under this bid.

**No**, this bidder does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.

X **Yes**, this bidder has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this IFB.

IFB Section and Page Number	Outline Number	Term and Condition	Exception
PART B – SPECIFICATIONS, PG 7	P.22-9.27		When leasing, the attached lease agreement terms and conditions takes precedence.

# **Deviations**

Instructions:

- 1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
- 2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
- 3. If adding pages, the bidder's name and identifying information as to which item the response refers must appear on each page.
- 4. Deviations to local, state, or federal laws cannot be accepted under this bid.

**No**, this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.

X **Yes**, this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation

# Part E – Signature Forms AEPA IFB 021-C



Digital Multi-Function Devices, Printers, Document Lifecycle Accessories and Services

# **Instructions**

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

- 1. Read the documents in their entirety.
- 2. Complete all forms and sign when required.
- 3. Once signed, place notary stamp in the delegated area on the Bid Affidavit.
- 4. Return the forms and pages in their correct order and scan one (1) single PDF format titled "Part E Signature Forms Name of Bidding Company" (i.e. one PDF document for all signature forms).
- 5. Submit Part E, along with other required documents in Public Purchase.

AEPA does not allow electronic signatures.

\*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as <u>one (1), single PDF</u> titled "Part E – Signature Forms – Name of Bidding Company".

<u>Uniform Guidance "EDGAR" Certification Form</u> – \*signature required <u>Bid Affidavit</u> – \*signature required <u>Acceptance of Bid & Contract Award</u> – \*signature required

# Uniform Guidance "EDGAR" Certification Form 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent's willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent's authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A "No" response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

### 1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent's return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency's provision shall control.

# 3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Respondent agrees that such provision applies to any participating agency purchase or contract that meets the definition of

"federally assisted construction contract" in 41 CFR Part 60-1.3 and Respondent agrees that it shall comply with such provision.

### 4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at <u>www.wdol.gov</u>. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent's acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

### 5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

### 6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

# 7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

# 8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

# 9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

# 10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

# 11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFRR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

# 12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

Respondent Certification (By Item)	<u>Respondent</u> <u>Certification:</u> YES, I agree or NO, I do NOT agree	
1. Violation of Contract Terms and Conditions	Yes	Pm
2. Termination for Cause of Convenience	Yes	Pm
3. Equal Employment Opportunity	Yes	m
4. Davis-Bacon Act	Yes	PM
5. Contract Work Hours and Safety Standards Act	Yes	Pm
6. Right to Inventions Made Under a Contract or Agreement	Yes	Pm
7. Clean Air Act and Federal Water Pollution Control Act	Yes	Pm
3. Debarment and Suspension	Yes	Pm
9. Byrd Anti-Lobbying Amendment	Yes	Pm
10. Procurement of Recovered Materials	Yes	Pm
11. Profit as a Separate Element of Price	Yes	Pm
12. General Compliance with Participating Agencies	Yes	Pm
	L	1

By <u>initialing the table</u> (1-12) and <u>signing below</u>, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

# Kyocera Document Solutions America Inc.

Name of Business

Fite u-

Signature of Authørized Representative

Peter Morisco Printed Name

8/19/2020

Date

BENJAMIN BOGGIA NOTARY PUBLIC OF NEW JERSEY Commission # 50116926 My Commission Expires 11/14/2024

# **Solicitation Affidavit**

**Instructions:** This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

- 1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the *Member Agency*, or any employee thereof, or any person, business or corporation under contract with the *Member Agency* whereby the Respondent, in order to induce the acceptance of the foregoing bid by the *Member Agency*, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
- 2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
- 3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the *Member Agency*, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
- 4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
- 5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
- 6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
- 7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Peter Morisco	2	225 Sand Roa	d	
Authorized Representative (Please print or type)	Ν	Mailing Addres	ŝs	
Vice President of Channel Sales		Fairfield, NJ (	07004	
Title (Please print or type)	C	City, State, Zip		
tet W/m -		8/19/2020		
Signature of Authorized Representative	Ľ	Date		
Subscribed and sworn to before me this	19th		day of	August 2020
Notary Public in and for County of	Bergen		State of	NJ
My commission expires on	11/14/2024		Signature	Banjawin Boggio
	111 - 111		NOTAR	ENJAMIN BOGGIA Y PUBLIC OF NEW JERSEY nmission # 501 16926 nmission Expires 11/14/2024 Enter Notary Stamp
AEPA IFB 021-C Part E – Signature Forms	6	19-19-19	Due Date:	SEPTEMBER 9, 2020 at 1:30 p.m. ET



**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

# **PART I: RESPONDENT**

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	Kyocera Document Solutions America Inc.	Date	8/19/2020
Address	225 Sand Road	City, State Zip	Fairfield, NJ 07004
Contact Person	David Fikes	Title	National Account Manager
Authorized Signature	tet Man -	Title	Vice President of Channel Sales
Email	Peter.Morisco@da.kyocera.com	Phone	973-461-4074

# PART II: AWARDING MEMBER AGENCY

day of		Contract Number	
	3/1/2021	Or	
	day of		

# **Solicitation Checklist**

**Instructions:** Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their <u>specified/required format</u>, by the due date and time listed for this solicitation. <u>Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation</u>. Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

"x" Document Title, Uploaded to Public Purchase (Respondent must submit documents in the required title/format)	Format of Uploaded Document	Notes
Part D - Questionnaire - Name of Responding	Single, Scanned PDF	Required.
Company		
Includes:		
Company Information		
Service Questionnaire		
• Exceptions		
Deviations		
Part E – Signature Forms – Name of Responding	Single, Scanned PDF	Required.
Company		Signatures required.
Includes:		
Uniform Guidance "EDGAR" Certification		
Bid Affidavit		
• Acceptance of Bid & Contract Award		
Part F – Pricing Schedule – Name of Responding	Excel Workbook	Required.
Company		
Price List/Catalog – Name of Responding Company	Upload PDF	Required.
Exhibit A - Financial Health Document(s) - Name of	Scanned PDF	Required. Not
Responding Company		provided by AEPA,
		Respondent Created
Exhibit B – Marketing Plan – Name of Responding	Scanned PDF	Optional. Not
Company		provided by AEPA,
		Respondent Created
Exhibit C – Warranties, Additional Services – Name	Scanned PDF	Optional. Not
of Responding Company		provided by AEPA,
		Respondent Created
Exhibit D – Additional Discounts – <i>Name of</i>	Scanned PDF	Optional. Not
Responding Company		provided by AEPA,
		Respondent Created

		Part F.1 - Volume Discounts Schedule	iscounts Schedule	
	AEPA IFB #021-C Di	FB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	Devices, Printers, Do	ocument Lifecycle
Association of Educational		Accessories & Services	& Services	
PURCHASING AGENCIES	<b>Bidding Company Name:</b>	Kyocera Document Solutions America Inc.	ons America Inc.	
Pricing: Volume Band I BW 500 to 10,000			<b>Evaluation Vo</b>	Evaluation Volume = 2,000 per month
Proposed Model	Proposed Model: ECOSYS M2040dn			
Proposed Options	Proposed Options: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 472.00	\$ 32.00	\$ 1,152.00	\$ 1,624.00
Minimum 30 PPM Digital A4 MFD;42 PPM Print, Scan, Copy yes_X_ or No 8.5 X 11 to 8.5 X 1 4 Available Paper Sizes Single Drawer 250 orSheets 50 sheet By-Pass Options: Document Feeder Additional Paper Drawer	Included in Base Model \$ 59.00 \$ Total Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost ber Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression				L Ud)
Tier 1: No Minimum	\$ 0.016	\$ 0.016	\$ 0.017	\$ 0.018
Tier 2: 500 Impressions Per Month Minimum	\$ 0.0155	\$ 0.0155	\$ 0.0165	\$ 0.0175
Tier 3: 1,000 Impressions Per Month Minimum	\$ 0.0153	\$ 0.0153	\$ 0.0163	\$ 0.0173

