



401 E. Sonterra Suite 401 San Antonio, Texas 78258

Dear Ms. Susan Lightfoot,

3991 E. 29<sup>th</sup> St, Bryan, TX 77802

UBEO LLC is pleased to present this response to RFP No. 22-204 for Printers, Copiers and Multifunction Devices. We feel UBEO is uniquely qualified to provide a comprehensive offering of Business Technology Products for the Purchasing Solutions Alliance under this RFP

UBEO is a Business Technology Integrator. UBEO has taken the acquisition and management of business technology to the next level by integrating not only the hardware necessary to provide the services that are required, but also the latest in software technologies. This blending of hardware and software allows maximum utilization of the equipment and will drive an overall increase in operational efficiency for the end user clients of PSA.

We have presented a comprehensive offering to PSA and their member organizations. Not only do we offer the right combination of hardware and software for helping an organization become more efficient, we also have the expertise and personnel to make the implementation process as smooth as possible. UBEO's support after the installation is also the key to our long-term success in the marketplace.

UBEO today brings an added dimension to PSA. UBEO is in growth mode and we are acquiring other equipment dealers not only within the boundaries of Texas, but expansion into other states as well. This expansion will take advantage of PSA's current country wide membership but will give UBEO the opportunity to bring new members to PSA as well.

We look forward to working with the Brazos Valley Council of Governments and the Purchasing Solutions Alliance as we continue to offer the best in Technology Solutions.

**Michael Emanuel**

VP – Vendor Relations

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## Executive Summary

The highlights listed below represent a summary of the RFP and how UBEO meets and exceeds all criteria requested under RFP No. 22-204

The equipment and services offered to PSA under this RFP are the current industry standards in hardware and software. As you will see, our hardware offering is not limited to a single vendor. We are responding now with several new vendors. Our complete vendor lineup now includes Ricoh, Xerox, Konica Minolta, Kyocera, Lexmark, and an exciting new add of Canon. The software products are all leading-edge solutions from a wide array of manufacturers. The key element in these offerings is the ability of UBEO to integrate hardware and software for specific workflow and business applications. If special solutions are required, UBEO can investigate and acquire additional products. These special solutions will be offered as needed to PSA customers under a discount from MSRP formula. As you can see from the company organizational chart, we are a local company with the human resources to manage accounts from the very smallest to large Fortune 500 companies. With multiple logistics warehouse locations, UBEO is able to bring additional resources to bear on large complex installations.

UBEO is a large independent dealer serving Texas and the nation through a network of affiliate vendor dealers. With internal expansion we will have additional Texas locations as well as out of state UBEO locations. The managers have many years of experience in contract management. Our customer references range from small municipalities, to large school districts, universities and major corporations.

Our pricing proposal is presented in the format requested and subsequent model changes will be updated in the same format. We feel that our pricing is competitive, especially considering the additional value that is part of our acquisition strategy. Upgrades and program changes are easy and flexible for our clients.

A key strength of UBEO is our direct marketing force in the field. While we utilize a number of direct marketing tools such as direct mail, emails, fliers, sponsorship signage our real marketing force are the sales professionals in the field every day.

Each calendar quarter, UBEO will publish promotions that will provide PSA pricing that is below contract pricing.

We believe our response to RFP 18-201 is complete and exceeds the minimum requirements. All items are included in the corresponding tabs.

UBEO does not take specific exception to any item within the RFP, however we would like to clarify several points and note that we are offering several options within the RFP that pertain to the PSA commission and service level agreements.

Clarifications:

- o Most office equipment systems will be unpacked and configured at our logistics facility and then delivered in a “set up” working configuration.
- o In some cases, data overwrite security is an optional purchase. The end user will be responsible for protecting their data by adding the security options to their systems. This item is also subject

to the attached Digital Document Security procedures.

o Some MFD's in higher segments do not offer faxing capabilities, and some functionality is only available as an option and not standard equipment. Unless otherwise noted, all equipment has a minimum of one (1) year warranty. Cancellation for convenience and cause only pertains to the PSA contract and not end user agreements currently in place.

**Section 2 - Vendor Experience and Qualifications: Briefly describe your company's history and experience in the industry, including your experience serving government agencies, schools, and universities. Describe your core values and business philosophy. Indicate what differentiates your company from its competitors.**

UBEO has been providing business solutions to governmental entities since the business was founded. The greatest success has been with local governmental subdivisions, school districts and public and private colleges and universities. While we do not have a separate government marketing division within our company, we do have a number of sales executives who have developed specific knowledge and skills in marketing to those entities.

**Specifically, disclose the following: a) Bankruptcies filed; b) Litigation, mediation, and arbitration history over the last five (5) years; c) Any material (in excess of \$50,000) claims, judgements, arbitrations, investigations, or lawsuits pending; d) Any criminal actions, suits, proceedings, arbitrations investigations against or involving the Offeror or its employees (in their capacities as employees) occurring during the past five years.**

No bankruptcies filed. No material claims, judgements, arbitrations, investigations or lawsuits pending. No criminal actions, suits, proceedings, arbitrations, investigations against UBEO or involving UBEO or its employees occurred during the past five years

**Section 3 - Staff Assigned to the Account: Describe the training, certifications, and experience for staff that will be assigned to this account for the following positions:**

A. Sales personnel

B. Contract Administrator to PSA

**Section 4 - Product Offerings: Fully describe the products and services offered in your proposal.**

**Discuss any optional features/services. Discuss any customization options that are available.**

**Describe the typical ordering and installation process, including timelines.**

Ubeo's full product line that will require PSA support:

Ricoh – All product offerings

Canon – MFP, Printers, scanners & solutions offerings

Xerox – MFP & Production offerings

Konica Minolta – MFP and Printer offerings

Lexmark – MFP & Printer offerings

Kyocera – MFP & Printer Offerings

Robust software solutions integrating workflows making the worker more efficient

Ubeo has purchasing options to bring any and all solutions to our customers based on the customized solution required to meet the needs of the customer. All solutions are customized through the BTA process and designed for our customers. The order process is based on the purchasing power of Ubeo and the design of specific configurations with each manufacturer individually. The installation process is designed on the size and scope of the program and solution for the customer. Ubeo works directly with the customer to implement based on the agreed upon timeline and agreement with all required depts.

**Section 5 - Security: Discuss the security of your equipment in regards to protecting customer data that is printed or scanned. Describe the process for removing data from equipment that is removed from the customer's site for replacement or contract termination.**

UBEO engages a service to shred hard drives that are removed from equipment. Upon request we will provide such certification of destruction for specific models and serial numbers.

**Section 6 - Value-Added Products and Services: Fully describe any value-added products and services offered in your proposal. These services/products are not required by the RFP, but will be evaluated and scored. Examples of value-added products and services include the following:**

The greatest additional Value-Added attribute of UBEO and the PSA contract is the ability to upgrade the current equipment prior to the expiration of the rental contract. This flexibility allows our customers to upgrade equipment and technology.

- **Analysis to determine customers' needs or increase efficiency**

The Business Technology Assessment listed previously goes into significant detail as to best optimization of selected printing based on speeds and functionality of the equipment. There are also several software/hardware options available to control copy costs and security.

- **Reports available to End Users**

With certain additional software products the member can analyze print volumes from various users. The UBEO CSR will also cover copy/print volumes with members during reviews. Spreadsheet billing is also available upon request.

- **Third party financing**

UBEO uses the uMANAGE Rental Agreement for all non-cash transactions. Length of term is flexible and dependent upon the customer's requirements. Funding partners are listed below. List of Finance Partners and Contact info.

US Bank

1310 Madrid St.

Marshall MN 56258

Michael Johnson 800-328-5371

Great America Financial Services

625 First St., SE, Suite 800

Cedar Rapids IA 52401

Scott Stanford 866-339-9778

De Lage Landen

1111 Old Eagle School Road

Wayne PA 19087

Sherry Stewart 210-602-7481

Wells Fargo Equipment Finance, Inc

800 Walnut Street

Des Moines IA 50309

Harold Clewis 281-841-3856

**Section 7 - Technical Support: Discuss your overall policy for reducing equipment downtime.**

Preventative maintenance done per manufacturers recommendations. Total calls done on each service call to check all aspects of equipment not just problem called in for.

- Support hours Monday through Friday 8 to 5

- **Types of support (phone, e-mail, on-site, etc.)**

Phone, e-mail, onsite and remote, chat support coming soon.

- **After-hours support option**

After hours support available on a per request basis for additional costs based on coverage required.

- **Cost of technical support. If different levels of support may be purchased, include the description and cost of each level.**

Pricing based on segment and volume bands.

**Section 8 – Problem Resolution Time: Provide the following data for calendar year 2021:**

- Average downtime that customers experienced for each technical issue

**3.96 hours per call**

- Ratio of problems resolved on technician's first response

**96%**

- Average response time for technical support, from the time the customer first called to the time the problem was first addressed by a technician

**2.91 Hours**

Section 9 – Credentials of Installation and Technical Staff: Describe the training, certifications, and experience for staff that will be assigned to this account for the following positions:

A. Maintenance Technician

B. Installer

**25 years average experience, all manufacturer trained on the products they support.**

**Section 10 - Marketing Strategy: Describe in detail how you will effectively–market any potential PSA contract regionally/nationally and meet the requirements outlined in the RFP.**

**Address each element of your marketing strategy by describing timelines, methods, and/or presenting reference marketing materials PSA can expect to be produced and maintained by your organization throughout the life of any potential contract.**

**Indicate the customer base and sales volume you expect to gain from this contract.**

- Promote the PSA contract on regional and national sales call that happen bi-weekly and quarterly
- Training on the PSA contract during on-boarding and refreshers calls with our sales teams
- Developed one page marketing brochure outlining details of the program available on our intranet
- Utilize Steve Vaughan who is the program champion to help drive program within the VPGM group

**Section 11 - PSA Administrative Fee: Confirm the percentage amount and calculation of the PSA Administrative Fee. Offerors are encouraged to propose alternative methods of assessing and calculating administrative fees to PSA based on industry standards and company policy.**

Committing to pay out 3% monthly based on the 'sale' price of each transaction.

**Section 11 - Exceptions to RFP: Identify any exceptions the Offeror has taken to the requirements of this RFP, the contract or any other attachments.**

None

# CORE VALUES COMMITMENT

As an EMPLOYEE of UBEO, I recognize that each of us have the responsibility and corporate obligation to carry out the Mission of UBEO. I recognize the following list is a summary of fundamental conduct expectations and is not meant to be an all-inclusive list.

**UBEO PHILOSOPHY:** UBEO was founded on a simple principle. We do what is right for the customers and employees not what is easy.

- I recognize that the business success and excellent reputation of UBEO is built upon the principles of fair business practices and the ethical conduct of our employees. As such, I pledge to always adhere to the highest standards of conduct and personal integrity.
- I recognize that being known as a great company and place to work requires each of us to treat all our fellow employees with respect, dignity, and courtesy.
- I will keep all my promises. I will do what I say I am going to do - always.
- I will always be cognizant of the fact that our products and services affect the productivity of our customers, and I commit to respond to their needs in a prompt, efficient and most effective manner.
- I will do my part to always meet the standards of operational excellence that UBEO is known for.
- I will not engage in negative discussions with employees about co-workers. I will always endeavor to give all employees the benefit of the doubt and will speak of them in the same manner I would hope others speak of me. If a situation arises where it is difficult for me to determine the proper course of action, I will discuss the specifics with the appropriate UBEO management for advice and direction.
- I will always strive for high efficiency but not at the expense of pursuing the highest degree of effectiveness in all my interactions with our clients. While the former pursues completion of all tasks in the shortest amount of time, the latter ensures their satisfaction.
- I will embrace, as part of my job, the continuous pursuit of professional development, always looking for ways to enhance my knowledge and skills.
- I will pursue the highest degree of on-the-job safety and will plan each work activity using appropriate risk assessment and good judgment.
- I will choose a positive attitude. How we think about our customers and coworkers is how we will treat them.
- I will practice work/life balance on the premise of the adage, "Put your own oxygen mask on first," and it is essential to our success. We support our employees both at work and at play. Our employees know that UBEO has their back both professionally and personally, and we know that they have ours.
- I will support the work team by meeting the attendance policy, being on time, staying focused on work, offering help when possible, and complying timely with employment requirements.
- I will see problems as opportunities for improvement and work to be part of the solution.
- I will always look for ways to improve our client's experience with UBEO and be mindful that it is in EACH of these experiences that our corporate Mission, Values and Vision statements become TRUE.

**I have read and understand the above expectations and commit to incorporating them into my daily work.**



## UBEO is offering the following references

### State Level

*Susan Lightfoot*  
Program Administrator  
Brazos Valley Council of Governments  
3991 East 29<sup>th</sup> Street  
Bryan, Texas 77802  
979-595-2800  
[Susan.lightfoot@bvcoq.org](mailto:Susan.lightfoot@bvcoq.org)

*Mary E. Williams, C.P.M., CTPM*  
Purchasing Manager & HUB Coordinator  
Texas A&M Engineering Experiment Station  
7607 Eastmark Drive Suite 112F  
College Station, TX 77840  
979-458-7434  
[me-williams@tamu.edu](mailto:me-williams@tamu.edu)

### City Level

*Karen Sonley*  
Purchasing Manager  
City of Bryan  
1309 E. MLK Street, Bryan, Texas 77803  
979-209-5505

Non-Profit: [\*\*ksonley@bryantx.gov\*\*](mailto:ksonley@bryantx.gov)

*Lisa McNair*  
Chief Financial Officer  
Hospice Brazos Valley  
[502 W 26th St, Bryan, TX 77803](mailto:lmcnair@hospicebrazosvalley.org)  
979-821-2266  
[lmcnair@hospicebrazosvalley.org](mailto:lmcnair@hospicebrazosvalley.org)

*Crystal Crowell*  
Executive Director  
Brazos Valley Council on Alcohol & Substance  
Abuse Physical Address:  
405 West 28th Street  
Bryan, TX 77803  
(979) 846-3560, x111  
[ccrowell@bvca.org](mailto:ccrowell@bvca.org)

### ISO:

*Stephanie Gage*  
Business Manager  
Milano ISD  
500 N 5th St, Milano, TX 76556  
512-455-2533  
[sgage@milanoisd.net](mailto:sgage@milanoisd.net)

## Offeror Acknowledgment & Certification

RFP No. 22-204

Invitation Title: Printers, Copiers, and Multifunction Devices

Offeror Company: UBEQ Business Services

(Legal name of business which will appear on contract, if awarded)

Contract Signatory: Steve Vaughan

Title: VPGM

Mailing Address: 4700 Elmo Weedon Road Suite 101 College Station, TX 77845

Physical Address: 4700 Elmo Weedon Road Suite 101 College Station, TX 77845

Phone: 979-731-8500

Email: svaughan@ubeo.com

Federal ID No.: 81-5293028

Web Page URL: ubeo.com

### Proposal Contact Information

Contact Person: Michael Emanuel

Phone: 773-562-7180

Email: memanuel@ubeo.com

### Underutilized/Disadvantaged Business (HUB / DBE) Information

Ownership - 51% or more:  Non-HUB/DBE  HUB  DBE

Estimated number of subcontractors who would participate in any contract:

0

Number of above subcontractors who would qualify as an HUB / DBE:

0

### Certification

I hereby certify that the information contained in this proposal and any attachments is true and correct and may be viewed as an accurate representation of proposed services to be provided by this organization. I certify that no employee, BVCOG member, or agent of the BVCOG has assisted in the preparation of this proposal. I acknowledge that I have read and understood the terms, conditions, requirements and provisions of the RFP and that this organization will comply with the terms thereof, and any other applicable local, state, and federal regulations and policies and that the BVCOG is authorized to verify references and stated performance data and to conduct credit and criminal background checks if needed. Furthermore, I certify that I am legally authorized to sign this proposal on behalf of said organization by authority of its governing body, and to bind said organization under any contract that may result from the submission of this proposal.

Signature: 

Title: VPGM

Printed Name: Steve Vaughan

Date: 4/7/2022

# CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

### OFFICE USE ONLY

Date Received

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

1 Name of vendor who has a business relationship with local governmental entity.

2  Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

NONE

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?


Yes  No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes  No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6  Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7   
Signature of vendor doing business with the governmental entity

4/7/2022  
Date

## **CONFLICT OF INTEREST QUESTIONNAIRE**

### **For vendor doing business with local governmental entity**

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

**Local Government Code § 176.001(1-a):** "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

**Local Government Code § 176.003(a)(2)(A) and (B):**

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

\*\*\*  
(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

**Local Government Code § 176.006(a) and (a-1)**

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

- (1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);
- (2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or
- (3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

- (1) the date that the vendor:
  - (A) begins discussions or negotiations to enter into a contract with the local governmental entity; or
  - (B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or
- (2) the date the vendor becomes aware:
  - (A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);
  - (B) that the vendor has given one or more gifts described by Subsection (a); or
  - (C) of a family relationship with a local government officer.



# RFP 22-204 Printers, Copiers, and Multifunction Devices

## Proposer Certifications

By signing below, Proposer makes the following certifications under penalty of perjury and possible contract termination if any of these certifications are found to be false.

### **Certification 1. LEGAL AUTHORITY**

Proposer warrants and represents that it has adequate legal counsel and authority to respond to this RFP. The governing bodies, where applicable, have authorized the signatory officials to enter into this Contract and bind the parties to the terms of this Contract and any subsequent amendments thereto.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

### **Certification 2. APPLICABLE LAWS**

The parties agree to conduct all activities under this Contract in accordance with all applicable rules, regulations, directives, issuances, ordinances, and laws in effect or promulgated during the term of this Contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

### **Certification 3. RELEASE**

The Proposer releases, relinquishes, and discharges the PSA, its officers, agents, and employees from all claims, demands, and causes of action of every kind and character, including the cost of defense thereof, for any injury to, sickness or death of the Proposer or its employees and any loss of or damage to any property of the Proposer or its employees that is caused by or alleged to be caused by, arises out of, or is in connection with the Proposer's negligent performance of the work. Both the PSA and the Proposer expressly intend that this release shall apply regardless of whether said claims, demands, and causes of action are covered, in whole or in part, by insurance.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

### **Certification 4. CIVIL AND CRIMINAL PROVISIONS AND SANCTIONS**

Proposer agrees that it will perform under this Contract in conformance with safeguards against fraud and abuse as set forth by PSA, the State of Texas, Federal regulations and the acts and regulations of any funding entity. Proposer agrees to notify PSA of any suspected fraud, abuse or other criminal activity related to this Contract through filing of a written report promptly after it becomes aware of such activity.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

### **Certification 5. CLEAN AIR AND FEDERAL WATER POLLUTION CONTROL ACTS**

The Proposer agrees 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).

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 6. BYRD ANTI-LOBBYING AMENDMENT**

The Proposer certifies that it has not and will not use Federal appropriated funds, which may include any money received in association with the PSA contract, to pay for 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 the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352).