**COPIER PRICING CHART** 

# **COPIER PRICING CHART VOLUME BAND II**



# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule

Accessories & Services

Kyocera Document Solutions America Inc. **Bidding Company Name:** 

Proposed Model: ECOSYS M3645idn Pricing: Volume Band II BW 2,500 to 18,000

**Evaluation Volume = 6,000 per month** 

	Informationali Fronts Montalian			
Proposed Options	Proposed Options: Print/Copy/Scan/Fax			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		Supplies for 1 Month Based on	Supplies for 36 Months Based	Based on 36 Month
		Evaluation Volume & Tier 1 Pricing	on Evaluation Volume & Tier 1 Pricing	Amortization Plus CPI
Minimum Configuration	\$ 1,152.00	\$ 47.40	\$ 1,706.40	\$ 2,858.40
Minimum 40 PPM Digital A4 MFD:47 PPM				
Copy, Print, Scan: _X_ Yes No				
8.5 X 11 to 8.5 X 14 Available Paper Sizes				
Document Feeder				
Auto Duplex				
Single Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution600 x 600				
Standard Copier Memory1GB				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution 600 DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory1GB				
Standard Trayless Auto Duplex				
Standard interface: 10/100/1000BaseTX				
USB interface: yes <u>x</u> No				
Enhanced Software solution capability				
Print Drive Compatibility Windows/Apple Version:				
Windows 7 or Later, Max OS v10.5 or Later				
Outions.				
Additional Paper Drawers	\$ T12.00			
Finisher 30 Sheet Auto Staple One Position	N/A			
Fax Feature (with network faxing)	Included in Base Model			
Cabinet	\$ 166.00			
	1			

**Supplies Cost per Impression** 0.0089 0.0086 0.0081 Greater than 75 Miles Full Service Maintenance & Zone 4: repn θ Ś 0.00840.0081 0.0077 Maintenance & Supplies Cost 50 to 75 Miles Full Service per Impression (CPI) Zone 3: 0.0076 0.0079 0.0073 Maintenance & Supplies Cost 25 to 50 Miles Full Service per Impression (CPI) Zone 2: Local Full Service Maintenance & Supplies Cost per Impression 0.0079 0.0076 0.0073 Zone 1: (CPI) Tier 2: 1,000 Impressions Per Month Minimum AEPA TEero3: 3. 900 Cumressings Ber Month Minimum Full Service Maintenance & Supply Cost Per **Tier 1: No Minimum** Impression

COPIER PRICING CHART VOLUME BAND II



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Kyocera Document Solutions America Inc. Pricing: Volume Band II BW 2,500 to 18,000

**Evaluation Volume = 6,000 per month** 

			L'VAIMAUUII VU	Evaluation volution $= 0,000$ per information
Proposed Model: TA / CS 3212i	TA / CS 3212i			
Proposed Options: Print/Copy/Scan	Print/Copy/Scan			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on	Full Service Maintenance & Supplies for 36 Months Based	Purchase Cost of Operation Based on 36 Month
		Evaluation Volume & Tier 1 Pricing	on Evaluation Volume & Tier 1 Pricing	Amortization Plus CPI
Minimum Configuration	\$ 1,605.00	\$	\$ 1,706.40	\$ 3,311.40
Minimum 25 PPM Digital MFD:32 PPM				
Copy, Print, Scan: Yes No				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Auto Duplex				
Dual Drawer 250 Sheets Each				
50 sheet By-Pass				
Scan Resolution 600dpi				
Standard Copier Memory 2GB				
Network, Print, Scan, Copy				
Scan Resolution 600DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _2GB				
Standard Trayless Auto Duplex				
Standard interface: 10/100/1000BaseTX				
USB interface: yes x No				
Print Drive Compatibility Windows/Apple Version:				
Windows 7 or Later, Max 0S v10.5 or Later				
Options:				
Document Feeder	\$ 510.00			
Additional Paper Drawers	\$ 579.00			
Finisher 30 Sheet Auto Staple One Position	\$ 693.00			
Fax Feature (with network faxing)	\$ 520.00			
Cabinet	\$ 129.00			
	Zone 1:	_	Zone 3:	Zone 4:
	Local Full Service Maintenance & Supplies Cost per Impression	25 to 50 Miles Full Service Maintenance & Supplies Cost	50 to 75 Miles Full Service Maintenance & Supplies Cost	Greater than 75 Miles Full Service Maintenance &

0.0089 0.0081 **Supplies Cost per Impression** 0.0086 Maintenance rrpn S S 0.0081 0.0084 per Impression (CPI) 0.0076 0.0079 ntenance & supplies ( per Impression (CPI) 0.0079 0.0076 (CPI) nddne Tier 2: 1,000 Impressions Per Month Minimum ฉั<del>โค</del>ช สิคชิ (1900 มีพุฒระธรรคตรใหญ่ MomthPM ผู้พ่ญทนท Full Service Maintenance & Supply Cost Per **Tier 1: No Mimimum** Impression

	COPIER P	COPIER PRICING CHART VOLTIME BAND III Part F.1 - Volume Discounts Schedule	liscounts Schedule	
Association of Educational	AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services	tal Multi-function Dev s	vices, Printers, Docum	ent Lifecycle
	Bidding Company Name:	Kyocera Document Solutions America Inc.	ons America Inc.	
Pricing: Volume Band III BW 5,000 to 25,000	5,000		Evaluation Volume	ume = 10,000 per month
Proposed Model: TA Proposed Options: Prin	Proposed Model: TA / CA 4012i Proposed Options: Print/Copv/Scan			
•	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 2,592.00	\$ 85.00	\$ 3,060.00	\$ 5,652.00
B:5 X 11 to 11 X 1/ Available Paper Sizes Dual Drawer 500 Sheets Color GUI Interface Network, Print, Scan, Copy Scan Resolution _600 DP1 Emulations: PCL Postscript For Networked Units: Standard Memory _2GB Standard Trayless Auto Duplex Network Connectivity: 10/100/1000BaseTX USB interface: yes	810.00           5         621.00           5         579.00           5         579.00           5         579.00           5         579.00           5         579.00           6         302.00           5         1,800.00           6         1,800.00           6         1,800.00           6         1,800.00           6         1,800.00           6         1,800.00           7         1,800.00           8         1,800.00           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1           1         1 <tr tr=""> <tr td="">     &lt;</tr></tr>			
Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression <i>C</i> PD
Tier 1: No Minimum	\$ 0.0085	\$ 0.0085	0600.0	\$ 0.0095
Tier 2: 500 Impressions Per Month Minimum		e e		
Tier 3: 10,000 Impressions Per Month Minimum				

AEPA IFB 009-D NonColor Pricing Form - Part D

# **Evaluation Volume = 15,000 per month** AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule Bidding Company Name: Kyocera Document Solutions America Inc. **COPIER PRICING CHART VOLUME BAND IV** Accessories & Services T A / CC 4 003

AEPA	Association of Educational
	Asso

# Pricing: Volume Band IV BW 8,000 to 30,000

Proposed Model: TA/ CS 4003i	l: TA/ CS 4003i			
Proposed Options	Proposed Options: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		Supplies for 1 Month Based on	<b>Supplies for 36 Months Based</b>	Based on 36 Month
		Evaluation Volume & Tier 1	on Evaluation Volume & Tier 1	Amortization Plus CPI
		Pricinα	Pricina	
Minimum Configuration	\$ 3,052.00	\$ 127.50	\$ 4,590.00	\$ 7,642.00
Minimum 40 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or _150 sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
For Networked Units: Standard Memory4GB				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory 4GB				
Standard Trayless Auto Duplex				
Network Connectivity: 10/100/1000BaseTX				
USB interface: yes <u>X</u> No				
Print Drive Compatibility Windows/Apple Version:				
Windows 7 or Later, Max OS v10.5 or Later				
Standard RADF				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Punch Unit				
Basic Finisher	\$ 1,125.00			
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (320_ GB Minimum)	Included in Base Model			
$\circ$	Included in Base Model			
Wireless NIC	\$ 306.00			
Fax Feature (with Network Faxing)	\$ 520.00			
	Zone 1: Local	Zone 2:	Zone 3:	Zone 4:
	Full Service Maintenance &	25 to 50 Miles Full Service	50 to 75 Miles Full Service	Greater than 75 Miles Full
Full Service Maintenance & Sunnly Cost Per	Supplies Lost per impression	Maintenance & Supplies Lost	Maintenance & Supplies Lost	Service Maintenance &

AEPA IFB 009-D NonColor Pricing Form - Part D

Tier 3: 15,000 Impressions Per Month Minimum Tier 1: No Minimum Tier 2: 8,000 Impressions Per Month Minimum

0.0095 0.0092 0.0087

0.0083 \$ 0.0090 0.0087

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0.0079 \$ 0.0085

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0.0085 0.0082 0.0079

Supplies Cost per Impression

per Impression (CPI)