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 7. CERTIFICATION NOT TO BOYCOTT ISREAL**

The Proposer certifies that it does not boycott Israel and will not boycott Israel during the term of this contract. Proposer further certifies that it does not and will not refuse to deal with, terminate business activities with, or otherwise take any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory. This does not include actions made for ordinary business purposes.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 8. COMPUTER EQUIPMENT REYCLING PROGRAM**

If Proposer is submitting a Response for the purchase or lease of computer equipment, then Proposer certifies that it is in compliance with Subchapter Y, Chapter 361 of the Texas Health and Safety Code related to the Computer Equipment Recycling Program and the Texas Commission on Environmental Quality rules in 30 TAC Chapter 328.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 9. CONTRACTING INFORMATION RESPONSIBILITIES**

In accordance with Section 552.372 of the Texas Government Code, Proposer agrees to (1) preserve all contracting information related to the contract as provided by the records retention requirements applicable to the PSA member for the duration of the contract, (2) promptly provide to the PSA member any contracting information related to the contract that is in the custody or possession of the Proposer on request of the PSA member, and (3) on termination or expiration of the contract, either provide at no cost to the PSA member all contracting information related to the contract that is in the custody or possession of the Proposer or preserve the contracting information related to the contract as provided by the records retention requirements applicable to the PSA member. Except as provided by Section 552.374(c) of the Texas Government Code, the requirements of Subchapter J, Chapter 552, Government Code, may apply to the contract and the Proposer agrees that the contract can be terminated if the Proposer knowingly or intentionally fails to comply with a requirement of that subchapter.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 10. DEALINGS WITH PUBLIC SERVANTS AFFIRMATION**

The Proposer 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 Response.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 11. ANTITRUST AFFIRMATION**

The Proposer affirms under penalty of perjury of the laws of the State of Texas that (1) in connection with this Response, neither I nor any representative of the Proposer have violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15; (2) in connection with this Response, neither I nor any representative of the Proposer have violated any federal antitrust law; and (3) neither I nor any representative of the Proposer have directly or indirectly communicated any of the contents of this Response to a competitor of the Proposer or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Proposer.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 12. E-VERIFY PROGRAM**

The Proposer certifies that for contracts for services, Proposer shall utilize the U.S. Department of Homeland Security’s E-Verify system during the term of the contract to determine the eligibility of:

1. all persons employed by Proposer to perform duties within Texas; and
2. all persons, including subcontractors, assigned by Proposer to perform work pursuant the contract within the United States of America.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 13. EXCLUDED PARTIES**

Proposer certifies that it is not listed in the prohibited vendors list authorized by Executive Order No. 13224, “Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism”, published by the United States Department of the Treasury, Office of Foreign Assets Control.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 14. FALSE STATEMENTS**

Proposer represents and warrants that all statements and information prepared and submitted in this document are current, complete, true, and accurate. Submitting a Response with a false statement or material misrepresentations made during the performance of a contract is a material breach of contract and may void the submitted Response and any resulting contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 15. FOREIGN TERRORIST ORGANIZATIONS**

Proposer represents and warrants that it is not engaged in business with Iran, Sudan, or a foreign terrorist organization, as prohibited by Section 2252.152 of the Texas Government Code.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 16. NO CONFLICTS OF INTEREST**

Proposer represents and warrants that the provision of goods and services or other performance under the contract will not constitute an actual or potential conflict of interest or reasonably create an appearance of impropriety.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer





**Certification 17. AMERICANS WITH DISABILITIES ACT**

Proposer represents and warrants its compliance with the requirements of the Americans With Disabilities Act (ADA) and its implementing regulations, as each may be amended.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 18. DRUG-FREE WORKPLACE**

Proposer represents and warrants that it shall comply with the applicable provisions of the Drug-Free Workplace Act of 1988 (41 U.S.C. § 701 et seq.) and maintain a drug-free work environment.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 19. EQUAL EMPLOYMENT OPPORTUNITY**

Proposer represents and warrants its compliance with all applicable duly enacted state and federal laws governing equal employment opportunities.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 20. FEDERAL OCCUPATIONAL SAFETY AND HEALTH LAW**

Proposer represents and warrants that all articles and services shall meet or exceed the safety standards established and promulgated under the Federal Occupational Safety and Health Act of 1970, as amended (29 U.S.C. Chapter 15).

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 21. IMMIGRATION**

Proposer represents and warrants that it shall comply with the requirements of the Immigration and Nationality Act (8 U.S.C. § 1101 et seq.) and all subsequent immigration laws and amendments.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 22. LEGAL AND REGULATORY ACTIONS**

Proposer represents and warrants that it is not aware of and has received no notice of any court or governmental agency actions, proceedings or investigations, etc., pending or threatened against Proposer or any of the individuals or entities included in the Response within the five (5) calendar years immediately preceding the submission of the Response that would or could impair Proposer’s performance under the contract, relate to the solicited or similar goods or services, or otherwise be relevant to PSA’s consideration of the Response. If Proposer is unable to make the preceding representation and warranty, then Proposer instead represents and warrants that it has included as a detailed attachment in its Response a complete disclosure of any such court or governmental agency actions, proceedings or investigations, etc. that would or could impair Proposer’s performance under the contract, relate to the solicited or similar goods or services, or otherwise be relevant to PSA’s consideration of the Response. In addition, Proposer represents and warrants that it shall notify PSA in writing within five (5) business days of any changes to the representations or warranties in this clause and understands that failure to so timely update PSA shall constitute breach of contract and may result in immediate termination of the contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 23. LIMITATION ON AUTHORITY**

Proposer shall have no authority to act for or on behalf of PSA except as expressly provided for in the contract resulting from this RFP; no other authority, power or use is granted or implied. Proposer may not incur any debt, obligation, expense or liability of any kind on behalf of PSA.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 24. MEDIA RELEASES**

Proposer shall not use PSA’s name, logo, or other likeness in any press release, marketing material, or other announcement without PSA’s prior written approval. PSA does not endorse any vendor, commodity, or service. Proposer is not authorized to make or participate in any media releases or public announcements pertaining to this procurement, the Response or the services to which they relate without PSA’s prior written consent, and then only in accordance with explicit written instructions from PSA.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 25. NO FELONY CRIMINAL CONVICTIONS**

Proposer represents that neither Proposer nor any of its employees, agents, or representatives, including any subcontractors and employees, agents, or representative of such subcontractors, have been convicted of a felony criminal offense or that if such a conviction has occurred Proposer has fully advised PSA in writing of the facts and circumstances surrounding the convictions.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 26. NO IMPLIED WAIVER**

No provision of the contract shall constitute or be construed as a waiver of any of the privileges, rights, defenses, remedies, or immunities available to PSA as a political subdivision of the State of Texas or otherwise available to PSA. The failure to enforce or any delay in the enforcement of any privileges, rights, defenses, remedies, or immunities detailed in the contract or otherwise available to PSA by law will not constitute a waiver of said privileges, rights, defenses, remedies, or immunities or be considered as a basis for estoppel.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 27. FIREARM ENTITIES AND TRADE ASSOCIATIONS DISCRIMINATION**

Proposer verifies that: (1) it does not, and will not for the duration of the contract, have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association or (2) the verification required by Section 2274.002 of the Texas Government Code does not apply to the contract. If proposer is awarded the contract and circumstances relevant to this provision change during the course of the contract, Proposer shall promptly notify PSA.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 28. Cybersecurity Training**

If awarded the contract, Proposer shall ensure that any of Proposer’s employees or subcontractor employees who have access to a State computer system or database shall complete a cybersecurity training program certified under Section 2054.519 of the Texas Government Code. Such training is required to occur during the contract term and the renewal period. Contractor shall provide End User with verification of the completion of the requisite training.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 29. Disaster Recovery Plan**

Upon request of PSA, Proposer shall provide copies of its most recent business continuity and disaster recovery plans.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 30. Energy Company Boycotts**

Proposer represents and warrants that: (1) it does not, and will not for the duration of the contract, boycott energy companies or (2) the verification required by Section 2274.002 of the Texas Government Code does not apply to the contract. If proposer is awarded the contract and circumstances relevant to this provision change during the course of the contract, Proposer shall promptly notify PSA.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 31. NO THIRD-PARTY BENEFICIARIES**

This agreement is made solely and specifically among and for the benefit of the parties named herein and their respective successors and assigns, and no other person shall have any right, interest, or claims hereunder or be entitled to any benefits pursuant to or on account of the contract as a third-party beneficiary or otherwise.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 32. PERMITS, CERTIFICATIONS, AND LICENSES**

Proposer represents and warrants that it has determined what licenses, certifications and permits are required under the contract and has acquired all applicable licenses, certifications, and permits.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 33. PROMPT PAYMENT**

All payments by Proposer to any subcontractor, and any payments by a subcontractor to any other person or entity that provides goods or services under this contract shall be made in compliance with Chapter 2251 of the Texas Government Code.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 34. REFUND**

Proposer will promptly refund or credit within thirty (30) calendar days any funds erroneously paid by a PSA member which are not expressly authorized under the contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 35. SURVIVAL**

Expiration or termination of the contract for any reason does not release Proposer from any liability or obligation set forth in the contract that is expressly stated to survive any such expiration or termination, that by its nature would be intended to be applicable following any such expiration or termination, or that is necessary to fulfill the essential purpose of the contract, including without limitation the provisions regarding warranty, indemnification, confidentiality, and rights and remedies upon termination.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 36. UNFAIR BUSINESS PRACTICES**

Proposer represents and warrants that it has not been the subject of allegations of Deceptive Trade Practices violations under Chapter 17 of the Texas Business and Commerce Code, or allegations of any unfair business practice in any administrative hearing or court suit and that Proposer has not been found to be liable for such practices in such proceedings. Proposer certifies that it has no officers who have served as officers of other entities who have been the subject of allegations of Deceptive Trade Practices violations or allegations of any unfair business practices in an administrative hearing or court suit and that such officers have not been found to be liable for such practices in such proceedings.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 37. WAIVER OF CONSEQUENTIAL DAMAGES**

Notwithstanding any other provision to the contrary herein, neither party shall be liable to the other for any indirect, incidental, special or consequential damages or loss of profits, anticipated or otherwise, or loss of revenues in connection with or arising out of, or in connection with, the subject matter of this contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 38. NO FINANCIAL INTEREST OR OTHER CONFLICT**

No BVOCG/PSA officer, employee, Board of Directors member or member of any BVCOG/PSA board or commission, nor family member of any such person, has a financial interest, direct or indirect, in Offeror or in any contract Offeror might enter into with BVCOG/PSA.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 39. FELONY CONVICTION NOTIFICATION**

Proposer represents and warrants that the Offeror’s employees have not been convicted of a felony criminal offense, or that, if such a conviction has occurred, the Offeror has fully advised PSA as to the facts and circumstances surrounding the conviction.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 40. NON-COLLUSIVE RESPONSE**

The prices in the Response have been arrived at independently without collusion, consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such prices with any other Offeror or potential competitor. The prices which have been quoted in the Response (unless otherwise required by law), have not been knowingly disclosed by Offeror and will not be knowingly disclosed by Offeror prior to the public response opening, either directly or indirectly, to any other Offeror or competitor. No attempt has been made or will be made by Offeror to induce any other person, partnership or corporation to submit or not to submit a response for the purpose of restricting competition.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 41. NON-BIASED SPECIFICATIONS**

This RFP contains no requirements considered to be unduly biased in favor of Offeror or any other Offerors that may be competing for this procurement.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 42. SUSPENSION AND DEBARMENT**

Proposer certifies that it and its principals are not suspended or debarred from doing business with the state or federal government as listed on the State of Texas Debarred Vendor List maintained by the Texas Comptroller of Public Accounts and the System for Award Management (SAM) maintained by the General Services Administration.

Proposer has not within a three (3) year period preceding this RFP been convicted of or had a civil suit judgment rendered against Offeror for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain or performing a public transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statement, or receiving stolen property. Proposer is not presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with commission of any of the offenses enumerated above. Offeror has not, within a three (3) year period preceding this RFP, had any government (federal, state, or local) transactions terminated for cause or default.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 43. LICENSING AND PERMITS**

Proposer has all licenses and/or permits, required by any and all governmental entities having jurisdiction, to legally sell the products/services offered.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 44. FRANCHISE TAX**

Proposer hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer



**Certification 45. COVID-19 Vaccine Passport Prohibition**

Contractor certifies that it does not require its customers to provide any documentation certifying the customer's COVID-19 vaccination or post-transmission recovery on entry to, to gain access to, or to receive service from the Contractor's business. Contractor acknowledges that such a vaccine or recovery requirement would make Contractor ineligible for a state-funded contract.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

**Certification 46. Critical Infrastructure Affirmation**

Contractor certifies (i) that Contractor, including a wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of Contractor, is not owned by or the majority of stock or other ownership interest of Contractor is not held or controlled by individuals who are citizens of China, Iran, North Korea, Russia, or a country designated by the Governor as a threat to critical infrastructure; (ii) that Contractor including a wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of Contractor, is not owned by or the majority of stock or other ownership interest of Contractor is not held or controlled by a company or other entity, including a governmental entity, that is owned or controlled by citizens of or is directly controlled by the government of China, Iran, North Korea, Russia, or a country designated by the Governor as a threat to critical infrastructure; and (iii) that Contractor including a wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of Contractor, is not headquartered in China, Iran, North Korea, Russia, or a country designated by the Governor as a threat to critical infrastructure.

Does Proposer agree? YES SV Initials of Authorized Representative of Proposer

By signing below, Proposer hereby confirms all certifications above, and furthermore that he/she is legally authorized to sign this certification on behalf of said organization by authority of its governing body.

UBEO Business Services

Organization

Steve Vaughan

Name Authorized Representative

VPGM

Title

  
Signature

04/07/2022  
Date



**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions  
Exhibit A**

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**NOTE: This spreadsheet contains several worksheets. Please see ALL other tabs below.**

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:

**UBEO LLC  
RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	
					*SEE NOTE 1	UBEO LLC SERVICE RATES ARE VOLUME BASED					*SEE NOTE 1				UBEO LLC SERVICE RATES ARE VOLUME BASED				
						SEE MAINTENANCE SECTION FOR DETAILS									SEE MAINTENANCE SECTION FOR DETAILS				
418775	IM 7000	\$26,949	55%	\$12,127							\$567	\$378	\$312	\$263					
418786	IM 8000	\$34,099	45%	\$18,754							\$877	\$585	\$483	\$407					
418787	IM 9000	\$42,899	55%	\$19,305							\$903	\$602	\$497	\$419					
418796	PostScript3 Unit Type M44	\$2,845	40%	\$1,707							\$80	\$53	\$44	\$37					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
418801	IPDS Unit Type M44	\$2,459	40%	\$1,475							\$69	\$46	\$38	\$32					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231							\$11	\$7	\$6	\$5					
417595	Smart Card Reader Built-in Unit Type M19	\$119	40%	\$71							\$3	\$2	\$2	\$2					
006429MIU	ESP XG-PCS-20D	\$350	40%	\$210							\$10	\$7	\$5	\$5					
007138MIU	20 amp power filter	\$365	40%	\$219							\$10	\$7	\$6	\$5					
418805	Fax Option Type M44	\$1,419	40%	\$851							\$40	\$27	\$22	\$18					
417644	64MB Fax Memory Unit Type M25	\$105	40%	\$63							\$3	\$2	\$2	\$1					
416229	Copy Tray Type 9002	\$225	40%	\$135							\$6	\$4	\$3	\$3					
416633	Mail Box CS4010	\$3,135	40%	\$1,881							\$88	\$59	\$48	\$41					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
418790	LCIT RT4080 (4,400 sheet LT)	\$2,585	40%	\$1,551							\$73	\$48	\$40	\$34					
418793	A3/ 11" x 17" Tray Type M44	\$2,145	40%	\$1,287							\$60	\$40	\$33	\$28					
417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
418178	Finisher SR4150	\$4,355	40%	\$2,613							\$122	\$81	\$67	\$57					
418180	Booklet Finisher SR4160	\$7,245	40%	\$4,347							\$203	\$136	\$112	\$94					
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14					
418185	Multi-Folding Unit FD4020	\$12,665	40%	\$7,599							\$355	\$237	\$196	\$165					
418826	IM 4000	\$13,885	53%	\$6,490							\$304	\$202	\$167	\$141					
418828	IM 5000	\$16,689	54%	\$7,714							\$361	\$241	\$199	\$167					
418830	IM 6000	\$21,445	51%	\$10,405							\$487	\$324	\$268	\$226					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
418889	PostScript3 Unit Type M45	\$659	40%	\$395							\$18	\$12	\$10	\$9					
413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231							\$11	\$7	\$6	\$5					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$170							\$8	\$5	\$4	\$4					
418893	Smart Card Reader Build-in Unit Type M45	\$125	40%	\$75							\$4	\$2	\$2	\$2					
MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1					
418871	Fax Option Type M45	\$1,569	40%	\$941							\$44	\$29	\$24	\$20					
418337	Finisher SR3260	\$1,945	49%	\$993							\$46	\$31	\$26	\$22					
418385	Finisher SR3280	\$3,649	49%	\$1,863							\$87	\$58	\$48	\$40					
418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88	\$59	\$49	\$41					
418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45					
418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3					
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					
418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18					
418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5					



**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support
418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22				
418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22				
418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18				
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7				
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14				
<b>418819</b>	<b>IM 2500</b>	<b>\$8,239</b>	<b>52%</b>	<b>\$3,947</b>							<b>\$185</b>	<b>\$123</b>	<b>\$102</b>	<b>\$86</b>				
<b>418825</b>	<b>IM 3500</b>	<b>\$12,319</b>	<b>54%</b>	<b>\$5,623</b>							<b>\$263</b>	<b>\$175</b>	<b>\$145</b>	<b>\$122</b>				
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11				
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5				
418889	PostScript3 Unit Type M45	\$659	40%	\$395							\$18	\$12	\$10	\$9				
413009	Unicode Font Package for SAP 1 Device License	\$385	40%	\$231							\$11	\$7	\$6	\$5				
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4				
418893	Smart Card Reader Build-in Unit Type M45	\$125	40%	\$75							\$4	\$2	\$2	\$2				
MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1				
418871	Fax Option Type M45	\$1,569	40%	\$941							\$44	\$29	\$24	\$20				
418337	Finisher SR3260	\$1,945	49%	\$993							\$46	\$31	\$26	\$22				
418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88	\$59	\$49	\$41				
418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11				
418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11				
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1				
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7				
418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45				
418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3				
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3				
418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18				
418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5				
418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22				
418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22				
418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18				
<b>418227</b>	<b>IM C4500</b>	<b>\$19,865</b>	<b>57%</b>	<b>\$8,615</b>							<b>\$403</b>	<b>\$269</b>	<b>\$222</b>	<b>\$187</b>				
<b>418228</b>	<b>IM C6000</b>	<b>\$24,219</b>	<b>55%</b>	<b>\$10,857</b>							<b>\$508</b>	<b>\$339</b>	<b>\$280</b>	<b>\$236</b>				
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11				
418535	IPDS Unit Type M37	\$1,815	40%	\$1,089							\$51	\$34	\$28	\$24				
418408	POSTSCRIPT3 UNIT TYPE M37	\$649	51%	\$318							\$15	\$10	\$8	\$7				
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5				
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4				
418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9	\$6	\$5	\$4				
418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3	\$2	\$2	\$1				
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1				
MX418397RA	Memory Unit Type M37 4GB	\$469	49%	\$239							\$11	\$7	\$6	\$5				
MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1				
418600	Fax Option Type M37	\$1,425	49%	\$726							\$34	\$23	\$19	\$16				
418337	Finisher SR3260	\$1,945	49%	\$993							\$46	\$31	\$26	\$22				
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1				
418385	Finisher SR3280	\$3,649	49%	\$1,863							\$87	\$58	\$48	\$40				
418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88	\$59	\$49	\$41				
418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11				
418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11				

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: **UBEO LLC**

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7					
418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45					
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					
418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3					
418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18					
418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5					
418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
418349	Paper Feed Unit PB3280 (550 x 2)	\$1,815	54%	\$833							\$39	\$26	\$21	\$18					
404602	Auto Trap Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
418433	Color Controller E-25C	\$6,909	49%	\$3,543							\$166	\$110	\$91	\$77					
007183MIU	EFI Productivity Pack for Fiery E22b E22c	\$5,000	21%	\$3,933							\$184	\$123	\$101	\$85					
404600	Hot Folders Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
404601	Spot On Type FS100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$128	\$85	\$70	\$59					
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14					
418292	<b>IM C3000</b>	<b>\$13,959</b>	<b>52%</b>	<b>\$6,697</b>							<b>\$313</b>	<b>\$209</b>	<b>\$173</b>	<b>\$145</b>					
418300	<b>IM C3500</b>	<b>\$16,675</b>	<b>52%</b>	<b>\$8,001</b>							<b>\$374</b>	<b>\$249</b>	<b>\$206</b>	<b>\$174</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
418535	IPDS Unit Type M37	\$1,815	40%	\$1,089							\$51	\$34	\$28	\$24					
418408	POSTSCRIPT3 UNIT TYPE M37	\$649	51%	\$318							\$15	\$10	\$8	\$7					
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9	\$6	\$5	\$4					
418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3	\$2	\$2	\$1					
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
MX418397RA	Memory Unit Type M37 4GB	\$469	49%	\$239							\$11	\$7	\$6	\$5					
MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1					
418600	Fax Option Type M37	\$1,425	49%	\$726							\$34	\$23	\$19	\$16					
418337	Finisher SR3260	\$1,945	49%	\$993							\$46	\$31	\$26	\$22					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
418339	Internal Multi-Fold Unit FD3010	\$3,905	52%	\$1,886							\$88	\$59	\$49	\$41					
418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7					
418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45					
418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3					
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					
418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18					
418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5					
418358	LCIT RT3040	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
418360	LCIT PB3290	\$2,105	52%	\$1,003							\$47	\$31	\$26	\$22					
418349	Paper Feed Unit PB3280 (550 x 2)	\$1,815	54%	\$833							\$39	\$26	\$21	\$18					
404602	Auto Trap Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
418433	Color Controller E-25C	\$6,909	49%	\$3,543							\$166	\$110	\$91	\$77					
007183MIU	EFI Productivity Pack for Fiery E22b E22c	\$5,000	21%	\$3,933							\$184	\$123	\$101	\$85					
404600	Hot Folders Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15					

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Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
404601	Spot On Type FS100	\$725	3%	\$700							\$33	\$22	\$18	\$15					
3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$128	\$85	\$70	\$59					
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
<b>418284</b>	<b>IM C2500</b>	<b>\$10,265</b>	<b>49%</b>	<b>\$5,215</b>							<b>\$244</b>	<b>\$163</b>	<b>\$134</b>	<b>\$113</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
418408	POSTSCRIPT3 UNIT TYPE M37	\$649	51%	\$318							\$15	\$10	\$8	\$7					
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
418422	Smart Card Reader Built-in Unit Type M37	\$119	49%	\$61							\$3	\$2	\$2	\$1					
418421	NFC Card Reader Type M37	\$375	49%	\$192							\$9	\$6	\$5	\$4					
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
MX418397RA	Memory Unit Type M37 4GB	\$469	49%	\$239							\$11	\$7	\$6	\$5					
MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1					
418600	Fax Option Type M37	\$1,425	49%	\$726							\$34	\$23	\$19	\$16					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
418327	Punch Unit PU3070 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
418381	Punch Unit PU3080 NA	\$1,099	54%	\$504							\$24	\$16	\$13	\$11					
418352	Paper Feed Unit PB3300	\$1,745	54%	\$808							\$38	\$25	\$21	\$18					
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					
418376	One Bin Tray BN3130	\$589	49%	\$301							\$14	\$9	\$8	\$7					
418343	Internal Shift Tray SH3080	\$495	55%	\$224							\$10	\$7	\$6	\$5					
418378	Internal Finisher SR3250	\$1,605	49%	\$820							\$38	\$26	\$21	\$18					
418335	Booklet Finisher SR3270	\$4,065	49%	\$2,074							\$97	\$65	\$53	\$45					
418345	Bridge Unit BU3090	\$229	49%	\$117							\$5	\$4	\$3	\$3					
<b>418171</b>	<b>IM C6500</b>	<b>\$41,555</b>	<b>50%</b>	<b>\$20,778</b>							<b>\$972</b>	<b>\$648</b>	<b>\$535</b>	<b>\$451</b>					
<b>418174</b>	<b>IM C8000</b>	<b>\$53,039</b>	<b>55%</b>	<b>\$23,868</b>							<b>\$1,117</b>	<b>\$744</b>	<b>\$615</b>	<b>\$518</b>					
418192	PostScript3 Unit Type M42	\$695	40%	\$417							\$20	\$13	\$11	\$9					
418198	IPDS Unit Type M42	\$1,925	40%	\$1,155							\$54	\$36	\$30	\$25					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
417595	Smart Card Reader Built-in Unit Type M19	\$119	40%	\$71							\$3	\$2	\$2	\$2					
006429MIU	ESP XG-PCS-20D	\$350	40%	\$210							\$10	\$7	\$5	\$5					
007138MIU	20 amp power filter	\$365	40%	\$219							\$10	\$7	\$6	\$5					
418209	Fax Option Type M42	\$1,639	40%	\$983							\$46	\$31	\$25	\$21					
417695	Fax Memory Unit Type M26 64MB	\$229	40%	\$137							\$6	\$4	\$4	\$3					
417883	A3/11x17 Tray Unit Type M2	\$2,155	40%	\$1,293							\$60	\$40	\$33	\$28					
416633	Mail Box CS4010	\$3,135	40%	\$1,881							\$88	\$59	\$48	\$41					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
416642	Tab Sheet Holder Type M2	\$79	40%	\$47							\$2	\$1	\$1	\$1					
418204	LCIT RT4070	\$7,095	40%	\$4,257							\$199	\$133	\$110	\$92					
418190	LCIT RT4060	\$3,415	40%	\$2,049							\$96	\$64	\$53	\$44					
418189	Cover Interposer Tray CI4050	\$5,019	40%	\$3,011							\$141	\$94	\$78	\$65					
417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
417677	Cooling Fan Unit Type M26	\$725	40%	\$435							\$20	\$14	\$11	\$9					
418178	Finisher SR4150	\$4,355	40%	\$2,613							\$122	\$81	\$67	\$57					
418180	Booklet Finisher SR4160	\$7,245	40%	\$4,347							\$203	\$136	\$112	\$94					

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MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
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418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14					
418183	Finisher SR4140	\$7,945	40%	\$4,767							\$223	\$149	\$123	\$103					
418184	Copy Tray Type M42	\$245	40%	\$147							\$7	\$5	\$4	\$3					
418187	Multi-Folding Unit FD4010	\$7,085	40%	\$4,251							\$199	\$133	\$110	\$92					
418185	Multi-Folding Unit FD4020	\$12,665	40%	\$7,599							\$355	\$237	\$196	\$165					
418201	Punch Unit PU 5050 NA	\$1,085	40%	\$651							\$30	\$20	\$17	\$14					
<b>408244</b>	<b>SP 8400DN</b>	<b>\$3,365</b>	<b>13%</b>	<b>\$2,913</b>							<b>\$136</b>	<b>\$91</b>	<b>\$75</b>	<b>\$63</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
408097	PostScript3 Unit Type P13	\$455	33%	\$307							\$14	\$10	\$8	\$7					
408076	IPDS UNIT TYPE P13	\$845	40%	\$507							\$24	\$16	\$13	\$11					
408100	VM CARD TYPE P13	\$219	54%	\$100							\$5	\$3	\$3	\$2					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
MX408078RA	HDD Option Type P13	\$559	65%	\$196							\$9	\$6	\$5	\$4					
408116	LCIT PB3260	\$2,105	54%	\$961							\$45	\$30	\$25	\$21					
416548	LCIT RT3030	\$2,105	50%	\$1,058							\$49	\$33	\$27	\$23					
407964	Attention Light AL3000	\$1,519	32%	\$1,031							\$48	\$32	\$27	\$22					
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					
408112	Paper Feed Unit PB3240	\$1,815	56%	\$795							\$37	\$25	\$20	\$17					
416612	Punch Unit PU3060 NA	\$1,085	51%	\$533							\$25	\$17	\$14	\$12					
416609	Punch Unit PU3050 NA	\$1,079	51%	\$531							\$25	\$17	\$14	\$12					
417587	Bridge Unit BU3070	\$229	50%	\$115							\$5	\$4	\$3	\$2					
417483	Finisher SR3210	\$1,945	50%	\$973							\$46	\$30	\$25	\$21					
417487	Finisher SR3230	\$3,649	50%	\$1,823							\$85	\$57	\$47	\$40					
417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
<b>408105</b>	<b>SP C840DN</b>	<b>\$4,275</b>	<b>17%</b>	<b>\$3,555</b>							<b>\$166</b>	<b>\$111</b>	<b>\$92</b>	<b>\$77</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
407866	VM Card Type P8	\$135	33%	\$91							\$4	\$3	\$2	\$2					
408093	POSTSCRIPT3 UNIT TYPE P11	\$649	53%	\$304							\$14	\$9	\$8	\$7					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
MX408386RA	HDD Option Type P11	\$235	32%	\$160							\$7	\$5	\$4	\$3					
408116	LCIT PB3260	\$2,105	54%	\$961							\$45	\$30	\$25	\$21					
416548	LCIT RT3030	\$2,105	50%	\$1,058							\$49	\$33	\$27	\$23					
417484	Booklet Finisher SR3220 (1,000-sheet)	\$4,065	50%	\$2,030							\$95	\$63	\$52	\$44					
407964	Attention Light AL3000	\$1,519	32%	\$1,031							\$48	\$32	\$27	\$22					
408047	HDD Option Type P11	\$235	32%	\$159							\$7	\$5	\$4	\$3					
408114	Paper Feed Unit PB3250 (550 x 1)	\$835	55%	\$379							\$18	\$12	\$10	\$8					
52742	Caster Table Type M3	\$270	40%	\$162							\$8	\$5	\$4	\$4					
100478FNG	Cabinet Type F	\$275	52%	\$132							\$6	\$4	\$3	\$3					
408112	Paper Feed Unit PB3240	\$1,815	56%	\$795							\$37	\$25	\$20	\$17					
416612	Punch Unit PU3060 NA	\$1,085	51%	\$533							\$25	\$17	\$14	\$12					
416609	Punch Unit PU3050 NA	\$1,079	51%	\$531							\$25	\$17	\$14	\$12					
417587	Bridge Unit BU3070	\$229	50%	\$115							\$5	\$4	\$3	\$2					
417483	Finisher SR3210	\$1,945	50%	\$973							\$46	\$30	\$25	\$21					
417487	Finisher SR3230	\$3,649	50%	\$1,823							\$85	\$57	\$47	\$40					
417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
<b>418458</b>	<b>IM 550F</b>	<b>\$3,849</b>	<b>20%</b>	<b>\$3,079</b>							<b>\$144</b>	<b>\$96</b>	<b>\$79</b>	<b>\$67</b>					
<b>418465</b>	<b>IM 600SRF</b>	<b>\$5,375</b>	<b>20%</b>	<b>\$4,300</b>							<b>\$201</b>	<b>\$134</b>	<b>\$111</b>	<b>\$93</b>					
407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$364							\$17	\$11	\$9	\$8					

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418519	POSTSCRIPT3 UNIT TYPE M40	\$469	40%	\$281							\$13	\$9	\$7	\$6					
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
418516	IPDS UNIT TYPE M40	\$799	40%	\$479							\$22	\$15	\$12	\$10					
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1					
MX417518RA	FAX Memory Unit Type M19 64MB	\$105	56%	\$46							\$2	\$1	\$1	\$1					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
418475	Paper Feed Unit PB1160	\$345	11%	\$307							\$14	\$10	\$8	\$7					
52652	Tall Cabinet Type U	\$265	40%	\$159							\$7	\$5	\$4	\$3					
52642	Medium Cabinet Type T	\$255	40%	\$153							\$7	\$5	\$4	\$3					
22633	Caster Table Type Z	\$309	40%	\$185							\$9	\$6	\$5	\$4					
<b>418485</b>	<b>IM 350F</b>	<b>\$3,425</b>	<b>50%</b>	<b>\$1,720</b>							<b>\$80</b>	<b>\$54</b>	<b>\$44</b>	<b>\$37</b>					
<b>418490</b>	<b>IM 430F</b>	<b>\$3,659</b>	<b>50%</b>	<b>\$1,828</b>							<b>\$86</b>	<b>\$57</b>	<b>\$47</b>	<b>\$40</b>					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$364							\$17	\$11	\$9	\$8					
418070	PostScript3 Unit Type M34	\$469	33%	\$315							\$15	\$10	\$8	\$7					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
418080	Paper Feed Unit PB1110 (1x250 Sheets)	\$259	14%	\$223							\$10	\$7	\$6	\$5					
418081	Paper Feed Unit PB1120 (1x500 Sheet)	\$415	17%	\$344							\$16	\$11	\$9	\$7					
418143	Caster Table Type M34	\$365	30%	\$257							\$12	\$8	\$7	\$6					
418219	Paper Feed Unit PB1110 TL 250 Sheets	\$385	22%	\$300							\$14	\$9	\$8	\$7					
418218	Paper Feed Unit PB 1120TL 500 Sheets	\$485	22%	\$378							\$18	\$12	\$10	\$8					
418093	Offline Stapler Type M34	\$219	32%	\$148							\$7	\$5	\$4	\$3					
52005	Medium Cabinet Type P	\$215	42%	\$124							\$6	\$4	\$3	\$3					
52006	Tall Cabinet Type Q	\$245	44%	\$137							\$6	\$4	\$4	\$3					
<b>418562</b>	<b>IM C400F</b>	<b>\$5,365</b>	<b>40%</b>	<b>\$3,219</b>							<b>\$151</b>	<b>\$100</b>	<b>\$83</b>	<b>\$70</b>					
<b>418574</b>	<b>IM C400SRF</b>	<b>\$6,135</b>	<b>40%</b>	<b>\$3,681</b>							<b>\$172</b>	<b>\$115</b>	<b>\$95</b>	<b>\$80</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
418579	PostScript3 Unit Type M41	\$689	40%	\$413							\$19	\$13	\$11	\$9					
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
418581	POSTSCRIPT3 UNIT TYPE M41	\$689	40%	\$413							\$19	\$13	\$11	\$9					
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
418584	1 Bin Tray BN1040	\$319	40%	\$191							\$9	\$6	\$5	\$4					
52780	Caster Table Type Y	\$449	40%	\$269							\$13	\$8	\$7	\$6					
52790	Low Cabinet Type V	\$309	40%	\$185							\$9	\$6	\$5	\$4					
52800	Medium Cabinet Type W	\$319	40%	\$191							\$9	\$6	\$5	\$4					
418583	Paper Feed Unit PB1170	\$695	40%	\$417							\$20	\$13	\$11	\$9					
52810	Tall Cabinet Type X	\$345	40%	\$207							\$10	\$6	\$5	\$4					
<b>418569</b>	<b>IM C300F</b>	<b>\$5,049</b>	<b>40%</b>	<b>\$3,029</b>							<b>\$142</b>	<b>\$94</b>	<b>\$78</b>	<b>\$66</b>					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
418579	PostScript3 Unit Type M41	\$689	40%	\$413							\$19	\$13	\$11	\$9					

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
417430	OCR UNIT TYPE M13	\$385	40%	\$231							\$11	\$7	\$6	\$5					
418581	POSTSCRIPT3 UNIT TYPE M41	\$689	40%	\$413							\$19	\$13	\$11	\$9					
ESP51	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1					
418584	1 Bin Tray BN1040	\$319	40%	\$191							\$9	\$6	\$5	\$4					
52780	Caster Table Type Y	\$449	40%	\$269							\$13	\$8	\$7	\$6					
52790	Low Cabinet Type V	\$309	40%	\$185							\$9	\$6	\$5	\$4					
52800	Medium Cabinet Type W	\$319	40%	\$191							\$9	\$6	\$5	\$4					
418583	Paper Feed Unit PB1170	\$695	40%	\$417							\$20	\$13	\$11	\$9					
52810	Tall Cabinet Type X	\$345	40%	\$207							\$10	\$6	\$5	\$4					
<b>408301</b>	<b>P C600</b>	<b>\$1,649</b>	<b>10%</b>	<b>\$1,484</b>							<b>\$69</b>	<b>\$46</b>	<b>\$38</b>	<b>\$32</b>					
407863	IEEE 802.11 Interface Unit Type M24	\$539	32%	\$367							\$17	\$11	\$9	\$8					
408307	PostScript3 Unit Type P17	\$479	22%	\$374							\$17	\$12	\$10	\$8					
MX408384RA	Hard Disk Drive Option Type P17	\$245	3%	\$238							\$11	\$7	\$6	\$5					
408309	POSTSCRIPT3 UNIT TYPE P17	\$479	22%	\$374							\$17	\$12	\$10	\$8					
ESP51	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1					
408300	Paper Feed Unit PB1150	\$545	22%	\$425							\$20	\$13	\$11	\$9					
52700	Low Cabinet Type R	\$149	22%	\$116							\$5	\$4	\$3	\$3					
52710	Tall Cabinet Type S	\$195	22%	\$152							\$7	\$5	\$4	\$3					
<b>417289</b>	<b>MP W6700SP</b>	<b>\$24,205</b>	<b>44%</b>	<b>\$13,439</b>							<b>\$629</b>	<b>\$419</b>	<b>\$346</b>	<b>\$292</b>					
417301	SD Card	\$85	52%	\$41							\$2	\$1	\$1	\$1					
417300	Browser Unit Type M14	\$85	52%	\$41							\$2	\$1	\$1	\$1					
416572	IEEE 802.11a/g/n Interface Unit Type M2	\$885	50%	\$440							\$21	\$14	\$11	\$10					
415873	PrintCopy Tool	\$2,538	22%	\$1,980							\$93	\$62	\$51	\$43					
416604	OCR Unit Type M2	\$375	51%	\$184							\$9	\$6	\$5	\$4					
410844	Roll Holder Type A	\$179	43%	\$102							\$5	\$3	\$3	\$2					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
413717	Original Hanger	\$449	41%	\$263							\$12	\$8	\$7	\$6					
406305	MultiStacker Type 7140	\$2,219	48%	\$1,144							\$54	\$36	\$29	\$25					
410842	Original/Copy Catch Tray	\$795	38%	\$489							\$23	\$15	\$13	\$11					
404830	MP CW2201SP	\$15,955	45%	\$8,797							\$412	\$274	\$227	\$191					
404858	NFC Card Reader	\$369	50%	\$184							\$9	\$6	\$5	\$4					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
415873	PrintCopy Tool	\$2,538	22%	\$1,980							\$93	\$62	\$51	\$43					
<b>404836</b>	<b>MP CW2201 B unit</b>	<b>\$1,565</b>	<b>49%</b>	<b>\$796</b>							<b>\$37</b>	<b>\$25</b>	<b>\$20</b>	<b>\$17</b>					
404833	2nd Roll Option	\$2,455	49%	\$1,254							\$59	\$39	\$32	\$27					
404834	Roll Holder Unit Type M3	\$149	50%	\$75							\$4	\$2	\$2	\$2					
404835	File Format Converter	\$739	49%	\$377							\$18	\$12	\$10	\$8					
<b>409236</b>	<b>Pro 8300s</b>	<b>\$51,699</b>	<b>60%</b>	<b>\$20,680</b>							<b>\$967</b>	<b>\$645</b>	<b>\$533</b>	<b>\$449</b>					
409326	PostScript Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
409328	PostScript3 Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37					
409334	IPDS Unit Type S11	\$8,799	40%	\$5,279							\$247	\$165	\$136	\$115					
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					