(CPI)

Full Service Maintenance & Supply Cost Per

Impression

per Impression (CPI)

# COPIER PRICING CHART VOLUME BAND V



# Part F.1 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Pricing: Volume Band V BW 10,000 to 45,000 extended to the second 
Evaluation Volume = 20,000 per month

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riichig: voluine danu v dw 10,000 to 43,000			EVALUATION VOL	<u>Evaluation volume = 20,000 per montri</u>
Proposed Model:	Model: TA / CS 5003i			
Proposed Options:	Proposed Options: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1 Devicing	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 3,398.00	\$	\$ 5,040.00	\$ 8,438.00
Minimum 50 PPM Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
200 or _150_ sheet Multi-Purpose Tray				
Scan Resolution600 DPI				
For Networked Units: Stand. Memory4GB				
Color GUI Interface				
Network, Print, Scan, Copy				
Scan Resolution _600 DPI				
Emulations: PCL Postscript				
For Networked Units: Standard Memory4GB				
Standard Trayless Auto Duplex				
Network Connectivity: 10/100/1000BaseTX				
USB interface: yes No				
Print Drive Compatibility Windows/Apple Version:				
Windows 7 or Later, Max OS v10.5 or Later				
Printer Hard Drive ( _320_ GB)				
Standard Trayless Auto Duplex				
Standard RADF				
Cabinet				
Options:				
Dual scan document feeder	\$ 810.00			
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Punch Unit	\$ 302.00			
Basic Finisher				
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (320 GB Minimum)	Included in Base Model			
Hard Drive Erase (ISO standard 15408)	Included in Base Model			
Wireless NIC	\$ 306.00			
Fax Feature (with Network Faxing)	\$ 520.00			

	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance & 25 to 50 Miles Full Service	25 to 50 Miles Full Service	50 to 75 Miles Full Service	<b>Greater than 75 Miles Full</b>
	Supplies Cost per Impression	Maintenance & Supplies Cost	Maintenance & Supplies Cost	Service Maintenance &
rull Service Maintenance & Supply Lost Per Impression	(CP1)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Tier 1: No Minimum	0.007	0.007	0.0075	0.008
Tier 2: 10,000 Impressions Per Month Minimum	0:0066	0.0066	0.007	0.0074
Tier 3: 25,000 Impressions Per Month Minimum	0.0062	0.0062	0.0065	0.0068

# COPIER PRICING CHART VOLUME BAND VI



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.1 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Kyocera Document Solutions America Inc. Pricing: Volume Band VI BW 25,000 to 100,000

Evaluation Volume = 50,000 per month

	u
003i	by/Scal
CS 6	t/Co]
TA/	Prin
oposed Model: TA / CS 6003i	osed Options:
Pro	Prop

oy/Scan		
Purchase Price	Full Service Maintenance &	Full Service Mainte

Proposed Uptions: Print/Copy/Scan	: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		Supplies for 1 Month Based on	<b>Supplies for 36 Months Based</b>	Based on 36 Month
		Evaluation Volume & Tier 1 Pricing	on Evaluation Volume & Tier 1 Pricing	Amortization Plus CPI
Minimum Configuration	\$ 4,534.00	\$ 295.00	\$ 10,620.00	\$ 15,154.00
Minimum 60 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 or Sheets				
Single 3,000 Sheet Paper Deck				
100 or _150_ sheet Multi-Purpose Tray				
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory _4GB				
Standard Trayless Auto Duplex				
Network Connectivity: _10/100/1000BaseTX_				
USB interface: yes <u>x</u> No				
Print Drive Compatibility Windows/Apple Version: Windows 7				
or Later, Max OS v10.5 or Later				
For Networked Units: Standard Memory4GB				
Standard _320_ GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Punch Unit	\$ 302.00			
Basic Finisher	\$ 628.00			
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (_320_ GB Minimum)	Included in Base Model			
Hard Drive Erase (ISO standard 15408)	Included in Base Model			
Wireless NIC	\$ 306.00			
Fax Feature (with Network Faxing)	\$ 520.00			
	Zone 1: Local	Zone 2:	Zone 3:	Zone 4:
	Full Service Maintenance &	25 to 50 Miles Full Service	50 to 75 Miles Full Service	Greater than 75 Miles Full
	Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost	Maintenance & Supplies Cost	Service Maintenance &
Eull Couries Meintennes & Cumbr Cost Don Immersion		per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression
Full Service Maintenance & Supply cost ref πηρι ession				rpn

005

0.00520

0.0049 0.0054

0.0054 0.0049

Tier 1: No Minimum Tier 2: 25,000 Impressions Per Month Minimum Tier 3: 40,000 Impressions Per Month Minimum

COPIER PRICING CHART VOUME BAND VII



# Part F.1 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle

Accessories & Services Kyocera Document Solutions America Inc. Pricing: Volume Band VII BW 50,000 to 250,000

**Evaluation Volume = 100,000 per month** 

			EVALUATION VUIUI	<u>Evaluationi voluine – too,ood pel inditui</u>
Proposed Model:	TA / CS 8003i			
Proposed Options:	Print/Copy/Scan			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on	Full Service Maintenance & Supplies for 36 Months Based	Purchase Cost of Operation Based on 36 Month
		Evaluation Volume & Tier 1 Pricing	on Evaluation Volume & Tier 1 Pricing	Amortization Plus CPI
Minimum Configuration	\$ 7,273.00	\$	\$ 17,280.00	\$ 24,553.00
Minimum 75 PPM Console Digital MFD				
8.5 X 11 to 8.5 X 17 Available Paper Sizes				
Dual Drawer 500 or Sheets				
Single 3,000 Sheet Paper Deck				
100 or _150_ sheet Multi-Purpose Tray	_			
Color GUI Interface				
Network, Print, Scan, Copy				
Emulations: PCL Postscript				
For Networked Units: Standard Memory 4.5GB				
Standard Trayless Auto Duplex				
Network Connectivity: 10/100/1000BaseTX				
USB interface: ves x No				
Print Drive Compatibility Windows/Apple Version: Windows 7				
or Later, Max OS v10.5 or Later				
For Networked Units: Standard Memory4.5GB				
Standard _320GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Standard Dual Scan Document Processor				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 375.00			
Punch Unit	\$ 302.00			
Basic Finisher	\$ 1,125.00			
Saddle Stitch Finisher				
Printer Hard Drive (320_ GB Minimum)	Included in Base Model			
Hard Drive Erase (ISO standard 15408)	Included in Base Model			
Wireless NIC	\$ 306.00			
Fax Feature (with Network Faxing)	\$ 520.00			

Full Service Maintenance & Supply Cost Per Impression	Zone 1:     Local     Zone 2:       Full Service Maintenance & Supplies     25 to 50 Miles Full Service       Cost per Impression (CPI)     Maintenance & Supplies Cos       per Impression (CPI)     per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CP1)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Tier 1: No Minimum	0.0048	0.0048	0.005	0.0052
Tier 2: 50,000 Impressions Per Month Minimum	0.0042	0.0042	0.0043	0.0044
Tier 3: 100,000 Impressions Per Month Minimum	0.0039	62000	0.004	0.0041

AEPA IFB 009-D NonColor Pricing Form - Part D

	Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	Part F.1 – Volume Discounts Schedule gital Multi-function Devices, Printers,	iscounts Schedule Devices, Printers, D	ocument Lifecycle
Association of Educational	ng Company Name:	Accessories & Services Kyocera Document Solutions America Inc.	& Services ins America Inc.	
Pricing: Volume Band VIII BW 100,000 to 500,000 Promosed Model: TA / CS	00,000 : TA / CS 9003i		Evaluation Volu	<u>Evaluation Volume = 250,000 per month</u>
Proposed Options: None	: None			
	Purchase Price	Full Service Maintenance & Supplies for 1 Month Based on Evaluation Volume & Tier 1	Full Service Maintenance & Supplies for 36 Months Based on Evaluation Volume & Tier 1	Purchase Cost of Operation Based on 36 Month Amortization Plus CPI
Minimum Configuration	\$ 8,196.00	\$ 1,200.00	\$ 43,200.00	\$ 51,396.00
Minimum 90 PPM Console Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 300 Sheets Single 3,000 Sheet Paper Deck				
150 or sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable Color CIII Interface	-			
Network Print Scan Conv				
Emulations: PCL Postscript				
For Networked Units: Standard Memory 4.5GB				
Standard Trayless Auto Duplex Network Connectivity: 10/100/1000BaseTY	-			
USB interface: ves x No				
Ξ				
For Networked Units: Standard Memory 4.5GB				
Standard 20 or320GB Copier Hard Drive				
Standard Trayless Auto Duplex				
Dual Scall DOCULIENT FLORESSOL Obtions:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers				
Punch Unit				
Basic Finisher Soddlo Stitch Einishor	\$ 1,125.00 \$ 1,800.00			
Duintor Unud Duino ( 200 CD Minimum)	Indud in Base Mee			
0	Included in Base Model			
Wireless NIC	\$ 306.00			
Fax Feature (with Network Faxing)				
	Zone 1:	Zone 2:	Zone 3:	Zone 4:
	Local Full Service Maintenance & Supplies Cost per Impression	25 to 50 Miles Full Service Maintenance & Supplies Cost	50 to 75 Miles Full Service Maintenance & Supplies Cost	Greater than 75 Miles Full Service Maintenance &
	(CPI)	per Impression (CPI)	per Impression (CPI)	Supplies Cost per Impression (CPI)
Full Service Maintenance & Supply Cost Per Impression				
Tior 1. No Minimum	00000	0 0010	0000	0 0053
Tier 2: 100 000 Impressions Per Month Minimum	0.0040	0.0048	0.003	2000.0
Tier 3: 250,000 Impressions Per Month Minimum	0.0039	0.0039	0.004	0.0041

AEPA IFB 009-D NonColor Pricing Form - Part D

# COPIER PRICING CHART VOLUME BAND VIII



# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule

Accessories & Services

Bidding Company Name: Kyocera Document Solutions America Inc.

Color Evaluation Volume =

500

SM SVSOJA

Pricing: Volume Band I Color 500 to 1,000

Proposed Model	Proposed Model: ECOSYS M6630cidn			
Proposed Options	Proposed Options: Print/Copy/Scan/Fax			
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume &	Full Service Maintenance & Color Supplies for 1 MonthFull Service Maintenance & Color Supplies for 36 MonthsBased on Evaluation Volume & Based on Evaluation Volume &Based on Evaluation Volume & Based on Evaluation Volume &	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$ 1,929.00	<b>\$ 29.10</b>	\$ 1,047.60	\$ 2,976.60
30 PPM B&W 30 PPM Color Digital A4 MFD				
8.5 X 11 to 8.5 X 14 Available Paper Sizes				
Single Drawer 500 Sheets				
100 orsheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Additional Paper Drawer	N/A			
Fax Feature (with Network Faxing)	Included in Base Model			
Printer Hard Drive (40 or GB Minimum)	Included in Base Model			

Full Service Maintenance & Supply Cost Per Impression	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 2: 25 to 50 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPD)
Tier 1: No Mimimum Color	\$ 0.0632	\$ 0.0632	\$ 0.0682	\$ 0.0732
Tier 1: No Mimimum Black & White	\$ 0.0133	\$ 0.0133	\$ 0.0138	\$ 0.0143
Tier 2: 500 Impressions Per Month Minimum Color	\$ 0.0582	\$ 0.0582	\$ 0.0632	\$ 0.0682
Tier 2: 500 Impressions Per Month Minimum Black & White	\$ 0.0133	\$ 0.0133	\$ 0.0138	\$ 0.0143
Tier 3: 1,000 Impressions Per Month Minimum Color	\$ 0.0582	\$ 0.0582	\$ 0.0632	\$ 0.0682
Tier 3: 1,000 Impressions Per Month Minimum Black & White	\$ 0.0133	\$ 0.0133	\$ 0.0138	\$ 0.0143

# COLOR COPIER PRICING CHART VOLUME BAND II



# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Pricing: Volume Band II 1,000 to 3,000

Bidding Company Name: Kyocera Document Solutions America Inc. Color Evaluation Volume =

1,000

Proposed Model: TA / CS 2553ci Proposed Options: Print/Copy/Scan

Proposed Uptions: Print/copy/scan	Frint/copy/scan			
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month	Full Service Maintenance & Color Supplies for 36 Months	Purchase Cost of Operation Based on 36 Month
		Based on Evaluation Volume & Based on Evaluation Volume & Tier 2 Color	Based on Evaluation Volume & Tier 2 Color	Ammortization Plus CPI
Minimum Configuration	\$ 3,130.00	\$ 45.00	\$ 1,620.00	\$ 4,750.00
25 PPM B&W 20 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or150sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 638.00			
Dual Scan Document Processor	\$ 810.00			
Additional Paper Drawers	\$ 579.00			
3 - Hole Drill	\$ 302.00			
Basic Finisher	\$ 628.00			
Printer Hard Drive (_3206B Minimum)	Included in Base Model			
Fax Feature (with Network Faxing)	\$ 520.00			

	Zone 1: Local	Zone 3:	Zone 4:
	Full Service Maintenance &	50 to 75 Miles Full Service	Greater than 75 Miles Full
	Supplies Cost per Impression	Maintenance & Supplies Cost	Service Maintenance &
Full Service Maintenance & Supply Cost Per Impression	(CP1)	per Impression (CPI)	Supplies Cost per Impression (CPD)
Tier 1: No Mimimum Color	\$ 0.0500	\$ 0.0055	\$ 0.0650
Tier 1: No Mimimum Black & White	\$ 0.0075	\$ 0.0080	\$ 0.0085
Tier 2: 1,000 Impressions Per Month Minimum Color	\$ 0.0450	\$ 0.0500	\$ 0.0600
Tier 2: 1,000 Impressions Per Month Minimum Black & White	\$ 0.0075	\$ 0.0080	\$ 0.0085
Tier 3: 2,500 Impressions Per Month Minimum Color	\$ 0.0450	\$ 0.0500	\$ 0.0600
Tier 3: 2,500 Impressions Per Month Minimum Black & White	\$ 0.0075	\$ 0.0080	\$ 0.0085

AEPA IFB 009-D Color Copier Pricing Form - Part D

COLOR COPIER PRICING CHART VOLUME BAND III



AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Kyocera Document Solutions America Inc. Color Evaluation Volume =

5,000

Pricing: Volume Band III 2,000 to 10,000

				/ -
Proposed Model: TA/	: TA / CS 3253ci			
Proposed Options:	Proposed Options: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	<b>Purchase Cost of Operation</b>
		<b>Color Supplies for 1 Month</b>	<b>Color Supplies for 36 Months</b>	Based on 36 Month
		Based on Evaluation Volume & Tier 2 Color	Based on Evaluation Volume & Tier 2 Color	Ammortization Plus CPI
Minimum Configuration	\$ 3,169.00	\$ 202.50	7,290.00	\$ 10,459.00
30 PPM B&W 30 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or150sheet Multi-Purpose Tray				
Scan Resolution True 600 DPI capable				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Dual Scan Document Processor	\$ 810.00			
Finisher with 3 - Hole Drill	\$ 693.00			
Basic Finisher	\$ 628.00			
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (320_ GB Minimum)	Included in Base Model			
Fax Feature (with Network Faxing)	\$ 520.00			
	Zone 1:	Zone 3:	Zone 4:	

	Local Full Service Maintenance &		Greater than 75 Miles Full
	Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Service Maintenance & Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression			
Tier 1: No Mimimum Color	\$ 0.0455	\$ 0.0505	\$ 0.0605
Tier 1: No Mimimum Black & White	\$ 0.0050	\$ 0.0050	\$ 0.0100
Tier 2: 5,000 Impressions Per Month Minimum Color	\$ 0.0405	\$ 0.0455	\$ 0.0555
Tier 2: 5,000 Impressions Per Month Minimum Black & White	\$ 0.0500	\$ 0.0500	\$ 0.1000
Tier 3: 7,500 Impressions Per Month Minimum Color	\$ 0.0405	\$ 0.0455	\$ 0.0555
Tier 3:7,500 Impressions Per Month Minimum Black & White	\$ 0.0500	\$ 0.0500	\$ 0.0100

COLOR PRICING CHART VOLUME BAND IV



Pricing: Volume Band IV 5,000 to 10,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

Bidding Company Name: Kyocera Document Solutions America Inc.