**Purchasing Solutions Alliance  
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Name of Offeror:

**UBEO LLC**

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees					
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
	MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33					
	MXARHDPBRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15					
	407964	Attention Light AL3000	\$1,519	32%	\$1,031							\$48	\$32	\$27	\$22					
	409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45					
	417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
	409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95	\$63	\$52	\$44					
	409000	ADF Double- Feed Detection Kit	\$495	49%	\$251							\$12	\$8	\$6	\$5					
	404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5					
	409047	NFC Card Reader Type S6	\$375	50%	\$188							\$9	\$6	\$5	\$4					
	409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87					
	409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142					
	409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170					
	404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40					
	409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24					
	409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21					
	409096	Multi Bypass Attachment Kit for Vacuum Feed LC	\$619	50%	\$307							\$14	\$10	\$8	\$7					
	409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12					
	409338	A3/11"x17" Tray Kit TK5020	\$2,025	40%	\$1,215							\$57	\$38	\$31	\$26					
	409264	Printer Controller EB-35	\$14,199	40%	\$8,519							\$399	\$266	\$219	\$185					
	404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42					
	45181852	NX Station ONE	\$1,855	3%	\$1,799							\$84	\$56	\$46	\$39					
	45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81	\$54	\$45	\$38					
	45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
	409235	Finisher SR5090	\$6,159	40%	\$3,695							\$173	\$115	\$95	\$80					
	409234	Finisher SR5100	\$10,449	40%	\$6,269							\$293	\$195	\$162	\$136					
	417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
	418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14					
	409253	Shift Sort Tray SH5000	\$1,665	40%	\$999							\$47	\$31	\$26	\$22					
	409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68	\$45	\$37	\$31					
	409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81					
	409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4					
	404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140					
	409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137					
	409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244					
	409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18					
	409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219					
	404877	SR5000 series Output tray for Banner Sheet Type	\$305	49%	\$155							\$7	\$5	\$4	\$3					
	<b>409240</b>	<b>Pro 8320</b>	<b>\$70,949</b>	<b>45%</b>	<b>\$39,022</b>							<b>\$1,825</b>	<b>\$1,217</b>	<b>\$1,005</b>	<b>\$847</b>					
	417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11					
	409331	PostScript3 Unit Type S12	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37					
	409334	IPDS Unit Type S11	\$8,799	40%	\$5,279							\$247	\$165	\$136	\$115					
	007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5					
	006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
	MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33					
	MXARHDPBRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15					
	409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45					
	409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95	\$63	\$52	\$44					
	404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5					

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MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
409047	NFC Card Reader Type S6	\$375	50%	\$188							\$9	\$6	\$5	\$4					
409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87					
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142					
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170					
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40					
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24					
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21					
409096	Multi Bypass Attachment Kit for Vacuum Feed LC	\$619	50%	\$307							\$14	\$10	\$8	\$7					
409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12					
409338	A3/11"x17" Tray Kit TK5020	\$2,025	40%	\$1,215							\$57	\$38	\$31	\$26					
409264	Printer Controller EB-35	\$14,199	40%	\$8,519							\$399	\$266	\$219	\$185					
409493	EB-35 OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23					
404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42					
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
45181852	NX Station ONE	\$1,855	3%	\$1,799							\$84	\$56	\$46	\$39					
45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81	\$54	\$45	\$38					
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68	\$45	\$37	\$31					
409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522					
409262	Buffer Pass Unit Type S11	\$8,989	40%	\$5,393							\$252	\$168	\$139	\$117					
404542	Perfect Binder GB5010	\$51,779	22%	\$40,365							\$1,888	\$1,259	\$1,040	\$876					
404544	Transit Pass Unit for Perfect Binder Type S1	\$2,755	22%	\$2,149							\$101	\$67	\$55	\$47					
404545	Cover Interposer Tray for Perfect Binder Type S1	\$2,455	22%	\$1,912							\$89	\$60	\$49	\$41					
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81					
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4					
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140					
409260	Ring Binder RBS030	\$34,889	40%	\$20,933							\$979	\$653	\$539	\$454					
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226					
404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10					
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137					
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244					
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18					
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219					
404877	SR5000 series Output tray for Banner Sheet Type	\$305	49%	\$156							\$7	\$5	\$4	\$3					
409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193	\$128	\$106	\$89					
404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85	\$57	\$47	\$40					
409358	Plockmatic PBM350e	\$23,649	40%	\$14,189							\$664	\$442	\$366	\$308					
404716	Plockmatic Production Booklet Maker upgrade kit	\$20,245	30%	\$14,139							\$661	\$441	\$364	\$307					
404718	Plockmatic Production Booklet Maker Trim Mod	\$14,965	29%	\$10,564							\$494	\$329	\$272	\$229					
404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216					
404720	Plockmatic Production Booklet Maker Cover Fee	\$6,105	27%	\$4,473							\$209	\$139	\$115	\$97					
12205110	Plockmatic RCTe	\$48,949	40%	\$29,369							\$1,374	\$916	\$757	\$637					
409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143	\$96	\$79	\$66					
409232	MPS-PBM COMMUNICATION SPLITTER	\$835	40%	\$501							\$23	\$16	\$13	\$11					
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8					
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250					
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15					
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15					



Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: **UBEO LLC**

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14				
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14				
404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16				
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Die	\$1,485	49%	\$750							\$35	\$23	\$19	\$16				
409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93	\$62	\$51	\$43				
409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148							\$54	\$36	\$30	\$25				
409059	GBC ComBind 19H HD	\$4,515	51%	\$2,208							\$103	\$69	\$57	\$48				
404771	GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43	\$3,269	50%	\$1,635							\$77	\$51	\$42	\$35				
404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15				
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15				
409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695				
<b>409238</b>	<b>Pro 8320s</b>	<b>\$76,999</b>	<b>40%</b>	<b>\$46,199</b>							<b>\$2,161</b>	<b>\$1,440</b>	<b>\$1,190</b>	<b>\$1,002</b>				
409326	PostScript Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37				
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5				
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489							\$23	\$15	\$13	\$11				
409328	PostScript3 Unit Type S11	\$2,879	40%	\$1,727							\$81	\$54	\$45	\$37				
409334	IPDS Unit Type S11	\$8,799	40%	\$5,279							\$247	\$165	\$136	\$115				
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5				
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4				
MXRHD8200RA	Removable Hard Drive Kit for Pro 8200	\$3,075	50%	\$1,536							\$72	\$48	\$40	\$33				
MXARHDPPRA	Set of two Swap-able Drives with docking trays	\$1,415	50%	\$707							\$33	\$22	\$18	\$15				
409355	TCRU/ORU Type S11 (Set A)	\$3,465	40%	\$2,079							\$97	\$65	\$54	\$45				
409356	TCRU Type S11 (Set B)	\$3,389	40%	\$2,033							\$95	\$63	\$52	\$44				
409000	ADF Double- Feed Detection Kit	\$495	49%	\$251							\$12	\$8	\$6	\$5				
404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5				
409047	NFC Card Reader Type S6	\$375	50%	\$188							\$9	\$6	\$5	\$4				
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1				
409256	LCIT RT5130	\$6,675	40%	\$4,005							\$187	\$125	\$103	\$87				
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142				
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170				
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40				
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24				
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21				
409096	Multi Bypass Attachment Kit for Vacuum Feed LC	\$619	50%	\$307							\$14	\$10	\$8	\$7				
409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12				
409338	A3/11"x17" Tray Kit TK5020	\$2,025	40%	\$1,215							\$57	\$38	\$31	\$26				
409264	Printer Controller EB-35	\$14,199	40%	\$8,519							\$399	\$266	\$219	\$185				
409493	EB-35 OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23				
404827	Fiery Image Viewer B/W	\$2,470	22%	\$1,927							\$90	\$60	\$50	\$42				
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24				
45181852	NX Station ONE	\$1,855	3%	\$1,799							\$84	\$56	\$46	\$39				
45181781	NX One HDD Kit	\$2,889	40%	\$1,733							\$81	\$54	\$45	\$38				
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101				
409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522				
409337	Decurl Unit DU5070	\$2,409	40%	\$1,445							\$68	\$45	\$37	\$31				
409262	Buffer Pass Unit Type S11	\$8,989	40%	\$5,393							\$252	\$168	\$139	\$117				
404542	Perfect Binder GB5010	\$51,779	22%	\$40,365							\$1,888	\$1,259	\$1,040	\$876				

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

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Name of Offeror: <b>UBEO LLC</b> <b>RICOH</b>						MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
404544	Transit Pass Unit for Perfect Binder Type S1	\$2,755	22%	\$2,149										\$101	\$67	\$55	\$47			
404545	Cover Interposer Tray for Perfect Binder Type S1	\$2,455	22%	\$1,912										\$89	\$60	\$49	\$41			
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735										\$175	\$116	\$96	\$81			
409259	Double Feed Detection CI5040	\$285	40%	\$171										\$8	\$5	\$4	\$4			
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457										\$302	\$201	\$166	\$140			
409260	Ring Binder RB5030	\$34,889	40%	\$20,933										\$979	\$653	\$539	\$454			
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395										\$486	\$324	\$268	\$226			
404218	Roll-Away Cart Type 5010	\$785	40%	\$472										\$22	\$15	\$12	\$10			
409249	Finisher SR5110	\$10,515	40%	\$6,309										\$295	\$197	\$163	\$137			
409250	Finisher SR5120	\$18,719	40%	\$11,231										\$525	\$350	\$289	\$244			
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837										\$39	\$26	\$22	\$18			
409254	Trimmer TR5050	\$16,829	40%	\$10,097										\$472	\$315	\$260	\$219			
404877	SR5000 series Output tray for Banner Sheet Type	\$305	49%	\$155										\$7	\$5	\$4	\$3			
409339	Bridge Unit BU5020	\$6,859	40%	\$4,115										\$193	\$128	\$106	\$89			
404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823										\$85	\$57	\$47	\$40			
P450-010	10FT CBL NULL MODEM GOLD DB9 F F	\$11	22%	\$9										\$1	\$1	\$1	\$1			
409358	Plockmatic PBM350e	\$23,649	40%	\$14,189										\$664	\$442	\$366	\$308			
404716	Plockmatic Production Booklet Maker upgrade k	\$20,245	30%	\$14,139										\$661	\$441	\$364	\$307			
404718	Plockmatic Production Booklet Maker Trim Mod	\$14,965	29%	\$10,564										\$494	\$329	\$272	\$229			
404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977										\$467	\$311	\$257	\$216			
404720	Plockmatic Production Booklet Maker Cover Fee	\$6,105	27%	\$4,473										\$209	\$139	\$115	\$97			
12205110	Plockmatic RCTe	\$48,949	40%	\$29,369										\$1,374	\$916	\$757	\$637			
409055	Trim Waste Conveyor	\$3,829	20%	\$3,063										\$143	\$96	\$79	\$66			
404722	Plockmatic Production Booklet Maker Belt Stack	\$4,895	27%	\$3,584										\$168	\$112	\$92	\$78			
409233	MPS RAIL UNIT	\$585	40%	\$351										\$16	\$11	\$9	\$8			
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544										\$540	\$360	\$297	\$250			
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678										\$32	\$21	\$17	\$15			
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678										\$32	\$21	\$17	\$15			
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647										\$30	\$20	\$17	\$14			
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652										\$31	\$20	\$17	\$14			
404765	DIE RICOH VB LTR	\$1,485	49%	\$750										\$35	\$23	\$19	\$16			
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678										\$32	\$21	\$17	\$15			
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Die	\$1,485	49%	\$750										\$35	\$23	\$19	\$16			
409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986										\$93	\$62	\$51	\$43			
409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148										\$54	\$36	\$30	\$25			
409059	GBC ComBind 19H HD	\$4,515	51%	\$2,208										\$103	\$69	\$57	\$48			
404771	GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43	\$3,269	50%	\$1,635										\$77	\$51	\$42	\$35			
404772	Die Stream Wire Round	\$905	22%	\$706										\$33	\$22	\$18	\$15			
404770	Die Stream Wire Square	\$905	22%	\$706										\$33	\$22	\$18	\$15			
409221	GBC Streamwire	\$41,055	22%	\$32,023										\$1,498	\$998	\$825	\$695			
<b>409392</b>	<b>Pro C53005</b>	<b>\$60,505</b>	<b>65%</b>	<b>\$21,177</b>										<b>\$991</b>	<b>\$660</b>	<b>\$546</b>	<b>\$459</b>			
<b>409393</b>	<b>Pro C53105</b>	<b>\$73,699</b>	<b>65%</b>	<b>\$25,795</b>										<b>\$1,207</b>	<b>\$804</b>	<b>\$665</b>	<b>\$560</b>			
417493	IEEE 802.11a/g/n Interface Unit Type M19	\$815	40%	\$489										\$23	\$15	\$13	\$11			
417428	OCR Unit Type M13	\$369	40%	\$221										\$10	\$7	\$6	\$5			
418192	PostScript3 Unit Type M42	\$695	40%	\$417										\$20	\$13	\$11	\$9			
418198	IPDS Unit Type M42	\$1,925	40%	\$1,155										\$54	\$36	\$30	\$25			
007138MIU	20 amp power filter	\$365	40%	\$220										\$10	\$7	\$6	\$5			
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168										\$8	\$5	\$4	\$4			

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

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Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support
418410	VM CARD Type M37	\$55	40%	\$33							\$2	\$1	\$1	\$1				
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1				
418209	Fax Option Type M42	\$1,639	40%	\$983							\$46	\$31	\$25	\$21				
417695	Fax Memory Unit Type M26 64MB	\$229	40%	\$137							\$6	\$4	\$4	\$3				
409410	TCRU/ORU Set A Type S13	\$2,205	40%	\$1,323							\$62	\$41	\$34	\$29				
409411	TCRU/ORU Set B Type S13	\$3,195	40%	\$1,917							\$90	\$60	\$49	\$42				
409046	TCRU/ORU Set C Type S6	\$129	40%	\$77							\$4	\$2	\$2	\$2				
409415	Optional Feed Roller Unit Type S13	\$629	40%	\$377							\$18	\$12	\$10	\$8				
409416	Carbonless Paper Unit S13	\$875	40%	\$525							\$25	\$16	\$14	\$11				
409383	Numeric Keypad Type S13	\$739	40%	\$443							\$21	\$14	\$11	\$10				
404882	Media Identification Unit Type S3	\$439	50%	\$219							\$10	\$7	\$6	\$5				
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1				
409001	Smart Card Reader Built-in Unit Type S6	\$125	51%	\$62							\$3	\$2	\$2	\$1				
417883	A3/11x17 Tray Unit Type M2	\$2,155	40%	\$1,293							\$60	\$40	\$33	\$28				
418190	LCIT RT4060	\$3,415	40%	\$2,049							\$96	\$64	\$53	\$44				
409417	LCIT RT5140	\$7,095	40%	\$4,257							\$199	\$133	\$110	\$92				
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170				
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24				
409389	Bridge Unit BU5030	\$3,499	40%	\$2,099							\$98	\$65	\$54	\$46				
404878	Banner Sheet Guide Tray for A3/11"x17" LCIT Ty	\$945	50%	\$471							\$22	\$15	\$12	\$10				
416642	Tab Sheet Holder Type M2	\$79	40%	\$47							\$2	\$1	\$1	\$1				
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21				
409096	Multi Bypass Attachment Kit for Vacuum Feed LC	\$619	50%	\$307							\$14	\$10	\$8	\$7				
409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12				
409390	Color Controller E-27B	\$7,729	22%	\$6,029							\$282	\$188	\$155	\$131				
409401	Color Controller E-47B	\$26,499	40%	\$15,899							\$744	\$496	\$410	\$345				
409384	Fiery APPE	\$2,575	22%	\$2,009							\$94	\$63	\$52	\$44				
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24				
409283	EFI Server HDD Security Type E-45	\$2,000	20%	\$1,598							\$75	\$50	\$41	\$35				
404600	Hot Folders Type FS-100	\$725	3%	\$700							\$33	\$22	\$18	\$15				
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101				
409216	NX Station LS	\$3,915	22%	\$3,054							\$143	\$95	\$79	\$66				
409217	NX Station GL	\$2,525	22%	\$1,970							\$92	\$61	\$51	\$43				
45209552	EFI TotalFlow Bundle Basic Digital	\$4,530	40%	\$2,718							\$127	\$85	\$70	\$59				
45209551	EFI TotalFlow Bundle Advanced with GA Pro Sub	\$13,590	40%	\$8,154							\$381	\$254	\$210	\$177				
409418	Cover Interposer CI5050	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23				
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81				
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4				
409405	Decurl Unit DU5080	\$3,505	40%	\$2,103							\$98	\$66	\$54	\$46				
409186	Buffer Pass Unit Type S9	\$8,819	49%	\$4,459							\$209	\$139	\$115	\$97				
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140				
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219				
409339	Bridge Unit BU5020	\$6,859	40%	\$4,115							\$193	\$128	\$106	\$89				
418184	Copy Tray Type M42	\$245	40%	\$147							\$7	\$5	\$4	\$3				
409235	Finisher SR5090	\$6,159	40%	\$3,695							\$173	\$115	\$95	\$80				
409234	Finisher SR5100	\$10,449	40%	\$6,269							\$293	\$195	\$162	\$136				
418332	Punch Unit PU3090 NA	\$1,099	40%	\$659							\$31	\$21	\$17	\$14				
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137				