Color Evaluation Volume =

7,500

		201	COIOI EVALUACION VOLUNIC -	00001
Proposed Model	l: TA/ CS 4053ci			
Proposed Options	Proposed Options: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume &	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume &	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration		Color 20375	\$ 10 925 00	\$ 15 485 00
40 PPM B&W 40 PPM Color Digital MFD				
R.5 X 11 to 11 X 17 Available Paner Sizes				
Dual Drawer 500 Sheets				
100 or 150 sheet Multi-Purpose Trav				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Dual Scan Document Processor	\$ 810.00			
Finisher with 3 - Hole Drill	\$ 693.00			
Basic Finisher	\$ 628.00			
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (40 or GB Minimum)	Included in Base Model			
Fax Feature (with Network Faxing)	\$ 520.00			
	Zone 1:	Zone 3:	Zone 4:	
	Local Full Service Maintenance &	50 to 75 Miles Full Service	Greater than 75 Miles Full	
	Supplies Cost per Impression (CPI)	Maintenance & Supplies Cost per Impression (CPI)	Service Maintenance & Supplies Cost per Impression	
Full Service Maintenance & Supply Cost Per Impression				
Tier 1: No Mimimum Color	\$ 0.0455	\$ 0.0505	\$ 0.0605	
	-			

0.0092

0.0605 0.0555 0.0605

0.0505 0.0455 0.0505

0.0087 0.0455

0.0082 0.0405

0.0455 0.0405 0.0455

Tier 2: 7,500 Impressions Per Month Minimum Color Tier 2: 7,500 Impressions Per Month Minimum Black & White Tier 3:10,000 Impressions Per Month Minimum Color Tier 3:10,000 Impressions Per Month Minimum Black & White

Tier 1: No Mimimum Black & White

COLOR COPIER PRICING CHART VOLUME BAND V



Pricing: Volume Band V 8,000 to 15,000

# AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.2 - Volume Discounts Schedule Accessories & Services

10,000 Color Evaluation Volume = Kyocera Document Solutions America Inc. **Bidding Company Name:** 

TITUTE TOTAL PURE PURE TOTAL		00	CUIUT EVALUATION VULUTE =	10,000
Proposed Model: TA / CS 5053ci	TA / CS 5053ci			
Proposed Options: Print/Copy/Scan	Print/Copy/Scan			
	Purchase Price	Full Service Maintenance & Color Supplies for 1 Month Based on Evaluation Volume & Tior 2 Color	Full Service Maintenance & Color Supplies for 36 Months Based on Evaluation Volume & Tior 2 Color	Purchase Cost of Operation Based on 36 Month Ammortization Plus CPI
Minimum Configuration	\$ 5,136.00	\$ 455.00	\$ 16,380.00	\$ 21,516.00
50 PPM B&W 40 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or _150 sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Standard RADF				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Dual Scan Document Processor	\$ 810.00			
Finisher with 3 - Hole Drill	\$ 693.00			
Basic Finisher	\$ 628.00			
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (40 or GB Minimum)	Included in Base Model			
Fax Feature (with Network Faxing)	\$ 520.00			
	Zone 1: Full Service Maintenance &	Zone 3: 50 to 75 Miles Full Service	Zone 4: Greater than 75 Miles Full	
	Supplies Cost per Impression (CPI)	2	Service Maintenance &	
		per Impression (CPI)	Supplies Cost per Impression (CPD)	
Full Service Maintenance & Supply Cost Per Impression				
Tion 1. No Mimimum Color	LLIKC C	9 0 050 0	10700 4	
Tier 1: No Mimimum Black & White	\$ 0.0770	\$ 0.0082	\$ 0.0087	
Tiar 7 . 10 000 Impraceione Dar Month Minimum Color	¢ 0.0465	¢ 0.0505	¢	

0.0770 0.0455

0.0505 0.0082

0.0605 0.0087 0.0605 0.0087

0.0505

0.0455

Tier 2: 10,000 Impressions Per Month Minimum Color Tier 2: 10,000 Impressions Per Month Minimum Black & White Tier 3: 15,000 Impressions Per Month Minimum Color Tier 3: 15,000 Impressions Per Month Minimum Black & White

COLOR COPIER PRICING CHART VOLUME BAND VI



# Pricing: Volume Band VI 10,000 to 20,000

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Part F.2 - Volume Discounts Schedule

Bidding Company Name: Kyocera Document Solutions America Inc. Color Evaluation Volume =

15,000

and a and at the summer guilt		00	COLOL EVALUATION VOLUME -	000/07
Proposed Model: TA / CS 6053ci	: TA / CS 6053ci			
Proposed Options: Print/Copy/Scan	: Print/Copy/Scan			
	Purchase Price	Full Service Maintenance &	Full Service Maintenance &	Purchase Cost of Operation
		<b>Color Supplies for 1 Month</b>	<b>Color Supplies for 36 Months</b>	Based on 36 Month
		Based on Evaluation Volume & Tier 2 Color	Based on Evaluation Volume & Based on Evaluation Volume & Tier 2 Color	Ammortization Plus CPI
Minimum Configuration	\$ 6,510.00	\$ 562.50	\$ 20,250.00	\$ 26,760.00
60 PPM B&W 50 PPM Color Digital MFD				
8.5 X 11 to 11 X 17 Available Paper Sizes				
Dual Drawer 500 Sheets				
100 or _150 sheet Multi-Purpose Tray				
Color Capable Scan Resolution True 600 DPI				
For Networked Units: Standard Memory 256 MB				
Standard Trayless Auto Duplex				
Dual Scan Document Processor				
Network Printing				
Color Network Scanning				
Cabinet				
Options:				
Large Capacity Paper Source	\$ 638.00			
Additional Paper Drawers	\$ 579.00			
Finisher with 3 - Hole Drill	\$ 693.00			
Basic Finisher	\$ 628.00			
Saddle Stitch Finisher	\$ 1,800.00			
Printer Hard Drive (40 or GB Minimum)	Included in Base Model			

	Zone 1: Local Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 3: 50 to 75 Miles Full Service Maintenance & Supplies Cost per Impression (CPI)	Zone 4: Greater than 75 Miles Full Service Maintenance & Supplies Cost per Impression
Full Service Maintenance & Supply Cost Per Impression			
Tier 1: No Mimimum Color	\$ 0.0425	\$ 0.0475	\$ 0.0575
Tier 1: No Mimimum Black & White	\$ 0.0065	\$ 0.0070	\$ 0.0075
Tier 2: 15,000 Impressions Per Month Minimum Color	\$ 0.0375	\$ 0.0425	\$ 0.0525
Tier 2: 15,000 Impressions Per Month Minimum Black & White	\$ 0.0065	\$ 0.0070	\$ 0.0075
Tier 3: 20,000 Impressions Per Month Minimum Color	\$ 0.0375	\$ 0.0425	\$ 0.0525
Tier 3: 20,000 Impressions Per Month Minimum Black & White	\$ 0.0065	\$ 0.0070	\$ 0.0075

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# **AEPA IFB** #021-C Digital Multi-function Devices, Printers, Document Lifecycle **Part F.3 - Volume Discounts Schedule**

Accessories & Services ding Company Name:

Kyocera Document Solutions America Inc.

# **PRINTERS**

# Black & White Desk Top Work Group Stand Alone Print Devices (Non-Networked)

Pricing: Volume Band I 500 to 3,000	000				Eva	<b>Evaluation Volume = 1,000 per month</b>	1,000 per month
Proposed Model: ECOS	Proposed Model: ECOSYS P2040dw						
enondo nacodo i i	11111						
	Purchase Price	Supplies:	Estimated	Estimated	Total Monthly	Monthly Supply Cost	Total 36 Month
		Toner - Cost	Toner - Cost Cartridge Yield	Supply Cost	Supply Cost Equipment Cost (Based	<b>Based on Evaluation</b>	<b>Operating Cost</b>
		Per Cartridge		Per Page	on 36 Month Life Cycle)	Yield	Equipment and Supplies
Minimum Configuration	\$ 229.00	\$ 78.00	7,200	\$ 0.0108	\$ 6.36	10.833333333	\$ 17.19
Up to 30 PPM Stand Alone Printer							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
50 sheet Multi-Purpose Tray							
Standard Memory 32 MB							
Standard Trayless Auto Duplex							
Options:							
Additional Paper Drawers	\$ 59.00						
Printer Memory Up-Grade	N/A						