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
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Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244					
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18					
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226					
404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10					
417677	Cooling Fan Unit Type M26	\$725	40%	\$435							\$20	\$14	\$11	\$9					
417630	Output Jogger Unit Type M25	\$515	40%	\$309							\$14	\$10	\$8	\$7					
404872	SR4000 series Output Tray for Banner Sheet Type	\$305	50%	\$152							\$7	\$5	\$4	\$3					
404877	SR5000 series Output tray for Banner Sheet Type	\$305	49%	\$155							\$7	\$5	\$4	\$3					
409358	Plockmatic PBM350e	\$23,649	40%	\$14,189							\$664	\$442	\$366	\$308					
404716	Plockmatic Production Booklet Maker upgrade kit	\$20,245	30%	\$14,139							\$661	\$441	\$364	\$307					
404718	Plockmatic Production Booklet Maker Trim Module	\$14,965	29%	\$10,564							\$494	\$329	\$272	\$229					
404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216					
404720	Plockmatic Production Booklet Maker Cover Fee	\$6,105	27%	\$4,473							\$209	\$139	\$115	\$97					
12205110	Plockmatic RCTe	\$48,949	40%	\$29,369							\$1,374	\$916	\$757	\$637					
409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143	\$96	\$79	\$66					
404722	Plockmatic Production Booklet Maker Belt Stack	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78					
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8					
409379	Plockmatic Square Back Trimmer	\$32,065	40%	\$19,239							\$900	\$600	\$496	\$417					
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250					
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15					
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15					
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14					
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14					
404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16					
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15					
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Die	\$1,485	49%	\$750							\$35	\$23	\$19	\$16					
409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93	\$62	\$51	\$43					
409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148							\$54	\$36	\$30	\$25					
409059	GBC ComBind 19H HD	\$4,515	51%	\$2,208							\$103	\$69	\$57	\$48					
404771	GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43	\$3,269	50%	\$1,635							\$77	\$51	\$42	\$35					
409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695					
404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15					
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15					
409151	Pro C7210SX	\$118,375	67%	\$39,355							\$1,841	\$1,227	\$1,014	\$854					
409155	Pro C7210X	\$107,695	67%	\$35,802							\$1,675	\$1,116	\$922	\$777					
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5					
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
409205	TCRU Type S9 (Set B)	\$4,335	49%	\$2,231							\$104	\$70	\$57	\$48					
409189	5th Station Replacement Kit Type S9	\$2,419	49%	\$1,240							\$58	\$39	\$32	\$27					
409193	Toner Interchange Unit Type S9	\$3,765	51%	\$1,860							\$87	\$58	\$48	\$40					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142					
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170					
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40					
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24					
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21					
409096	Multi Bypass Attachment Kit for Vacuum Feed LC	\$619	50%	\$307							\$14	\$10	\$8	\$7					

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12					
404195	TK5010 11" x 17" Tray Unit	\$1,735	38%	\$1,081							\$51	\$34	\$28	\$23					
412203	Tab Sheet Holder Type 3260	\$69	51%	\$34							\$2	\$1	\$1	\$1					
95002404501	VX370-790	\$52,999	40%	\$31,799							\$1,488	\$992	\$819	\$690					
37617800103	VX370-790 Feeder Cart	\$29,999	40%	\$17,999							\$842	\$561	\$464	\$390					
95002405401	VX370-1280	\$67,999	40%	\$40,799							\$1,909	\$1,272	\$1,051	\$885					
37617801001	VX370-1280 Feeder Cart	\$31,999	40%	\$19,199							\$898	\$599	\$495	\$417					
932938	Side Cover for Bridge Unit BU5010	\$209	40%	\$125							\$6	\$4	\$3	\$3					
409488	E-46A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23					
409351	Color Controller E-86A	\$66,812	40%	\$40,087							\$1,875	\$1,250	\$1,033	\$870					
409349	Color Controller E-46A	\$27,199	40%	\$16,319							\$763	\$509	\$420	\$354					
409489	E-86A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23					
409192	EFI 5th Station Hardware Upgrade Kit Type S9	\$15,550	22%	\$12,129							\$567	\$378	\$312	\$263					
3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$128	\$85	\$70	\$59					
3000013159	EFI CPS V5.X ES-3000 3 year Digital	\$4,325	3%	\$4,195							\$196	\$131	\$108	\$91					
3000013160	EFI CPS V5.X ES-3000 5 year Digital	\$5,150	3%	\$4,996							\$234	\$156	\$129	\$108					
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
409216	NX Station LS	\$3,915	22%	\$3,054							\$143	\$95	\$79	\$66					
409217	NX Station GL	\$2,525	22%	\$1,970							\$92	\$61	\$51	\$43					
409283	EFI Server HDD Security Type E-45	\$2,000	20%	\$1,598							\$75	\$50	\$41	\$35					
409274	EFI Server HDD Security Type E-85	\$3,900	38%	\$2,426							\$114	\$76	\$63	\$53					
45209552	EFI TotalFlow Bundle Basic Digital	\$4,530	40%	\$2,718							\$127	\$85	\$70	\$59					
45209550	EFI TotalFlow Bundle Advanced with GAPPE Dig	\$13,800	40%	\$8,280							\$387	\$258	\$213	\$180					
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
409188	Decurl Unit DU5060	\$2,335	47%	\$1,241							\$58	\$39	\$32	\$27					
409186	Buffer Pass Unit Type S9	\$8,819	49%	\$4,459							\$209	\$139	\$115	\$97					
404539	Cover Interposer Tray	\$4,045	37%	\$2,551							\$119	\$80	\$66	\$55					
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81					
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4					
409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522					
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140					
404542	Perfect Binder GB5010	\$51,779	22%	\$40,365							\$1,888	\$1,259	\$1,040	\$876					
404544	Transit Pass Unit for Perfect Binder Type S1	\$2,755	22%	\$2,149							\$101	\$67	\$55	\$47					
404545	Cover Interposer Tray for Perfect Binder Type S1	\$2,455	22%	\$1,912							\$89	\$60	\$49	\$41					
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226					
404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10					
404548	Finisher SR5050	\$7,549	41%	\$4,439							\$208	\$138	\$114	\$96					
404177	Punch Unit PU5020 NA	\$1,155	36%	\$741							\$35	\$23	\$19	\$16					
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137					
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244					
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18					
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219					
404877	SR5000 series Output tray for Banner Sheet Type	\$305	49%	\$155							\$7	\$5	\$4	\$3					
404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85	\$57	\$47	\$40					
P450-010	10FT CBL NULL MODEM GOLD DB9 F F	\$11	22%	\$9							\$1	\$1	\$1	\$1					
409486	TCRU/ORU Type S9 (Set A2)	\$5,965	40%	\$3,579							\$167	\$112	\$92	\$78					
409487	TCRU/ORU Type S9 (Set C2)	\$1,685	40%	\$1,011							\$47	\$32	\$26	\$22					
404717	Plockmatic Production Booklet Maker	\$23,655	32%	\$16,137							\$755	\$503	\$416	\$350					

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

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Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support
404716	Plockmatic Production Booklet Maker upgrade k	\$20,245	30%	\$14,139							\$661	\$441	\$364	\$307				
404718	Plockmatic Production Booklet Maker Trim Mod	\$14,965	29%	\$10,564							\$494	\$329	\$272	\$229				
404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216				
404720	Plockmatic Production Booklet Maker Cover Fee	\$6,105	27%	\$4,473							\$209	\$139	\$115	\$97				
409054	Plockmatic PBM Rotate Crease Trim Module 2.0	\$48,955	53%	\$23,153							\$1,083	\$722	\$596	\$502				
404722	Plockmatic Production Booklet Maker Belt Stack	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78				
409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143	\$96	\$79	\$66				
409220	Plockmatic MPS	\$16,245	48%	\$8,464							\$396	\$264	\$218	\$184				
409232	MPS-PBM COMMUNICATION SPLITTER	\$835	40%	\$501							\$23	\$16	\$13	\$11				
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8				
409379	Plockmatic Square Back Trimmer	\$32,065	40%	\$19,239							\$900	\$600	\$496	\$417				
409381	Plockmatic PBM5035	\$46,495	40%	\$27,897							\$1,305	\$870	\$719	\$605				
409380	Plockmatic PBM5035 S	\$64,719	40%	\$38,831							\$1,817	\$1,211	\$1,000	\$842				
409386	Plockmatic FM5000 Module	\$32,865	40%	\$19,719							\$922	\$615	\$508	\$428				
409408	Plockmatic 50 Sheet Upgrade Kit	\$17,355	40%	\$10,413							\$487	\$325	\$268	\$226				
409409	Plockmatic RCT 3.0	\$43,485	40%	\$26,091							\$1,221	\$814	\$672	\$566				
409419	Plockmatic Convenience Feeder 5000	\$10,425	40%	\$6,255							\$293	\$195	\$161	\$136				
409420	Plockmatic Ultra Sonic DSD Kit	\$725	40%	\$435							\$20	\$14	\$11	\$9				
409423	Plockmatic Hand feed tray	\$449	40%	\$269							\$13	\$8	\$7	\$6				
409452	Plockmatic 4-Stitch Head Upgrade Kit	\$14,035	40%	\$8,421							\$394	\$263	\$217	\$183				
409382	Plockmatic LCT3500 Base Module	\$54,109	40%	\$32,465							\$1,519	\$1,012	\$836	\$704				
409425	Plockmatic LSM - Long Sheet Module	\$12,825	40%	\$7,695							\$360	\$240	\$198	\$167				
16004000	PSQ160 PowerSquare	\$41,940	3%	\$40,682							\$1,903	\$1,268	\$1,048	\$883				
16000011	PSQ160 Bridge	\$12,685	3%	\$12,304							\$576	\$384	\$317	\$267				
16000008	P2T, AUX TRANSFORMER ASSY KIT	\$530	3%	\$514							\$24	\$16	\$13	\$11				
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250				
409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93	\$62	\$51	\$43				
409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148							\$54	\$36	\$30	\$25				
409059	GBC ComBind 19H HD	\$4,515	51%	\$2,208							\$103	\$69	\$57	\$48				
404771	GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43	\$3,269	50%	\$1,635							\$77	\$51	\$42	\$35				
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14				
404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16				
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14				
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Die	\$1,485	49%	\$750							\$35	\$23	\$19	\$16				
409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695				
404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15				
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15				
409110	TOTALFLOW PRINT SERVER R-62A	\$15,385	22%	\$12,000							\$561	\$374	\$309	\$260				
409124-PS1	R62-A KODAK RIP OPTION	\$5,715	34%	\$3,744							\$175	\$117	\$96	\$81				
409126-PS1	R62-A HDM RIP OPTION	\$5,825	33%	\$3,890							\$182	\$121	\$100	\$84				
409143-PS1	IPDS ACTIVATION LICENSE TYPE S9	\$8,289	50%	\$4,143							\$194	\$129	\$107	\$90				
409135	VIRTUAL MACHINE UNIT FOR TOTALFLOW PRINT	\$1,319	25%	\$984							\$46	\$31	\$25	\$21				
409136	ADDITIONAL MEMORY FOR TOTALFLOW PRINT S	\$1,077	25%	\$805							\$38	\$25	\$21	\$17				
409549	Pro C7210S	\$118,375	67%	\$39,352							\$1,841	\$1,227	\$1,014	\$854				
417428	OCR Unit Type M13	\$369	40%	\$221							\$10	\$7	\$6	\$5				

**Purchasing Solutions Alliance  
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Name of Offeror: **UBEO LLC**

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
007138MIU	20 amp power filter	\$365	40%	\$220							\$10	\$7	\$6	\$5					
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4					
409205	TCRU Type S9 (Set B)	\$4,335	49%	\$2,231							\$104	\$70	\$57	\$48					
417111	Optional Counter Interface Unit Type M12	\$89	40%	\$53							\$2	\$2	\$1	\$1					
409117	LCIT RT5110	\$11,975	45%	\$6,564							\$307	\$205	\$169	\$142					
409082	Vacuum Feed LCIT RT5120	\$15,459	49%	\$7,832							\$366	\$244	\$202	\$170					
404652	Bridge Unit BU5010	\$3,595	49%	\$1,838							\$86	\$57	\$47	\$40					
409095	Vacuum Feed Banner Sheet Tray Type S9	\$2,149	48%	\$1,115							\$52	\$35	\$29	\$24					
409090	Multi Bypass Tray BY5020	\$1,619	41%	\$958							\$45	\$30	\$25	\$21					
409096	Multi Bypass Attachment Kit for Vacuum Feed LC	\$619	50%	\$307							\$14	\$10	\$8	\$7					
409099	Multi Bypass Banner Sheet Tray Type S9	\$1,209	54%	\$551							\$26	\$17	\$14	\$12					
404195	TK5010 11" x 17" Tray Unit	\$1,735	38%	\$1,081							\$51	\$34	\$28	\$23					
412203	Tab Sheet Holder Type 3260	\$69	51%	\$34							\$2	\$1	\$1	\$1					
95002404501	VX370-790	\$52,999	40%	\$31,799							\$1,488	\$992	\$819	\$690					
37617800103	VX370-790 Feeder Cart	\$29,999	40%	\$17,999							\$842	\$561	\$464	\$390					
95002405401	VX370-1280	\$67,999	40%	\$40,799							\$1,909	\$1,272	\$1,051	\$885					
37617801001	VX370-1280 Feeder Cart	\$31,999	40%	\$19,199							\$898	\$599	\$495	\$417					
932938	Side Cover for Bridge Unit BU5010	\$209	40%	\$125							\$6	\$4	\$3	\$3					
409351	Color Controller E-86A	\$66,812	40%	\$40,087							\$1,875	\$1,250	\$1,033	\$870					
409349	Color Controller E-46A	\$27,199	40%	\$16,319							\$763	\$509	\$420	\$354					
409489	E-86A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23					
409488	E-46A OS LTSC Upgrade Kit	\$1,799	40%	\$1,079							\$50	\$34	\$28	\$23					
45202146	EFI ES-3000	\$1,440	22%	\$1,123							\$53	\$35	\$29	\$24					
3000013158	EFI CPS V5.X ES-3000 1 year Digital	\$3,500	22%	\$2,730							\$128	\$85	\$70	\$59					
3000013159	EFI CPS V5.X ES-3000 3 year Digital	\$4,325	3%	\$4,195							\$196	\$131	\$108	\$91					
3000013160	EFI CPS V5.X ES-3000 5 year Digital	\$5,150	3%	\$4,996							\$234	\$156	\$129	\$108					
300005453-DS	EFI CPS V5.X Software Only	\$2,370	3%	\$2,299							\$108	\$72	\$59	\$50					
300007372-DS	EFI CPS V5.X Software Only 3 YEAR	\$3,195	3%	\$3,099							\$145	\$97	\$80	\$67					
300007373-DS	EFI CPS V5.X Software Only 5 YEAR	\$4,015	3%	\$3,895							\$182	\$121	\$100	\$84					
409216	NX Station LS	\$3,915	22%	\$3,054							\$143	\$95	\$79	\$66					
409217	NX Station GL	\$2,525	22%	\$1,970							\$92	\$61	\$51	\$43					
409283	EFI Server HDD Security Type E-45	\$2,000	20%	\$1,598							\$75	\$50	\$41	\$35					
409274	EFI Server HDD Security Type E-85	\$3,900	38%	\$2,426							\$114	\$76	\$63	\$53					
45209552	EFI TotalFlow Bundle Basic Digital	\$4,530	40%	\$2,718							\$127	\$85	\$70	\$59					
45209550	EFI TotalFlow Bundle Advanced with GAPPE Digit	\$13,800	40%	\$8,280							\$387	\$258	\$213	\$180					
45112781	Fiery JobFlow	\$5,555	16%	\$4,675							\$219	\$146	\$120	\$101					
409188	Decurl Unit DU5060	\$2,335	47%	\$1,241							\$58	\$39	\$32	\$27					
409186	Buffer Pass Unit Type S9	\$8,819	49%	\$4,459							\$209	\$139	\$115	\$97					
404539	Cover Interposer Tray	\$4,045	37%	\$2,551							\$119	\$80	\$66	\$55					
409258	Cover Interposer Tray CI5040	\$6,225	40%	\$3,735							\$175	\$116	\$96	\$81					
409259	Double Feed Detection CI5040	\$285	40%	\$171							\$8	\$5	\$4	\$4					
409053	High Capacity Interposer HCI3500	\$48,125	50%	\$24,063							\$1,126	\$750	\$620	\$522					
404540	Multi-Folding Unit FD5020	\$11,459	44%	\$6,457							\$302	\$201	\$166	\$140					
404542	Perfect Binder GB5010	\$51,779	22%	\$40,365							\$1,888	\$1,259	\$1,040	\$876					
404544	Transit Pass Unit for Perfect Binder Type S1	\$2,755	22%	\$2,149							\$101	\$67	\$55	\$47					
404545	Cover Interposer Tray for Perfect Binder Type S1	\$2,455	22%	\$1,912							\$89	\$60	\$49	\$41					
409093	High Capacity Stacker SK5040	\$20,519	49%	\$10,395							\$486	\$324	\$268	\$226					
404218	Roll-Away Cart Type 5010	\$785	40%	\$472							\$22	\$15	\$12	\$10					