Additional Operating Costs Included Warranty Annual Break/Fix Service Agreement After Warranty Period	↔
Maintenance Kit Cost/Yield Start Up Supplies Included with Machine when Shipped (Note Approx. Yield)	100,000 - \$149.00 3,500
If billed on a cost per page, what is the cost per page?	\$ 0.01

Т

\* Note: Supply Yields based on 5% fill



Part F.3 - Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

**Bidding Company Name:** 

Kyocera Document Solutions America Inc. **PRINTERS**  Black & White Desk Top Work Group Stand Alone Print Devices

Pricing: Volume Band II 500 to 3,000

**Evaluation Volume = 1,500 per month** 

						Ĩ		-loop to do or
Proposed Model: EDOSYS P3145dn	: ED0SYS P3145	dn						
Proposed Options: Print	Print							
	Purchase Price	rice	Supplies:	Estimated	Estimated Supply	Total Monthly	Monthly Supply Cost	Total 36 Month
			Toner - Cost	Cartridge	<b>Cost Per Page</b>	<b>Equipment Cost (Based</b>	<b>Based on Evaluation</b>	<b>Operating Cost</b>
			Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and Supplies
Minimum Configuration	\$ 44	443.00	\$ 70.00	12,500	\$ 0.0056	\$ 12.31	\$ 5.60	\$ 17.91
<b>30 PPM Stand Alone Printer</b>								
Standard Network Interface								
8.5 X 11 to 8.5 X 14 Available Paper Sizes								
Single Drawer 250 Sheets								
50 sheet Multi-Purpose Tray								
Standard Memory 128 MB								
Standard Trayless Auto Duplex								
Options:								
Additional Paper Drawers	\$ 11	112.00						
Printer Memory Up-Grade (2GB)	\$ 14	143.00						
Additional Operating Costs								

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Included Warranty	1 Year
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 129.00
Maintenance Kit Cost/Yield	300,000 - \$217.00
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	6250
If billed on a cost per page, what is the cost	
per page?	0.0094

\* Note: Supply Yields based on 5% fill

			Part I		Part F.3 - Volume Discounts Schedule	iule	
AFPA	AEPA II	FB #021-0	C Digital	<b>Multi-function</b>	AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle	ers, Document I	ifecycle
				Accessorie	Accessories & Services		
Association of Educational	Bidding Company Name:	Name:	Kyocera Do	Kyocera Document Solutions America Inc.	: America Inc.		
PURCHASING AGENCIES			PRINTERS	<b>TERS</b>			
	Black & Wh	iite Desk To	op Work G	roup Stand Alo	Black & White Desk Top Work Group Stand Alone Print Devices		
Pricing: Volume Band III 1,000 to 20,000	20,000				E	Evaluation Volume = 4,000 per month	4,000 per month
Proposed Model: ECOS Pronosed Ontions: Print	Proposed Model: ECOSYS P3150dn conosed Ontions: Drint						
	Purchase Price	Supplies: Toner - Cost	Estimated Cartridge	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based	Monthly Supply Cost Based on Evaluation	Total 36 Month Operating Cost
		Per Cartridge	Yield	5	on 36 Month Life Cycle)	Yield	Equipment and Supplies
Minimum Configuration	\$ 517.00	\$ 71.00	15,500	\$ 0.0046	\$ 14.36	4.580645161	\$ 18.94
42 PPM Stand Alone Printer							
Standard Network Interface							
8.5 X 11 to 8.5 X 14 Available Paper Sizes							
Single Drawer 250 Sheets							
100 sheet Multi-Purpose Tray							
Standard Memory 128 MB							
Standard Trayless Auto Duplex							
Options:		ſ					
Additional Paper Drawers	\$ 112.00						
Printer Memory Up-Grade (2GB)	\$ 143.00						
Wireless NIC	\$ 306.00						
Additional Operating Costs							
Included Warranty	1 Year						
Annual Break/Fix Service Agreement							
After Warranty Period	\$ 129.00						
Maintenance Kit Cost/Yield	500,000 - \$236.00						

\* Note: Supply Yields based on 5% fill

Part F.3 - Volume Discounts Schedule

7,500 0.0071 when Shipped (Note Approx. Yield) If billed on a cost per page, what is the cost Start Up Supplies Included with Machine per page?

<b>GEDA</b>	Association of Educational
	Associatic

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Part F.3 - Volume Discounts Schedule **Accessories & Services** 

Bidding Company Name: Kyocera Docume

Kyocera Document Solutions America Inc. PRINTERS

# Black & White High Volume Print Devices

# Pricing: Volume Band IV 3,000 to 50,000

**Evaluation Volume = 10,000 per month** 

Proposed Model:	Proposed Model: ECOSYS P3155dn						•	
Proposed Options: Print	: Print							
	Purchase Price	Supplies: Toner - Cost	Estimated Cartridge	Estimated Supply Cost Per Page	Total Monthly Equipment Cost (Based	Monthly Supply Cost Based on Evaluation	Total 36 Month Operating Cost	ц Р
		Per Cartridge		D	on 36 Month Life Cycle)	Yield	Equipment and Supplies	I
Minimum Configuration	\$ 573.00	0 \$ 75.00	21,000	\$ 0.0036	\$ 15.92	3.571428571	\$ 19.	19.49
50 + PPM High Volume Work Group Printer								
Standard Network Interface								
8.5 X 11 to 8.5 X 14 Available Paper Sizes								
2 x 500 Sheets								
100 sheet Multi-Purpose Tray								
Standard Memory 128 MB								
Standard Trayless Auto Duplex								
Options:								
Additional Paper Drawers	\$ 112.00	0						
Large Capacity Paper Tray (2,000 sheet)	\$ 432.00	0						
Hard Drive	\$ 312.00	0						
Printer Memory Up-Grade (2GB)	\$ 143.00	0						
Standard Finisher	N/A							
Advanced Finisher with Multi position								
Staple/Hole Punch	N/A							
Wireless NIC	\$ 64.00	0						

# Additional Operating Costs

Included Warranty	1 Year
Annual Break/Fix Service Agreement After	
Warranty Period	\$ 159.00
Maintenance Kit Cost/Yield	500,000 - \$236.00
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	11,500
	0.0055

\* Note: Supply Yields based on 5% fill



Part F.3 – Volume Discounts Schedule

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services

Bidding Company Name: K

Kyocera Document Solutions America Inc.

PRINTERS Black & White Desk Top Work Group Stand Alone Print Devices

**Pricing: Wide Format** 

**Evaluation Volume = 4,000 per month** 

Proposed Model: NA	NA						
Proposed Options: NA	NA						
	<b>Purchase Price</b>	Supplies:	Estimated	<b>Estimated Supply</b>	Supplies: Estimated Estimated Supply Total Monthly	<b>Monthly Supply Cost</b>	Total 36 Month
		Toner - Cost	Cartridge	Toner - Cost   Cartridge   Cost Per Page	Equipment Cost (Based Based on Evaluation	<b>Based on Evaluation</b>	<b>Operating Cost</b>
		Per Cartridge	Yield		on 36 Month Life Cycle)	Yield	Equipment and
							Supplies
Minimum Configuration				#DIV/0!	- \$	#DIV/0!	#DIV/0!
5.8 D size per minute							
Standard Network Interface							
Standard Memory:							

Additional Operating Costs

Included Warranty	
Annual Break/Fix Service Agreement After	
Warranty Period	
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	
If billed on a linear foot basis, what is the	
cost per foot?	

\* Note: Supply Yields based on 5% fill



**Bidding Company Name**:

Part F.4 - Volume Discounts Schedul4

AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Kyocera Document Solutions America Inc.

# PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Evaluation Volume = 1,000 per month

Total 36 Month Operating Cost Equipment and Supplies Monthly Supply Cost Based on Evaluation Yield Estimated Total Total Monthly Supply Cost Per Equipment Cost Color Impression (Based on 36 Month Page Life Code) Supplies: Cyan Estimated Estimated Toner Cost Cyan Cartridge Cyan Toner Per Cartridge Vield Cost Per Innereston 76.00 Estimated Magenta Toner Cost Per Innression Estimated Magenta Cartridge Yield 5,000 Estimated Estimated Supplies Yellow Yellow Toner Magenta Cartridge Yield Cost Per Toner - Cost Impression Per Cartridge Supplies: Yellow Toner Cost Per C Cartridge \$ 76.00 Impression 0.010714286 Estimated Black Toner Cost Per Estimated Black Cartridge Yield Supplies: Black & White Toner - Cost Per Cartridge \$ 75.00 Pricing: Volume Band 1 500 to 3.000 Proposed Nodel: <u>E0757576230dn</u> Proposed Optons: <u>Prindnase Pree</u> 199.00 143.00 312.00 64.00 Minimum Configuration 30 PPM B&W/30 PPM Color Stand Alone Paper Siz Options: Additonal Paper Drawers Printer Memory Up-Grade (2GB) Hard Drive Wireless NIC Printer Standard Network Interface 8.5.X 11.0 6.5.X 14 Available Pape Single Drawer 500 Stheets Songle Drawer 500 Stheets Standard Memory 256 MB Sandard Trayless Auto Duplex

Additional Operating Costs Included Warranty

Included Warranty	1 Year
Annual Break/Fix Service Agreement	
After Warranty Period	\$ 400.00
Maintenance Kit Cost/Yield	200,000 - \$527.00
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	3,500
If billed on a cost per page, what is the	
cost per page?	0.0106

\*Note Supply Yields Based on 5% Fill Per Color



**Bidding Company Name:** 

Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Kyocera DocumentSolutions America Inc

PRINTERS Color Desk Top Work Group Stand Alone Print Devices

Evaluation Volume = 2,500 per month

Pricing: Volume Band II 500 to 3,000 Provinced Matlel: ECOSYS P6235cdr

Proposed Mode.	Proposed Model: ECUSYS P6235cdn																
Proposed Options: Print	s: Print																
	Purchase Price	Supplies:	Estimated	Estimated	Supplies:	Estimated	Estimated	Supplies:	Estimated	Estimated	Estimated Supplies: Cyan Estimated		Estimated	Estimated Estimated Total	Total Monthly	Monthly Supply Cost	Total 36 Month
		Black & White	Black	Black Toner	Yellow Toner Yellow	Yellow Y	'ellow Toner M.	agenta Toner	Magenta	Magenta Toner	Toner Cost Per	Cyan Cartridge	Cyan Toner	Supply Cost Per	Equipment Cost (Based	Yellow Toner Magenta Toner Magenta Magenta Magenta Toner Cost Per Cyan Cartridge Cyan Toner Supply Cost Per Equipment Cost (Based Based on Evaluation	<b>Operating Cost</b>
		Toner - Cost	Cartridge Yield		Cost Per C	Cost Per Cartridge Yield Cost Per - Cost Per Cartridge Yield	Cost Per	- Cost Per C		Cost Per	Cartridge	Yield	Cost Per	Color Impression	Cost Per Color Impression on 36 Month Life Cycle)	Yield	Equipment and
Minimum Configuration	897.00	00 \$ 91.00	12.00.0	0.007583333	s 131.00	10.000.00	0.0131 \$ 131.00	C 131.00 10.000.00	10.000.00	0 0131	\$ 131.00	10.000.00	0.0131	\$ 0.0469	\$ 24.92	117.2083333	\$ 542 142 13
37 PPM B&W/37 PPM Color Stand Alone	4					o occordo a	-		and and and and			and a state of the	-				
Printer																	
Standard Network Interface																	
8.5 X 11 to 8.5 X 14 Available Paper Sizes																	
Single Drawer 500 Sheets																	
150 sheet Multi-Purpose Tray																	
Standard Memory 256 MB																	
Standard Trayless Auto Duplex																	
Options:																	
Additional Paper Drawers	\$ 199.00	00															
Printer Memory Up-Grade (2GB)	\$ 143.00	0															
Hard Drive	\$ 312.00	00															
Wireless NIC	\$ 64.00	00															

Additional Operating Costs

Included Warranty		1 Year
Annual Break/Fix Service Agreement	s	400.00
Maintenance Kit Cost/Yield		200,000 - \$527.00
Included Warranty		1 Year
Annual Break/Fix Service Agreement After	Ŷ	100.00
Warranty Period	•	400.00
Maintenance Kit Cost/Yield		200,000 - \$776.00
Start Up Supplies Included with Machine		0002
when Shipped (Note Approx. Yield)		0000
If billed on a cost per page, what is the		0.0106
cost ner nage?		00100

when Shipped (Note Approx. Yield) If billed on a cost per page, what is the cost per page?

\*Note Supply Yields Based on 5% Fill Per Color



**Bidding Company Name**:

Part F.1 - Volume Discounts Schedule AEPA IFB #021-C Digital Multi-function Devices, Printers, Document Lifecycle Accessories & Services Koocen Document Solutions America Inc

PRINTERS Color High Volume Work Group Print Devices

Pricing: Volume Band IV 2,500 to 20,000

Estimate         Spatial         <
Extinated tack Tuner         Supplies (and tack Tuner         Extinated (and tack Tuner         Supplies (and tack Tuner         Extinated (and tack Tuner         Extinated (and tack Tuner         Total Noutly (and tack Tuner         Total Noutly (and tack Tuner         Extinated (and tack Tuner         Total Noutly (and tack Tuner         Total Noutly (and tack Tuner         To
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Estimatel         Supplies         Estimatel         Estimatel         Supplies         Estimatel         Estimatel         Estimatel         Supplies         Estimatel         Estimate
Estimatel         Supplies         Estimatel         Estimatel         Supplies         Estimatel         Estimatel         Estimatel         Supplies         Estimatel         Estimate
Extinated     Synthesis     Extinated     Synthesis Quar     Extinated       Back Truer     Supplies     Fallow     Supplies     Supplies     Summed       Back Truer     Vellow     Vellow     Nagental Truer     Supplies     Supplies     Summed       Cost Per     Cost Per     - Cost Per       0.003     8     2.000     0.011     8     2.000     0.011     8     2.000
Extinated     Synthesis     Extinated     Synthesis Quar     Extinated       Back Truer     Supplies     Fallow     Supplies     Supplies     Summed       Back Truer     Vellow     Vellow     Nagental Truer     Supplies     Supplies     Summed       Cost Per     Cost Per     - Cost Per       0.003     8     2.000     0.011     8     2.000     0.011     8     2.000
Estimated supplies Sumated Supplies Supplies 0.000 Per Cost
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ck e Vie
Suppless Estimated Suck White Back. Toner Cost Cartridge Yield a 111.00 30.00 Se 111.00 30.00
Supplies. Black & White Tuper - Gost 5 = 01100
814 2.166.00 5.79.00 6.38.00 3.06.00 3.06.00
Price
Purchase Price NA
20,000 20,000 2 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5
Pricting: Volume Band IV 2,500 to 20,000           Proposed follows: Print           Pr
Band IV     Prop.
Pricing: Volume Band IV 2,500 the proposed of Mod Proposed of Mod Proposed of Mod Proposed of Mod Proposed of Mod
Pricing: Volur Minimum Configu 755 Prison Results 755 Prison Results 755 Prison Results 755 Prison Prison 85 Mainton 118 Prison 85 Mainton 118 Prison 85 Mainton Prison 90 Prison Prison Additional Peper D Additional Peper D

Additional Operating Costs	
Included Warranty	1 Year
Annual Break/Fix Service Agreement After	
Warranty Period	\$ 800.00
Maintenance Kit Cost/Yield	\$1,763.00/600000
Start Up Supplies Included with Machine	
when Shipped (Note Approx. Yield)	12,500
If billed on a cost per page, what is the	
cost per page?	0.0055

\*Note Supply Yields Based on 5% Fill Per Color



# **Recommendation for New Contracts**

AEPA IFB 021-C MFDs, Printers and Document Lifecycle Equipment & Services

# Bids received that were rejected PRIOR to committee evaluation with cause for rejection:

None

## Bids received that were rejected DURING committee evaluation with cause for rejection:

Epson America, Inc. was deemed non-compliant since they returned a bid on a very limited number of items in their MFD and printer catalog.

# Vendors recommended with reason for recommendation:

Kyocera Document Solutions America, Inc. – Responded with largest number of low prices on hardware in MFD and printer categories.

Konica Minolta Business Solutions U.S.A, Inc. – Responded with a range of product not included in the low bid response, including wide format and 3D printers, high end production equipment and other document technology solutions.

Methodology Used by the Committee for Determination:

X Low responsive and responsible Respondent(s) based on the attached price tabulation.

Low responsive and responsive Respondents(s) based on the attached market basket study tabulation.

Responsive and responsible Respondents(s) based on the highest catalog discount.

# **Proposed Motion:**

It is recommended by the Category Committee that AEPA reject the bids from Epson America, Inc. .