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support
404548	Finisher SR5050	\$7,549	41%	\$4,439							\$208	\$138	\$114	\$96				
404177	Punch Unit PU5020 NA	\$1,155	36%	\$741							\$35	\$23	\$19	\$16				
409249	Finisher SR5110	\$10,515	40%	\$6,309							\$295	\$197	\$163	\$137				
409250	Finisher SR5120	\$18,719	40%	\$11,231							\$525	\$350	\$289	\$244				
409268	Punch Unit PU5030 NA	\$1,395	40%	\$837							\$39	\$26	\$22	\$18				
409254	Trimmer TR5050	\$16,829	40%	\$10,097							\$472	\$315	\$260	\$219				
404877	SR5000 series Output tray for Banner Sheet Type	\$305	49%	\$155							\$7	\$5	\$4	\$3				
404660	RPIP Interface Box Type S3	\$3,645	50%	\$1,823							\$85	\$57	\$47	\$40				
409486	TCRU/ORU Type S9 (Set A2)	\$5,965	40%	\$3,579							\$167	\$112	\$92	\$78				
404717	Plockmatic Production Booklet Maker	\$23,655	32%	\$16,137							\$755	\$503	\$416	\$350				
404716	Plockmatic Production Booklet Maker upgrade kit	\$20,245	30%	\$14,139							\$661	\$441	\$364	\$307				
404718	Plockmatic Production Booklet Maker Trim Mod	\$14,965	29%	\$10,564							\$494	\$329	\$272	\$229				
404719	Plockmatic Production Booklet Maker Book Fold	\$14,305	30%	\$9,977							\$467	\$311	\$257	\$216				
404720	Plockmatic Production Booklet Maker Cover Fee	\$6,105	27%	\$4,473							\$209	\$139	\$115	\$97				
409054	Plockmatic PBM Rotate Crease Trim Module 2.0	\$48,955	53%	\$23,153							\$1,083	\$722	\$596	\$502				
404722	Plockmatic Production Booklet Maker Belt Stack	\$4,895	27%	\$3,584							\$168	\$112	\$92	\$78				
409055	Trim Waste Conveyor	\$3,829	20%	\$3,063							\$143	\$96	\$79	\$66				
409220	Plockmatic MPS	\$16,245	48%	\$8,464							\$396	\$264	\$218	\$184				
409232	MPS-PBM COMMUNICATION SPLITTER	\$835	40%	\$501							\$23	\$16	\$13	\$11				
409233	MPS RAIL UNIT	\$585	40%	\$351							\$16	\$11	\$9	\$8				
409379	Plockmatic Square Back Trimmer	\$32,065	40%	\$19,239							\$900	\$600	\$496	\$417				
409381	Plockmatic PBM5035	\$46,495	40%	\$27,897							\$1,305	\$870	\$719	\$605				
409380	Plockmatic PBM5035 S	\$64,719	40%	\$38,831							\$1,817	\$1,211	\$1,000	\$842				
409386	Plockmatic FM5000 Module	\$32,865	40%	\$19,719							\$922	\$615	\$508	\$428				
409408	Plockmatic 50 Sheet Upgrade Kit	\$17,355	40%	\$10,413							\$487	\$325	\$268	\$226				
409409	Plockmatic RCT 3.0	\$43,485	40%	\$26,091							\$1,221	\$814	\$672	\$566				
409419	Plockmatic Convenience Feeder 5000	\$10,425	40%	\$6,255							\$293	\$195	\$161	\$136				
409420	Plockmatic Ultra Sonic DSD Kit	\$725	40%	\$435							\$20	\$14	\$11	\$9				
409423	Plockmatic Hand feed tray	\$449	40%	\$269							\$13	\$8	\$7	\$6				
409452	Plockmatic 4-Stitch Head Upgrade Kit	\$14,035	40%	\$8,421							\$394	\$263	\$217	\$183				
409382	Plockmatic LCT3500 Base Module	\$54,109	40%	\$32,465							\$1,519	\$1,012	\$836	\$704				
409425	Plockmatic LSM - Long Sheet Module	\$12,825	40%	\$7,695							\$360	\$240	\$198	\$167				
16004000	PSQ160 PowerSquare	\$41,940	3%	\$40,682							\$1,903	\$1,268	\$1,048	\$883				
16000011	PSQ160 Bridge	\$12,685	3%	\$12,304							\$576	\$384	\$317	\$267				
16000008	P2T, AUX TRANSFORMER ASSY KIT	\$530	3%	\$514							\$24	\$16	\$13	\$11				
404773	STREAMPUNCH ULTRA 115V RICOH	\$20,785	44%	\$11,544							\$540	\$360	\$297	\$250				
409057	GBC Coil Rnd 44HD	\$4,015	51%	\$1,986							\$93	\$62	\$51	\$43				
409058	GBC 3 Hole 8mm HD	\$2,339	51%	\$1,148							\$54	\$36	\$30	\$25				
409059	GBC ComBind 19H HD	\$4,515	51%	\$2,208							\$103	\$69	\$57	\$48				
404771	GBC STREAMPUNCH ULTRA DIE C4 COIL OVAL 43	\$3,269	50%	\$1,635							\$77	\$51	\$42	\$35				
404769	DIE RICOH W3 square 32-34H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404768	DIE RICOH W2SQ 21H-23H Wirebind Die	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404767	DIE RICOH CombBind 19-20-21 Hole Die	\$1,295	50%	\$647							\$30	\$20	\$17	\$14				
404765	DIE RICOH VB LTR	\$1,485	49%	\$750							\$35	\$23	\$19	\$16				
404761	DIE RICOH 3-5-7 HOLE	\$1,349	50%	\$678							\$32	\$21	\$17	\$15				
404760	DIE RICOH 3 HOLE	\$1,295	50%	\$652							\$31	\$20	\$17	\$14				
404757	DIE RICOH C4 Round 43-47H .2475 Color Coil Die	\$1,485	49%	\$750							\$35	\$23	\$19	\$16				
409221	GBC Streamwire	\$41,055	22%	\$32,023							\$1,498	\$998	\$825	\$695				



**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

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Name of Offeror: **UBEO LLC**

**RICOH**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support
404772	Die Stream Wire Round	\$905	22%	\$706							\$33	\$22	\$18	\$15				
404770	Die Stream Wire Square	\$905	22%	\$706							\$33	\$22	\$18	\$15				
409110	TOTALFLOW PRINT SERVER R-62A	\$15,385	22%	\$12,000							\$561	\$374	\$309	\$260				
409124-PS1	R62-A KODAK RIP OPTION	\$5,715	34%	\$3,744							\$175	\$117	\$96	\$81				
409126-PS1	R62-A HDM RIP OPTION	\$5,825	33%	\$3,890							\$182	\$121	\$100	\$84				
409143-PS1	IPDS ACTIVATION LICENSE TYPE S9	\$8,289	50%	\$4,143							\$194	\$129	\$107	\$90				
409135	VIRTUAL MACHINE UNIT FOR TOTALFLOW PRINT	\$1,319	25%	\$984							\$46	\$31	\$25	\$21				
409136	ADDITIONAL MEMORY FOR TOTALFLOW PRINT S	\$1,077	25%	\$805							\$38	\$25	\$21	\$17				
500-100976	Xante En-Press Printer 110V (no feeder compatibil	\$10,995	6%	\$10,384							\$486	\$324	\$268	\$225				
500-100977	Xante En-Press Printer 220V (no feeder compatibil	\$10,995	6%	\$10,335							\$483	\$322	\$266	\$224				
500-100978	Xante En-Press Printer 110V for Enterprise Feeder	\$10,995	6%	\$10,384							\$486	\$324	\$268	\$225				
500-100979	Xante En-Press Printer 220V for Enterprise Feeder	\$10,995	6%	\$10,335							\$483	\$322	\$266	\$224				
500-100980	Xante En-Press 110V W/Enterprise Feeder, Stand,	\$18,995	5%	\$17,999							\$842	\$561	\$464	\$390				
500-100981	Xante En-Press 220V w/Enterprise Feeder, Stand,	\$18,995	6%	\$17,855							\$835	\$557	\$460	\$387				
500-100982	Xante En-Press Printer 110V w/SL Feeder (product	\$15,995	6%	\$15,106							\$707	\$471	\$389	\$328				
500-100983	Xante En-Press Printer 220V w/SL Feeder (product	\$35,545	6%	\$33,412							\$1,563	\$1,042	\$861	\$725				
250-100144-DS	En-Press Exit Conveyor	\$1,000	6%	\$944							\$44	\$29	\$24	\$20				
250-100145	En-Press Stand	\$1,000	6%	\$944							\$44	\$29	\$24	\$20				
250-100147-DS	En-Press PC Table	\$225	6%	\$212							\$10	\$7	\$5	\$5				
300-100236	En-Press Enterprise Feeder Assy.	\$6,000	6%	\$5,667							\$265	\$177	\$146	\$123				
300-100257-DS	En-Press SL Feeder Assy.	\$5,000	6%	\$4,722							\$221	\$147	\$122	\$102				
431060	PJ XG180N	\$5,915	22%	\$4,604							\$215	\$144	\$119	\$100				
308934	Standard Zoom Lens	\$1,375	36%	\$879							\$41	\$27	\$23	\$19				
308935	Fixed Short Throw Lens	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41				
308936	Zoom Lens 1.3	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41				
308937	Zoom lens 1.6	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41				
308938	Zoom Lens 1.52	\$2,279	17%	\$1,884							\$88	\$59	\$49	\$41				
432012	PJ WX4241N	\$1,505	17%	\$1,254							\$59	\$39	\$32	\$27				
432078	PJ WXL6280	\$10,315	17%	\$8,603							\$402	\$268	\$222	\$187				
432075	PJ WUL6280	\$13,065	17%	\$10,895							\$510	\$340	\$281	\$236				
512915	Replacement Lens Type A2	\$3,849	17%	\$3,208							\$150	\$100	\$83	\$70				
512916	Replacement Lens Type A3	\$759	17%	\$632							\$30	\$20	\$16	\$14				
512917	Replacement Lens Type A4	\$3,439	18%	\$2,829							\$132	\$88	\$73	\$61				
512918	Replacement Lens Type A5	\$3,439	18%	\$2,829							\$132	\$88	\$73	\$61				
432047	PJ WU5570	\$2,889	17%	\$2,410							\$113	\$75	\$62	\$52				
432103	PJ WX4152N	\$2,065	17%	\$1,721							\$81	\$54	\$44	\$37				
432164	PJ S2440	\$519	13%	\$450							\$21	\$14	\$12	\$10				
432167	PJ X2440	\$615	13%	\$534							\$25	\$17	\$14	\$12				
432170	PJ WX2440	\$715	13%	\$620							\$29	\$19	\$16	\$13				
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1				
432336	PJ WXC4660	\$2,739	17%	\$2,263							\$106	\$71	\$58	\$49				
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1				
430726	PJ X3340 XGA Desk Edge Projector	\$965	3%	\$936							\$44	\$29	\$24	\$20				
432158	PJ WUL5670	\$6,005	17%	\$5,004							\$234	\$156	\$129	\$109				
ESPS1	ESP S1 Power Filter	\$30	3%	\$29							\$1	\$1	\$1	\$1				
006428MIU	ESP XG-PCS-15D	\$346	51%	\$168							\$8	\$5	\$4	\$4				

					*SEE NOTE 1	UBEO LLC SERVICE RATES ARE VOLUME BASED	*SEE NOTE 1					UBEO LLC SERVICE RATES ARE VOLUME BASED	
						SEE MAINTENANCE SECTION FOR DETAILS						SEE MAINTENANCE SECTION FOR DETAILS	
	<b>IR120</b>	<b>Xerox® Iridesse™ Production Press</b>	<b>\$350,000</b>	<b>55%</b>	<b>\$157,500</b>								
	RDSU3	Rigger Delivery Set Up	\$900	0%	\$900					\$7,368	\$4,911	\$4,058	\$3,417
		<b>You Must Choose ONE of the following</b>								\$42	\$28	\$23	\$20
	497K23070	Offset Catch Tray	\$300	0%	\$300					\$14	\$9	\$8	\$7
	497K23010	Production Ready Booklet Maker Finisher	\$11,800	25%	\$8,850					\$414	\$276	\$228	\$192
	497K23030	Production Ready Finisher	\$6,550	20%	\$5,240					\$245	\$163	\$135	\$114
	497K23020	Production Ready Finisher Plus	\$12,000	20%	\$9,600					\$449	\$299	\$247	\$208
	497K23230	High Capacity Stacker	\$13,000	10%	\$11,700					\$547	\$365	\$301	\$254
		<b>You May Choose Any of the following</b>											
	497K23060	Xerox Dual Advanced High Capacity Feeder	\$9,995	10%	\$8,996					\$421	\$280	\$232	\$195
	497K24250	High Capacity XLS Vacuum Feeder	\$13,995	10%	\$12,596					\$589	\$393	\$324	\$273
	497K24280	Dual High Capacity XLS Vacuum Feeder	\$19,995	10%	\$17,996					\$842	\$561	\$464	\$390
	497K24200	GBC Advanced Punch Pro	\$13,900	10%	\$12,510					\$585	\$390	\$322	\$271
	497K23410	2 Tray Oversize High Capacity Feeder	\$9,995	10%	\$8,996					\$421	\$280	\$232	\$195
	098S05050	Dolly Cart	\$995	10%	\$896					\$42	\$28	\$23	\$19
	300S01844	FreeFlow VI Design Pro Software and License	\$3,615	10%	\$3,254					\$152	\$101	\$84	\$71
	497K19900	Banner Feeder Extension	\$995	10%	\$896					\$42	\$28	\$23	\$19
	497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130					\$240	\$160	\$132	\$111
	497K20070	Production Ready Finisher Tray Extension	\$495	10%	\$446					\$21	\$14	\$11	\$10
	497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500					\$632	\$421	\$348	\$293
	497K06860	Quick Print COLOR Sign	\$500	0%	\$500					\$23	\$16	\$13	\$11
	300S01843	FreeFlow TM VI Compose Software and License	\$5,180	40%	\$3,108					\$145	\$97	\$80	\$67
	097S04746	Insertor Module - 1 tray Insertor	\$2,000	0%	\$2,000					\$94	\$62	\$52	\$43
	497K16710	Production Ready Finisher Punch 2/3 Hole	\$600	5%	\$570					\$27	\$18	\$15	\$12
	497K22940	Crease and 2 sided Trimmer Module	\$30,000	30%	\$21,000					\$982	\$655	\$541	\$456
	497K22500	XLS Air Assist Kit	\$3,999	30%	\$2,799					\$131	\$87	\$72	\$61
	497K24270	Extra Long Sheet Air Assist / Banner Feed Kit	\$4,499	20%	\$3,599					\$168	\$112	\$93	\$78
	497K22450	Top Tray Aligner	\$399	30%	\$279					\$13	\$9	\$7	\$6
	497K22490	Predict Print Scanner software	\$999	10%	\$899					\$42	\$28	\$23	\$20
		<b>Multiple (Second) In Line Finishing Options for chaining Finishers</b>											
		- These accessories are available as accessory only transactions											
		- CSE/DTP Tech required for each accessory below if ordered as an accessory only transaction											
		- May only Choose one, if enabling Multiple In Line Finishing											
	497K23010	Production Ready Booklet Maker Finisher	\$11,800	20%	\$9,440					\$442	\$294	\$243	\$205
	497K23030	Production Ready Finisher	\$6,550	10%	\$5,895					\$276	\$184	\$152	\$128
	497K23020	Production Ready Finisher Plus	\$12,000	10%	\$10,800					\$505	\$337	\$278	\$234
	497K23230	High Capacity Stacker	\$13,000	10%	\$11,700					\$547	\$365	\$301	\$254
		<b>Mobility Plates: Refer to the Installation Planning Guide for a full matrix of mobility plates by module.</b>											
		<b>Mobility Plate A 497K04440 (QTY=3) for IOT/Mobility Plate B 497K05270 (QTY=3) for IOT/ finishing</b>											
		<b>Refer to the Installation Planning Guide for a full matrix of Mobility Plates by Module.</b>											
		<b>Xerox® Iridesse™ Production Press IR120 Server Configuration</b>											
	IR120NX	EFI DFE Standalone - NX PRO included EFI Color Profile Suite, Fiery Graphic Arts Package Premi	\$85,000	55%	\$38,250					\$1,789	\$1,193	\$985	\$830
	497N06272	Additional License Activation Code for IPDS	\$20,000	0%	\$20,000					\$936	\$624	\$515	\$434
	497N06629	3-Bay Removable HDD Enclosure	\$3,000	10%	\$2,700					\$126	\$84	\$70	\$59
		<b>Speciality Ink Enablement that go with the IR120 EXP Server and IR120NX Server</b>											
	497K18570	5th Color Enablement Kit	\$15,000	10%	\$13,500					\$632	\$421	\$348	\$293

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Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
Name of Offeror:		Xerox				Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	
						*SEE NOTE 1 UBEO LLC SERVICE RATES ARE VOLUME BASED										UBEO LLC SERVICE RATES ARE VOLUME BASED				
						SEE MAINTENANCE SECTION FOR DETAILS										SEE MAINTENANCE SECTION FOR DETAILS				
	V4100	Xerox® Versant® 4100 Press	\$200,000	55%	\$90,000						\$4,210	\$2,806	\$2,319	\$1,953						
		In addition you MAY chose one of the following HCF's																		
	497K23060	Dual Advanced Hi Cap Feeder	\$9,995	10%	\$8,996						\$421	\$280	\$232	\$195						
		Output / Finishing Options																		
	497K21490	Offset Catch Tray	\$300	0%	\$300						\$14	\$9	\$8	\$7						
		Only one PR Finisher may be ordered																		
	497K23230	High Capacity Stacker	\$13,000	10%	\$11,700						\$547	\$365	\$301	\$254						
	497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895						\$276	\$184	\$152	\$128						
	497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620						\$497	\$331	\$274	\$230						
	497K23020	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$12,000	10%	\$10,800						\$505	\$337	\$278	\$234						
	497K16710	Production Ready Finisher 2/3 Hole Punch	\$600	0%	\$600						\$28	\$19	\$15	\$13						
	497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130						\$240	\$160	\$132	\$111						
	497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500						\$632	\$421	\$348	\$293						
	497K22940	Trim Crease and Two Sided Trimmer	\$30,000	10%	\$27,000						\$1,263	\$842	\$696	\$586						
	097S04746	Xerox Inserter	\$2,000	0%	\$2,000						\$94	\$62	\$52	\$43						
	497K19390	GBC Advanced Punch Pro (Power Cord, Die, 3M Cable)	\$13,900	10%	\$12,510						\$585	\$390	\$322	\$271						
	098S05050	HCS Dolly	\$995	0%	\$995						\$47	\$31	\$26	\$22						
	497K22450	Top Tray Aligner	\$399	10%	\$359						\$17	\$11	\$9	\$8						
	497K17190	Envelope Support Kit	\$250	0%	\$250						\$12	\$8	\$6	\$5						
	300S01844	FFVI Design pro software & license	\$3,615	10%	\$3,254						\$152	\$101	\$84	\$71						
	497K19162	XLS Support Kit	\$570	0%	\$570						\$27	\$18	\$15	\$12						
	497K23750	XLS & Air Assist Kit	\$4,499	10%	\$4,049						\$189	\$126	\$104	\$88						
	300S01843	FreeFlow VI Compose SW and License	\$5,180	10%	\$4,662						\$218	\$145	\$120	\$101						
		Multiple (Second) In Line Finishing Options for chaining Finishers																		
	497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620						\$497	\$331	\$274	\$230						
	497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895						\$276	\$184	\$152	\$128						
	497K23020	Production Ready Finisher Plus – built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, Top Try Extension)	\$12,000	10%	\$10,800						\$505	\$337	\$278	\$234						
	497K23230	High Capacity Stacker	\$13,000	10%	\$11,700						\$547	\$365	\$301	\$254						
		Xerox Print Server Powered by Fiery																		

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		Xerox				Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price																
V41NXPRO	EX 4100 Print Server Standalone DFE, NX Premium w/Win 10 (Includes: Option Kits for FACI, Color Profiler, Impose, Compose, Graphic Arts, ES3000 Spectrophotometer)	\$50,000	30%	\$35,000							\$1,637	\$1,091	\$902	\$759						
	<b>Xerox EX-P 4100 Print Server Powered by Fiery</b>																			
V41NXPREM	EX-P 4100 Print Server Standalone DFE, NX Premium w/Win 10 2019 (Includes: Option Kits for FACI, Color Profiler, Impose, Compose, Graphic Arts, ES3000 Spectrophotometer)	\$65,000	10%	\$58,500							\$2,737	\$1,824	\$1,507	\$1,269						
497N07254	Swappable SDD Kit 1 TB (X2) 500 GB	\$5,000	10%	\$4,500							\$211	\$140	\$116	\$98						
497N06629	3 Bay HDD enclosure	\$3,000	10%	\$2,700							\$126	\$84	\$70	\$59						
V280	<b>Xerox® Versant® 280 Press</b>	<b>\$59,900</b>	<b>55%</b>	<b>\$26,955</b>							<b>\$1,261</b>	<b>\$840</b>	<b>\$694</b>	<b>\$585</b>						
	<b>Versant 280 Press MUST be sold w/ a Server listed below</b>																			
	<b>V280 comes w/ 3 internal trays, In addition you MAY choose one of the following HCF's</b>																			
497K22970	Dual advanced High Cap Feeder	\$9,995	10%	\$8,996							\$421	\$280	\$232	\$195						
097S05007	1 Tray High Cap Feeder - 2000 Sheets	\$2,000	50%	\$1,000							\$47	\$31	\$26	\$22						
497K22960	Single Tray Oversized high Cap Feeder	\$5,995	10%	\$5,396							\$252	\$168	\$139	\$117						
497K22980	Advanced Two Tray OverSized High Capacity Feeder	\$9,995	10%	\$8,996							\$421	\$280	\$232	\$195						
497K19162	XLS Support Kit	\$570	0%	\$570							\$27	\$18	\$15	\$12						
497K23170	Business Ready Finisher Booklet Maker, includes 2/3 hole punch, stapler and booklet maker, V-Tra Entrance, Interface Module Available for the V280B only	\$4,995	10%	\$4,496							\$210	\$140	\$116	\$98						
497K22950	Business Ready Finisher, includes 2/3 hole punch, stapler and V-Tra Entrance, Interface Module Available for the V280B only	\$2,995	10%	\$2,696							\$126	\$84	\$69	\$58						
497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620							\$497	\$331	\$274	\$230						
497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128						
497K23020	Production Ready Finisher Plus – built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, Top Try Extension)	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234						
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254						
	<b>May choose on IDM for the 1st PR Finisher or HCS</b>																			
497K19380	IDM Interface Decurler Module	\$2,000	0%	\$2,000							\$94	\$62	\$52	\$43						
497K23000	Interface Decurler Module w / In-line Spectrophoto-meter (ACQS, (Automated Color Quality Suite), Xerox ASRS (All Stocks Rated Speed)	\$28,000	20%	\$22,400							\$1,048	\$698	\$577	\$486						
497K22990	Interface Decurler Module, Xerox ASRS (All Stocks Rated Speed)	\$17,000	20%	\$13,600							\$636	\$424	\$350	\$295						

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Printers, Copiers, and Multifunction Devices**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		Xerox				Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price																
	<b>You may choose a combination of the following Options</b>																			
497K04790	Common Access Card Enablement Kit	\$228	10%	\$205							\$10	\$6	\$5	\$4						
498K08250	Convenience Stapler	\$299	10%	\$269							\$13	\$8	\$7	\$6						
497K17190	Envelope Support Kit	\$250	5%	\$238							\$11	\$7	\$6	\$5						
497K19390	GBC Advanced Punch Pro (Power Cord, Die, 3M Cable)	\$13,900	10%	\$12,510							\$585	\$390	\$322	\$271						
497K22720	UI S508 Install Kit	\$2,239	5%	\$2,127							\$100	\$66	\$55	\$46						
098S05050	HCS Dolly	\$995	5%	\$945							\$44	\$29	\$24	\$21						
497K14310	Network Accounting Kit	\$150	5%	\$143							\$7	\$4	\$4	\$3						
300S01844	FFVI Design pro software & license	\$3,615	5%	\$3,434							\$161	\$107	\$88	\$75						
497K22940	Xerox Crease and Two-Sided Trimmer	\$30,000	10%	\$27,000							\$1,263	\$842	\$696	\$586						
497K14870	USB Enablement Kit	\$299	5%	\$284							\$13	\$9	\$7	\$6						
497K19230	Production Ready C/Z Folder	\$5,700	10%	\$5,130							\$240	\$160	\$132	\$111						
300S01843	FF VI Compose software & license	\$5,180	30%	\$3,626							\$170	\$113	\$93	\$79						
097S04746	Xerox Inserter	\$2,000	10%	\$1,800							\$84	\$56	\$46	\$39						
497K16710	Production Ready Finisher 2/3 Hole Punch	\$600	10%	\$540							\$25	\$17	\$14	\$12						
498K14141	Foreign Device Interface	\$150	0%	\$150							\$7	\$5	\$4	\$3						
497K22930	Square Fold Trimmer	\$15,000	10%	\$13,500							\$632	\$421	\$348	\$293						
497K22450	Top Tray Aligner	\$399	10%	\$359							\$17	\$11	\$9	\$8						
	<b>Multiple (Second) In Line Finishing Options for chaining Finishers</b>																			
	<b>May only Choose one, if enabling Multiple In Line Finishing</b>																			
497K23010	Production Ready Finisher Booklet Maker - includes a built-in Decurler, Stapler & Booklet Maker, Top Tray Extension (Power Cord, Top Tray Extension)	\$11,800	10%	\$10,620							\$497	\$331	\$274	\$230						
497K23030	Production Ready Finisher - includes a built-in Decurler, Stapler, Stacker Tray & Top Exit Tray (Power Cord, Top Tray Extension)	\$6,550	10%	\$5,895							\$276	\$184	\$152	\$128						
497K23020	Production Ready Finisher Plus – built-in Decurler, Stapler, Stacker Try, Top Exit Tray, Top Try Extension and adds interface/trans port module to enable 3rd Party Finishers (Qty. 2) Power Cord, XMH PFIM Transport Module, Top Try Extension)	\$12,000	10%	\$10,800							\$505	\$337	\$278	\$234						
497K23230	High Capacity Stacker	\$13,000	10%	\$11,700							\$547	\$365	\$301	\$254						
	<b>Adaptive CMYK+ Kits</b>																			
097N02390	Vivid Kit (Gold, Silver, White, & Clear Toners)	\$14,455	10%	\$13,010							\$609	\$406	\$335	\$282						
097N02391	Fluorescent Kit (Fluorescent, Cyan, Magenta, Yellow)	\$14,455	10%	\$13,010							\$609	\$406	\$335	\$282						
097N02392	Vivid Fluorescent Kit Combo	\$24,510	10%	\$22,059							\$1,032	\$688	\$568	\$479						
	<b>Xerox® Versant® 280 Server Configurations</b>																			
V280INTEG	Xerox EX-I Print Server	\$8,990	10%	\$8,091							\$378	\$252	\$208	\$176						
497N07166	Fiery Impose Option	\$2,550	0%	\$2,550							\$119	\$80	\$66	\$55						
497N01224	EFI Hub	\$495	0%	\$495							\$23	\$15	\$13	\$11						
497N07213	Color Profiler Suite & Spectro	\$5,000	10%	\$4,500							\$211	\$140	\$116	\$98						
	<b>Xerox Versant 280 Server Configuration</b>																			
V280STND2	Xerox® EX 280 2.0 Print Server Powered by Fiery	\$25,000	40%	\$15,000							\$702	\$468	\$386	\$325						
497N07213	Color Profiler Suite & Spectro	\$5,000	20%	\$4,000							\$187	\$125	\$103	\$87						
497N07165	EFI Compose option	\$1,599	10%	\$1,439							\$67	\$45	\$37	\$31						
497N04827	Hard Drive Security Option	\$995	0%	\$995							\$47	\$31	\$26	\$22						

**Purchasing Solutions Alliance  
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Name of Offeror:		UBEO LLC				MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
Name of Offeror:		Xerox				Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price																
301N79930	EFI Performance Package contains a license activation code (LAC) and documentation The LAC enables the software that is already on the EFI DFE to work with the ILS in the IOT.	\$5,000	10%	\$4,500							\$211	\$140	\$116	\$98						
497N01224	Ethernet Hub Option	\$495	0%	\$495							\$23	\$15	\$13	\$11						
497N04849	FACI Furniture Option Kit (RoHS) (Stand, Monitor, Keyboard & Mouse)	\$4,000	0%	\$4,000							\$187	\$125	\$103	\$87						
497N06629	3 Bay HDD enclosure	\$3,000	0%	\$3,000							\$140	\$94	\$77	\$65						
XC9065/2	<b>Xerox PrimeLink XC9065</b>	<b>\$ 36,100.00</b>	<b>50%</b>	<b>\$18,050</b>							<b>\$844</b>	<b>\$563</b>	<b>\$465</b>	<b>\$392</b>						
	<b>Must Choose one of the following Finishers for Xerox PrimeLink XC9065</b>																			
497K21750	Offset Catch Tray With Work Surface	\$ 400.00	0%	\$400							\$19	\$12	\$10	\$9						
497K21760	Production Ready Standard Finisher Plus – includes a built-in Interface Decurler Module (IDM), Stapler, Stacker Tray, Top Exit Tray, Partner Finishing Interface Module to enable 3rd Party Finishers	\$ 14,000.00	0%	\$14,000							\$655	\$437	\$361	\$304						
497K21770	Production Ready Finisher - includes a built-in Interface Decurler Module (IDM), Stapler, Stacker Tray & Top Exit Tray	\$ 8,550.00	0%	\$8,550							\$400	\$267	\$220	\$185						
497K21780	Production Ready Finisher Booklet Maker - includes a built-in Interface Decurler Module (IDM), Stapler & Booklet Maker, Top Tray Extension	\$ 13,800.00	0%	\$13,800							\$646	\$430	\$356	\$299						
497K16020	Business Ready Finisher, includes 2/3 hole punch, stapler and V-Tra Entrance, Interface Module	\$ 2,995.00	0%	\$2,995							\$140	\$93	\$77	\$65						
497K19370	Business Ready Booklet Maker Finisher - includes 2/3 hole punch, stapler and booklet maker and V-Tra Entrance Interface Module	\$ 4,995.00	0%	\$4,995							\$234	\$156	\$129	\$108						
	<b>May Choose ONE of the following</b>																			
497K21820	High Capacity Feeder	\$ 2,000.00	40%	\$1,200							\$56	\$37	\$31	\$26						
497K21730	Oversized High Capacity Feeder with One Tray & cabinet	\$ 5,995.00	0%	\$5,995							\$280	\$187	\$154	\$130						
497K21740	Oversized High Capacity Feeder with Two Trays	\$ 9,995.00	0%	\$9,995							\$468	\$312	\$257	\$217						
	<b>May Choose Any of the following Accessories for Xerox PrimeLink XC9065</b>																			
497K21900	1 Line Fax & Fax Kit	\$ 999.00	0%	\$999							\$47	\$31	\$26	\$22						
497K20300	Server FAX Kit Option	\$ 990.00	0%	\$990							\$46	\$31	\$26	\$21						
497K20310	VOIP FAX Option	\$ 895.00	0%	\$895							\$42	\$28	\$23	\$19						
497K19870	MSI Assembly Kit	\$ 1,399.00	0%	\$1,399							\$65	\$44	\$36	\$30						
497K19880	Banner Feed Kit	\$ 699.00	20%	\$559							\$26	\$17	\$14	\$12						
497K15840	Business Ready CZ Fold Business Ready Finisher (	\$ 2,600.00	0%	\$2,600							\$122	\$81	\$67	\$56						
097S04746	XEROX INTERPOSER - 1 TRAY INSERTER	\$ 2,000.00	0%	\$2,000							\$94	\$62	\$52	\$43						
497K19390	GBC Advanced Punch Pro	\$ 13,900.00	0%	\$13,900							\$650	\$433	\$358	\$302						
497K19230	Production Ready C/Z Folder	\$ 5,700.00	0%	\$5,700							\$267	\$178	\$147	\$124						
497K20120	Trim Crease Buffer Module	\$ 30,000.00	0%	\$30,000							\$1,403	\$935	\$773	\$651						
497K19250	Square Fold Trimmer	\$ 15,000.00	0%	\$15,000							\$702	\$468	\$386	\$325						
097S04521	Xerox Tape Binder	\$ 15,375.00	0%	\$15,375							\$719	\$479	\$396	\$334						
497K20250	USB HUB Kit	\$ 150.00	0%	\$150							\$7	\$5	\$4	\$3						
498K08250	Convenience Stapler	\$ 299.00	0%	\$299							\$14	\$9	\$8	\$6						
497K21700	RFID Card Reader	\$ 279.00	0%	\$279							\$13	\$9	\$7	\$6						
300S01844	FreeFlow VI Design Pro SW and License	\$ 3,615.00	0%	\$3,615							\$169	\$113	\$93	\$78						
300S01843	FreeFlow VI Design Compose SW & License Kit	\$ 5,180.00	30%	\$3,626							\$170	\$113	\$93	\$79						
497K16710	PR Finisher 2/3 Hole Punch	\$ 600.00	0%	\$600							\$28	\$19	\$15	\$13						
498K14141	Foreign Interface Device	\$ 374.00	30%	\$262							\$12	\$8	\$7	\$6						

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Name of Offeror: **UBEO LLC**

**Xerox**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
497K22380	Common Access Card Reader & Enablement Kit With SIPRNET Reader Enablement Kit (VersaLink, PrimeLink)	\$ 299.00	0%	\$299							\$14	\$9	\$8	\$6					
497K20760	Heavy Weight Fuser	\$ 549.00	0%	\$549							\$26	\$17	\$14	\$12					
	<b>Adaptive CMYK+ Technology</b>																		
097N02388	PrimeLink XC9065/XC9070 Vivid Toner Kit	\$ 11,000.00	0%	\$11,000							\$515	\$343	\$283	\$239					
097N02389	PrimeLink XC9065/XC9070 Vivid & Fluorescent Toner Kit	\$ 17,000.00	0%	\$17,000							\$795	\$530	\$438	\$369					
497N06734	PrimeLink XC9065/XC9070 BiancoDigitale S/W	\$ 1,600.00	0%	\$1,600							\$75	\$50	\$41	\$35					
	<b>Must Choose ONE of the following 4 Controllers</b>																		
DMPCTRL	Integrated Color Server	\$ 4,995.00	0%	\$4,995							\$234	\$156	\$129	\$108					
497K20260	Post Script Kit	\$ 595.00	0%	\$595							\$28	\$19	\$15	\$13					
ENTRYEFI	Xerox EX-c XC9065/9070 Print Server Fiery Entry Level	\$ 5,995.00	0%	\$5,995							\$280	\$187	\$154	\$130					
497N07213	Profile Suite 4.1 (software and spectrophotometer)	\$ 5,000.00	30%	\$3,500							\$164	\$109	\$90	\$76					
497N02727	Hot Folders & Virtual Printers	\$ 995.00	0%	\$995							\$47	\$31	\$26	\$22					
497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					
497N04238	EFI Option Kit Bundle (includes Auto Trap, Spot-On, Hf-Vp)	\$ 2,199.00	0%	\$2,199							\$103	\$69	\$57	\$48					
497N05469	EFI Spot On	\$ 825.00	0%	\$825							\$39	\$26	\$21	\$18					
INTEGEFI	Xerox EX-I XC9065/XC9070 Print Server Fiery Integrated DFE Includes Compose License, Hot Folder/Virtual Printer and JDF Workflow	\$ 8,695.00	0%	\$8,695							\$407	\$271	\$224	\$189					
497N07166	EFI Impose	\$ 2,550.00	0%	\$2,550							\$119	\$80	\$66	\$55					
<b>497N04791</b>	Productivity Package Option Kit - For E300	\$ 6,000.00	0%	\$6,000							\$281	\$187	\$155	\$130					
497N03087	Profile Suite 4.6	\$ 2,700.00	0%	\$2,700							\$126	\$84	\$70	\$59					
497N07165	Compose License Activation (for additional license)	\$ 1,599.00	0%	\$1,599							\$75	\$50	\$41	\$35					
497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					
STNDLEFI	Xerox EX XC9065/XC9070 Print Server Fiery Standalone NX Pro DFE Includes one Impose & Compose license as standard	\$ 23,000.00	30%	\$16,100							\$753	\$502	\$415	\$349					
497N05471	Compose License Activation (for additional license)	\$ 1,599.00	0%	\$1,599							\$75	\$50	\$41	\$35					
497N07166	EFI Impose	\$ 2,550.00	0%	\$2,550							\$119	\$80	\$66	\$55					
497N07213	Profile Suite 4.6	\$ 2,700.00	0%	\$2,700							\$126	\$84	\$70	\$59					
497N02107	Graphic Arts Premium Package	\$ 6,200.00	0%	\$6,200							\$290	\$193	\$160	\$135					
497N04849	Advanced Interface Kit (integrated Furniture Monitor, Keyboard, Mouse)	\$ 4,000.00	0%	\$4,000							\$187	\$125	\$103	\$87					
497N04827	Hard Drive Security Option Kit	\$ 995.00	0%	\$995							\$47	\$31	\$26	\$22					
497N01224	EFI Switch / Hub (5 port Ethernet)	\$ 495.00	0%	\$495							\$23	\$15	\$13	\$11					
497N07247	MS WINDOWS 10 KIT	\$ 349.00	0%	\$349							\$16	\$11	\$9	\$8					

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
					UBEO LLC SERVICE RATES ARE VOLUME BASED					* NOTE 1					UBEO LLC SERVICE RATES ARE VOLUME BASED				
					SEE MAINTENANCE SECTION FOR DETAILS										SEE MAINTENANCE SECTION FOR DETAILS				
<b>AC78011X0011</b>	<b>BIZHUB 300i plus DF-714</b>	<b>\$11,420</b>	<b>50%</b>	<b>\$5,710</b>							<b>\$267</b>	<b>\$178</b>	<b>\$147</b>	<b>\$124</b>					
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20					
A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD11K	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD1175	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD1196	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11F7	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A0PD11G8	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
4623486	Mount Kit 1	\$95	20%	\$76							\$4	\$2	\$2	\$2					
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1					
A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
ACCIWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30					
A2YVWY2	Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72	\$48	\$40	\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88	\$72	\$61					
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
<b>AC77011X0011</b>	<b>BIZHUB 360i with DF-714</b>	<b>\$13,435</b>	<b>50%</b>	<b>\$6,718</b>							<b>\$314</b>	<b>\$209</b>	<b>\$173</b>	<b>\$146</b>					



**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

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Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED (less paper)										NO MAINTENANCE OR SUPPLIES INCLUDED				Monthly Fees			
Name of Offeror:		Konica Minolta			Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price																		
4614506	Fax Stamp Unit	\$53	20%	\$42										\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24										\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942										\$44	\$29	\$24	\$20					
A884W113	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941										\$44	\$29	\$24	\$20					
A886WY14	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106										\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104										\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834										\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319										\$15	\$10	\$8	\$7					
A0PD01K5	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200										\$9	\$6	\$5	\$4					
A0PD1176	i-Option License Kit (Voice Guidance)	\$785	20%	\$628										\$29	\$20	\$16	\$14					
A0PD1197	i-Option Bar Code Font	\$821	20%	\$657										\$31	\$20	\$17	\$14					
A0PD11F8	i-Option License Kit (Unicode Font)	\$690	20%	\$552										\$26	\$17	\$14	\$12					
A0PD11G9	i-Option OCR Font	\$191	20%	\$153										\$7	\$5	\$4	\$3					
A0PD11K10	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200										\$9	\$6	\$5	\$4					
A0PD11U11	i-Option License Kit (File Conversion)	\$668	20%	\$534										\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316										\$15	\$10	\$8	\$7					
4623486	Mount Kit 1	\$95	20%	\$76										\$4	\$2	\$2	\$2					
A0W4WY3	Working Table	\$124	20%	\$99										\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26										\$1	\$1	\$1	\$1					
A4NMWY112	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53										\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109										\$5	\$3	\$3	\$2					
A87DWY213	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246										\$11	\$8	\$6	\$5					
A88AWY214	USB Host Board (Local Interface Kit)	\$220	20%	\$176										\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263										\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111										\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747										\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078										\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229										\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166										\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640										\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178										\$8	\$6	\$5	\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231										\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367										\$64	\$43	\$35	\$30					
A2YVWY2	Job Separator	\$550	20%	\$440										\$21	\$14	\$11	\$10					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516										\$24	\$16	\$13	\$11					
A87JWY2	Relay Unit	\$231	20%	\$185										\$9	\$6	\$5	\$4					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540										\$72	\$48	\$40	\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812										\$132	\$88	\$72	\$61					
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516										\$24	\$16	\$13	\$11					
EH91539	Convenience Stapler	\$329	20%	\$263										\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196										\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745										\$35	\$23	\$19	\$16					
A87VW1215	Large Capacity Unit	\$1,959	20%	\$1,567										\$73	\$49	\$40	\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938										\$137	\$92	\$76	\$64					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234										\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469										\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804										\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049										\$49	\$33	\$27	\$23					
<b>AC76011</b>	<b>BIZHUB 450i</b>	<b>\$14,738</b>	<b>50%</b>	<b>\$7,369</b>										<b>\$345</b>	<b>\$230</b>	<b>\$190</b>	<b>\$160</b>					
4614506	Fax Stamp Unit	\$53	20%	\$42										\$2	\$1	\$1	\$1					