# **Proposed Motion:**

It is recommended by the Category Committee that AEPA approve the bids from Kyocera Document Solutions America, Inc , and Konica Minolta Business Solutions, Inc. for a recommended contract by our participating member agencies.

**Committee Members** 

Committee Chair – Name & Signature:	Jane Eastes, ND Jame Eastes
<b>Committee Member:</b>	Dave Mahalko, WA
<b>Committee Member:</b>	Laurie Hoing, IA
Committee Member:	Melissa Mattson, MN

### AEPA IFB #21-C

### 2020

	Epson	Konica Minolta	Kyocera
Cost Evaluation	Limited offerings to a few items. Did not include full catalog of offerings in any category.	Widest variety and range of offerings. Highest pricing in comparison, but offerings not available from other respondents.	Had the larger number of lowest priced MFD devices in low and middle ranges of hardward in comparison. Has the lowest operating costs on MFDs and Printers.
Complete Response to Bid	Fail	Yes	Yes
Conformance to Bid Terms and Conditions		Yes	Yes
Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives With Equal or Lesser Volume		Pricing offered to AEPA is Equal To pricing offered to individual customer and/or cooperatives. Will offer hot list pricing and volume discounts.	Yes - will offer customized price lists.
Quality and Suitability of Products Offered		Yes	Yes
Marketing Plan		Yes - Robust	Yes - Robust
Financial Viability Demonstrated Track Record of		Yes	Yes
Performance in the Public Marketplace		Yes	Yes
Value Added attributes		Very strong in high end production print. Also has wide format and 3D printers and a much larger offering of document technology solutions. Service offerings are outstanding.	Offers extensive 3rd part softare, Managed Print services, Enterprise Content Management Service.

# AEPA IFB #21-C

# 2020

Digital MFD/Copiers/Hardware

	Konica	-Minolta	]	Куосе	ra-Mita
		Purchase	1		
	Purchase	Price		Purchase Price	Purchase Price
	Price W/CPI	w/options		W/CPI	w/options
Band I - B&W	\$ 2,644.16	\$ 2,760.36		\$ 1,624.00	\$ 1,683.00
Band I - Color	\$ 3,934.98	\$ 4,172.98		\$ 2,976.60	\$ 2,976.60
Band IIa- B&W	\$ 4,688.96	\$ 5,405.06		\$ 2,858.40	\$ 3,136.40
Band II - B&W	\$ 4,500.45	\$ 7,922.75		\$ 3,311.40	\$ 3,431.00
Band II - Color	\$ 5,705.34	\$ 9,625.34		\$ 4,750.00	\$ 8,227.00
Band III - B&W	\$ 6,210.58	\$ 13,158.78		\$ 5,652.00	\$ 11,283.00
Band III - Color	\$ 14,460.47	\$ 19,585.67		\$ 10,459.00	\$ 13,634.00
Band IV - B&W	\$ 8,201.40	\$ 13,888.20		\$ 7,642.00	\$ 12,912.00
Band IV - Color	\$ 21,976.40	\$ 27,195.60		\$ 15,485.00	\$ 18,660.00
Band V - B&W	\$ 12,391.14	\$ 18,077.94		\$ 8,438.00	\$ 14,021.00
Band V - Color	\$ 26,743.57	\$ 31,962.77		\$ 21,516.00	\$ 24,691.00
Band VI - B&W	\$ 20,384.00	\$ 28,249.20		\$ 15,154.00	\$ 19,927.00
Band VI- Color	\$ 35,223.25	\$ 40,123.25		\$ 26,760.00	\$ 28,605.00
Band VII - B&W	\$ 32,453.26	\$ 38,725.96		\$ 24,553.00	\$ 29,619.00
Band VIII - B&W	\$ 65,125.44	\$ 71,398.14		\$ 51,396.00	\$ 56,146.00

Lowest pricing second lowest pricing

# AEPA IFB #21-C 2020

# Printers

	Konica	-Minolta	Kyocera-Mita
		Operating	
	Purchase	Costs	Operating
	Price	/month	Purchase Price Costs /month
Band I - B&W	\$ 251.29	\$ 31.76	\$ 229.00 \$ 17.19
Band I - Color	\$ 587.44	\$ 70.80	\$ 710.00 \$ 76.04
Band II - B&W	\$ 251.29	\$ 31.76	\$ 443.00 \$ 17.91
Band II - Color	\$ 2,692.78	\$ 248.57	\$ 897.00 \$ 142.13
Band III - B&W	\$ 510.76	\$ 25.46	\$ 517.00 \$ 18.94
Band III - Color	None	None	\$ 2,166.00 \$ 336.17
Band IV - B&W	\$ 908.07	\$ 36.49	\$ 573.00 \$ 19.49
Wide Format	\$ 24,738.00	\$ 702.17	None None

Lowest pricing second lowest pricing



**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

# **PART I: RESPONDENT**

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	Konica Minolta Business Solutions U.S.A. Inc	<sub>C.</sub> Date	9-8-20
Address	<u>1595 SprinaHill Rd.</u>	City, State Zip	Vienna. VA 22182
Contact Person	Kristen McKenna	Title	State and Cooperative Contract Manager
Authorized Signature	Kristen         Digtar signed by: Kisten McKenne           McKenna         Digtar signed by: Kisten McKenne           McKenna         Digtar signed by: Kisten McKenne	Title	State and Cooperative Contract Manager
Email	kristen.mckenna@kmbs.konicaminolta.us	Phone	(703) 760-3551

# PART II: AWARDING MEMBER AGENCY

Awarding Agency Jane Eastes		Cooperative Purcha	sing Connection		
Authorized Representative		6D9BB132BB3040A		Jane Eastes, Deputy Exec	cutive Director
Awarded this	4th	day of	February, 2021	<b>Contract Number</b>	021-C
Contract to comm	ence				
(Member Agency	to select)		3/1/2021	Or	



**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

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<b>Business Name</b>	Konica Minolta Business Solutions U.S.A. Inc	<sub>C.</sub> Date	9-8-20
Address	<u>1595 SprinaHill Rd.</u>	City, State Zip	Vienna. VA 22182
Contact Person	Kristen McKenna	Title	State and Cooperative Contract Manager
Authorized Signature	Kristen         Digitaly signed by: Kisten McKenna           Digitaly signed by: Kisten McKenna signed based by: Kisten McKenna signed based	Title	State and Cooperative Contract Manager
Email	kristen.mckenna@kmbs.konicaminolta.us	Phone	(703) 760-3551

# PART II: AWARDING MEMBER AGENCY

Awarding Agency Authorized Representative		DocuSigned by:	North Dakota Educate	ors Service Cooperative	
		Jane Eastes 6D9BB132BB3040A		Jane Eastes, Deputy H	Executive Director
Awarded this	4th	day of	February, 2021	<b>Contract Number</b>	021-C
Contract to commence	e				
(Member Agency to s	elect)		3/1/2021	Or	



**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

# PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	Kyocera Document Solutions America Inc.	Date	8/19/2020
Address	225 Sand Road	City, State Zip	Fairfield, NJ 07004
Contact Person	David Fikes	Title	National Account Manager
Authorized Signature	fet Man -	Title	Vice President of Channel Sales
Email	Peter.Morisco@da.kyocera.com	Phone	973-461-4074

# PART II: AWARDING MEMBER AGENCY

Awarding Agency		Docusigned by: Jane Eastes	Cooperative Purchasing Connection		
Authorized Repres	sentative	6D9BB132BB3040A	Jane	Eastes, Deputy Executive	e Director
Awarded this	4th	day of	February, 2021	Contract Number	021-C
Contract to commo	ence				
(Member Agency t	to select)		3/1/2021	Or	



**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

# PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	Kyocera Document Solutions America Inc.	Date	8/19/2020
Address	225 Sand Road	City, State Zip	Fairfield, NJ 07004
Contact Person	David Fikes	Title	National Account Manager
Authorized Signature	fit Man -	Title	Vice President of Channel Sales
Email	Peter.Morisco@da.kyocera.com	Phone	973-461-4074

# PART II: AWARDING MEMBER AGENCY

Awarding Agency	- Jane Eastes	North Dakota Edu	icators Service Cooperati	ive
Authorized Representative6D9BB132BB3040A		Jane Eastes, Deputy Executive Director		
Awarded this 4th	day of	February, 2021	Contract Number	021-C
Contract to commence (Member Agency to select)		3/1/2021	Or	