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

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Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED (less paper)										NO MAINTENANCE OR SUPPLIES INCLUDED				Monthly Fees			
Name of Offeror:		Konica Minolta			Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price																		
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24										\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942										\$44	\$29	\$24	\$20					
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941										\$44	\$29	\$24	\$20					
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106										\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104										\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834										\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319										\$15	\$10	\$8	\$7					
A0PD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200										\$9	\$6	\$5	\$4					
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628										\$29	\$20	\$16	\$14					
A0PD1195	I-Option Bar Code Font	\$821	20%	\$657										\$31	\$20	\$17	\$14					
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552										\$26	\$17	\$14	\$12					
A0PD11G7	i-Option OCR Font	\$191	20%	\$153										\$7	\$5	\$4	\$3					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534										\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316										\$15	\$10	\$8	\$7					
4623486	Mount Kit 1	\$95	20%	\$76										\$4	\$2	\$2	\$2					
A0W4WY3	Working Table	\$124	20%	\$99										\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26										\$1	\$1	\$1	\$1					
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53										\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109										\$5	\$3	\$3	\$2					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246										\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176										\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263										\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111										\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747										\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078										\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229										\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166										\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640										\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178										\$8	\$6	\$5	\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231										\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367										\$64	\$43	\$35	\$30					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516										\$24	\$16	\$13	\$11					
A87JWY2	Relay Unit	\$231	20%	\$185										\$9	\$6	\$5	\$4					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540										\$72	\$48	\$40	\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812										\$132	\$88	\$72	\$61					
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516										\$24	\$16	\$13	\$11					
ACVOWY1	Output Tray	\$123	20%	\$98										\$5	\$3	\$3	\$2					
ACV2WY1	JS-508 Job Separator	\$550	20%	\$440										\$21	\$14	\$11	\$10					
ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62										\$3	\$2	\$2	\$1					
EH91539	Convenience Stapler	\$329	20%	\$263										\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196										\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745										\$35	\$23	\$19	\$16					
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567										\$73	\$49	\$40	\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938										\$137	\$92	\$76	\$64					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234										\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469										\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804										\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049										\$49	\$33	\$27	\$23					
AC75011	BIZHUB 550I	\$26,251	50%	\$13,126										\$614	\$409	\$338	\$285					
4614506	Fax Stamp Unit	\$53	20%	\$42										\$2	\$1	\$1	\$1					

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
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Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED (less paper)										NO MAINTENANCE OR SUPPLIES INCLUDED				Monthly Fees			
		<b>Konica Minolta</b>			Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price																		
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24										\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942										\$44	\$29	\$24	\$20					
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941										\$44	\$29	\$24	\$20					
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106										\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104										\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834										\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319										\$15	\$10	\$8	\$7					
A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%	\$628										\$29	\$20	\$16	\$14					
A0PD1194	i-Option Bar Code Font	\$821	20%	\$657										\$31	\$20	\$17	\$14					
A0PD11F5	i-Option License Kit (Unicode Font)	\$690	20%	\$552										\$26	\$17	\$14	\$12					
A0PD11G6	i-Option OCR Font	\$191	20%	\$153										\$7	\$5	\$4	\$3					
A0PD11K7	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200										\$9	\$6	\$5	\$4					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534										\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316										\$15	\$10	\$8	\$7					
A0W4WY3	Working Table	\$124	20%	\$99										\$5	\$3	\$3	\$2					
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53										\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109										\$5	\$3	\$3	\$2					
ASC1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26										\$1	\$1	\$1	\$1					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246										\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176										\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263										\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111										\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747										\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078										\$50	\$34	\$28	\$23					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166										\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640										\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178										\$8	\$6	\$5	\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231										\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367										\$64	\$43	\$35	\$30					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516										\$24	\$16	\$13	\$11					
A87JWY2	Relay Unit	\$231	20%	\$185										\$9	\$6	\$5	\$4					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540										\$72	\$48	\$40	\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812										\$132	\$88	\$72	\$61					
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516										\$24	\$16	\$13	\$11					
ACV0WY1	Output Tray	\$123	20%	\$98										\$5	\$3	\$3	\$2					
ACV2WY1	J5-508 Job Separator	\$550	20%	\$440										\$21	\$14	\$11	\$10					
ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62										\$3	\$2	\$2	\$1					
EH91539	Convenience Stapler	\$329	20%	\$263										\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196										\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745										\$35	\$23	\$19	\$16					
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567										\$73	\$49	\$40	\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938										\$137	\$92	\$76	\$64					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469										\$69	\$46	\$38	\$32					
AAV5019	PC-416 Paper Feed Cabinet	\$1,543	20%	\$1,234										\$58	\$38	\$32	\$27					
AAV5WY7	PC-116 Paper Feed Cabinet	\$1,005	20%	\$804										\$38	\$25	\$21	\$17					
AAV5WY8	PC-216 Paper Feed Cabinet	\$1,311	20%	\$1,049										\$49	\$33	\$27	\$23					
<b>AC740111</b>	<b>BIZHUB 650i</b>	<b>\$33,769</b>	<b>50%</b>	<b>\$16,885</b>										<b>\$790</b>	<b>\$526</b>	<b>\$435</b>	<b>\$366</b>					
4614506	Fax Stamp Unit	\$53	20%	\$42										\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24										\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942										\$44	\$29	\$24	\$20					

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

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Name of Offeror: UBEO LLC

**Konica Minolta**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	
A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD01K4	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD1175	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD1196	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11F7	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A0PD11G8	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					
A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A5C1192100	Stylus Pen Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1					
A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72	\$48	\$40	\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88	\$72	\$61					
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
ACV0WY1	Output Tray	\$123	20%	\$98							\$5	\$3	\$3	\$2					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76	\$64					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
ACV7011	<b>BIZHUB 750i</b>	<b>\$36,850</b>	<b>50%</b>	<b>\$18,425</b>							<b>\$862</b>	<b>\$574</b>	<b>\$475</b>	<b>\$400</b>					
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20					
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC

**Konica Minolta**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	
A0PD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD1195	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A0PD11G7	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
4623486	Mount Kit 1	\$95	20%	\$76							\$4	\$2	\$2	\$2					
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1					
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16					
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5					
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4					
EVS12020	Comprehensive Monitoring & Predictive Analytics	\$825	20%	\$660							\$31	\$21	\$17	\$14					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322	20%	\$258							\$12	\$8	\$7	\$6					
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72	\$48	\$40	\$33					
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88	\$72	\$61					
AC28W21	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
ACU6WY1	RU-519 Relay Unit (for FS-539/FS-539SD/FS-540/FS-540SD)	\$325	20%	\$260							\$12	\$8	\$7	\$6					
ACWAWY1	OT-514 Output Tray	\$325	20%	\$260							\$12	\$8	\$7	\$6					
ACWCWY1	WT-519 Upright Working Table	\$2,750	20%	\$2,200							\$103	\$69	\$57	\$48					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A8H6W12	Large Capacity Unit	\$1,947	20%	\$1,558							\$73	\$49	\$40	\$34					
A8H7W12	Large Capacity Unit	\$3,663	20%	\$2,930							\$137	\$91	\$75	\$64					
<b>A8KN0151</b>	<b>BIZHUB 808 COPIER/PRINTER</b>	<b>\$38,808</b>	<b>50%</b>	<b>\$19,404</b>							<b>\$908</b>	<b>\$605</b>	<b>\$500</b>	<b>\$421</b>					
A0PD1162	i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
A0PD11F3	i-Option License Kit (Unicode)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A4MMWY34	Copy Guard Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23					
A8HCWY2	Working table for upright mounting of the control panel	\$3,025	20%	\$2,420							\$113	\$75	\$62	\$53					
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
A884W115	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY16	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
A92D0117	Fax Kit	\$1,177	20%	\$942							\$44	\$29	\$24	\$20					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD01K8	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD1179	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD11910	I-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11G11	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11U12	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					

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Name of Offeror: UBEO LLC

**Konica Minolta**

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					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support		
G844100LCMUS2	External Keyboard	\$223	20%	\$178								\$8	\$6	\$5	\$4					
A0W4WY3	Working Table	\$124	20%	\$99								\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26								\$1	\$1	\$1	\$1					
A4NMWY113	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53								\$2	\$2	\$1	\$1					
A4NRWY214	Keyboard Holder	\$136	20%	\$109								\$5	\$3	\$3	\$2					
A64TWY415	Keypad	\$139	20%	\$111								\$5	\$3	\$3	\$2					
A888WY2	Hard Disk Mirroring	\$514	20%	\$411								\$19	\$13	\$11	\$9					
A8H9WY116	USB Host Board (Local Interface Kit)	\$220	20%	\$176								\$8	\$5	\$5	\$4					
A8HAWY117	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246								\$11	\$8	\$6	\$5					
A8WCWY1	Double Feed Detection Kit	\$358	20%	\$286								\$13	\$9	\$7	\$6					
D5143NTKM	ESP POWER FILTER 120V/20A NETWORKED	\$212	20%	\$170								\$8	\$5	\$4	\$4					
EV512020	Comprehensive Monitoring & Predictive Analytics	\$825	20%	\$660								\$31	\$21	\$17	\$14					
XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322	20%	\$258								\$12	\$8	\$7	\$6					
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516								\$24	\$16	\$13	\$11					
A63GWY2	Z Folding Unit For FS-537	\$5,511	20%	\$4,409								\$206	\$137	\$114	\$96					
A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452								\$68	\$45	\$37	\$32					
A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724								\$127	\$85	\$70	\$59					
A87HWY118	Finisher (100 Sheets)	\$3,322	20%	\$2,658								\$124	\$83	\$68	\$58					
A87HWYA19	Finisher	\$4,950	20%	\$3,960								\$185	\$123	\$102	\$86					
A87KWY120	Relay Unit	\$325	20%	\$260								\$12	\$8	\$7	\$6					
A8CGWY2	Post Inserter For FS-537	\$1,221	20%	\$977								\$46	\$30	\$25	\$21					
A8HDWY221	Output Tray	\$495	20%	\$396								\$19	\$12	\$10	\$9					
A99KW11	Punch Kit For FS-537	\$935	20%	\$748								\$35	\$23	\$19	\$16					
EH91539	Convenience Stapler	\$329	20%	\$263								\$12	\$8	\$7	\$6					
A8H6W11	Large Capacity Unit	\$1,947	20%	\$1,558								\$73	\$49	\$40	\$34					
A8H7W11	Large Capacity Unit	\$3,663	20%	\$2,930								\$137	\$91	\$75	\$64					
XG-PCS-IC-1	NexGen Cable	\$80	20%	\$64								\$3	\$2	\$2	\$1					
A7960151	Printer/Copier/Scanner	\$46,200	20%	\$36,960								\$1,729	\$1,152	\$952	\$802					
A0PD0162	i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	\$1,100	20%	\$880								\$41	\$27	\$23	\$19					
A0PD01F3	i-Option License Kit (Unicode)	\$690	20%	\$552								\$26	\$17	\$14	\$12					
A4MMWY24	Copy Guard Kit	\$1,348	20%	\$1,078								\$50	\$34	\$28	\$23					
A8HCWY1	Working table for upright mounting of the control panel	\$3,025	20%	\$2,420								\$113	\$75	\$62	\$53					
4614506	Fax Stamp Unit	\$53	20%	\$42								\$2	\$1	\$1	\$1					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24								\$1	\$1	\$1	\$1					
A884W115	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941								\$44	\$29	\$24	\$20					
A886WY16	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106								\$5	\$3	\$3	\$2					
A92D0117	Fax Kit	\$1,177	20%	\$942								\$44	\$29	\$24	\$20					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834								\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319								\$15	\$10	\$8	\$7					
A0PD01K8	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200								\$9	\$6	\$5	\$4					
A0PD1179	i-Option License Kit (Voice Guidance)	\$785	20%	\$628								\$29	\$20	\$16	\$14					
A0PD11910	I-Option Bar Code Font	\$821	20%	\$657								\$31	\$20	\$17	\$14					
A0PD11G11	i-Option OCR Font	\$191	20%	\$153								\$7	\$5	\$4	\$3					
A0PD11U12	i-Option License Kit (File Conversion)	\$668	20%	\$534								\$25	\$17	\$14	\$12					
G844100LCMUS2	External Keyboard	\$223	20%	\$178								\$8	\$6	\$5	\$4					
A0W4WY3	Working Table	\$124	20%	\$99								\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26								\$1	\$1	\$1	\$1					
A4NMWY113	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53								\$2	\$2	\$1	\$1					
A4NRWY214	Keyboard Holder	\$136	20%	\$109								\$5	\$3	\$3	\$2					
A64TWY415	Keypad	\$139	20%	\$111								\$5	\$3	\$3	\$2					

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED (less paper)										NO MAINTENANCE OR SUPPLIES INCLUDED				Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)			
A888WY2	Hard Disk Mirroring	\$514	20%	\$411							\$19	\$13	\$11	\$9								
A8H9WY116	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4								
A8HAWY117	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5								
A8WCWY1	Double Feed Detection Kit	\$358	20%	\$286							\$13	\$9	\$7	\$6								
D5143NTKM	ESP POWER FILTER 120V/20A NETWORKED	\$212	20%	\$170							\$8	\$5	\$4	\$4								
EVS20820	ESP ENVISIONSENSE PMS 208V/20A	\$850	20%	\$680							\$32	\$21	\$18	\$15								
XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322	20%	\$258							\$12	\$8	\$7	\$6								
A10CWY2	Job Separator (FS-540/FS-540SD)	\$550	20%	\$440							\$21	\$14	\$11	\$10								
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516							\$24	\$16	\$13	\$11								
A63GWY2	Z Folding Unit For FS-537	\$5,511	20%	\$4,409							\$206	\$137	\$114	\$96								
A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452							\$68	\$45	\$37	\$32								
A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724							\$127	\$85	\$70	\$59								
A87HWY118	Finisher (100 Sheets)	\$3,322	20%	\$2,658							\$124	\$83	\$68	\$58								
A87HWYA19	Finisher	\$4,950	20%	\$3,960							\$185	\$123	\$102	\$86								
A87KWY120	Relay Unit	\$325	20%	\$260							\$12	\$8	\$7	\$6								
A8C6WY2	Post Inserter For FS-537	\$1,221	20%	\$977							\$46	\$30	\$25	\$21								
A8HDWY221	Output Tray	\$495	20%	\$396							\$19	\$12	\$10	\$9								
A99KW11	Punch Kit For FS-537	\$935	20%	\$748							\$35	\$23	\$19	\$16								
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6								
A8H6W11	Large Capacity Unit	\$1,947	20%	\$1,558							\$73	\$49	\$40	\$34								
A8H7W11	Large Capacity Unit	\$3,663	20%	\$2,930							\$137	\$91	\$75	\$64								
<b>AA2K011X0011</b>	<b>BIZHUB C300i plus DF-714</b>	<b>\$15,161</b>	<b>50%</b>	<b>\$7,581</b>							<b>\$355</b>	<b>\$236</b>	<b>\$195</b>	<b>\$164</b>								
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1								
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20								
A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20								
A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2								
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2								
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18								
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7								
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14								
A0PD1195	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14								
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12								
A0PD11G7	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3								
A0PD11K8	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4								
A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12								
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7								
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4								
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2								
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1								
A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1								
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2								
A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5								
A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4								
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$6								
ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2								
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16								
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23								
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5								
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14								

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

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Name of Offeror: UBEO LLC

**Konica Minolta**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5					
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30					
A2YVWY2	Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10					
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11					
A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452							\$68	\$45	\$37	\$32					
A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724							\$127	\$85	\$70	\$59					
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4					
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6					
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4					
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16					
A87VW1213	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34					
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27					
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32					
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17					
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23					
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17					
4511113614	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19					
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17					
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94					
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24					
4520671215	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,600	20%	\$2,080							\$94	\$62	\$52	\$43					
4520671916	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62	\$52					
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326							\$156	\$104	\$86	\$72					
ACDFWY117	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501							\$23	\$16	\$13	\$11					
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6					
AA2J011X001	<b>BIZHUB C360i plus DF-714</b>	<b>\$19,480</b>	<b>50%</b>	<b>\$9,740</b>							<b>\$456</b>	<b>\$304</b>	<b>\$251</b>	<b>\$211</b>					
A3PMWY1	ORIGINAL COVER	\$104	20%	\$83							\$4	\$3	\$2	\$2					
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1					
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20					
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20					
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2					
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2					
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18					
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7					
A0PD1173	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14					
A0PD1194	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14					
A0PD11F5	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12					
A0PD11G6	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3					
A0PD11K7	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4					
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12					
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7					
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4					
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2					
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1					
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1					
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2					
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5					
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4					
AC8XWY1	IM-102 Intelligent Media Sensor Intelligent Media Sensor	\$329	20%	\$263							\$12	\$8	\$7	\$6					
ACCJWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2					



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Name of Offeror: **UBEO LLC**

Name of Offeror: <b>UBEO LLC</b>		<b>Konica Minolta</b>				<b>MAINTANANCE AND SUPPLIES INCLUDED (less paper)</b>					<b>NO MAINTENANCE OR SUPPLIES INCLUDED</b>					<b>Monthly Fees</b>				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16						
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23						
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5						
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14						
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5						
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30						
A2YVWY2	Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10						
A3ETW11	2/3 Hole Punch Unit (FS-534 or FS-536)	\$645	20%	\$516							\$24	\$16	\$13	\$11						
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11						
A87GWY3	Finisher (50-sheet floor staple finisher)	\$1,815	20%	\$1,452							\$68	\$45	\$37	\$32						
A87GWYE	with SD-511 Finisher (Floor finisher Saddle Stitcher)	\$3,405	20%	\$2,724							\$127	\$85	\$70	\$59						
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4						
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6						
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4						
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16						
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34						
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27						
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32						
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17						
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23						
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17						
451113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19						
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17						
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94						
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24						
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43						
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62	\$52						
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326							\$156	\$104	\$86	\$72						
ACDFWY116	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501							\$23	\$16	\$13	\$11						
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6						
<b>AA7R011</b>	<b>BIZHUB C450i</b>	<b>\$29,718</b>	<b>50%</b>	<b>\$14,859</b>							<b>\$695</b>	<b>\$463</b>	<b>\$383</b>	<b>\$322</b>						
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1						
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1						
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20						
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20						
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2						
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2						
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18						
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7						
A0PD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4						
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14						
A0PD1195	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14						
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12						
A0PD11G7	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3						
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12						
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7						
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2						
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1						
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1						
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2						

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

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Name of Offeror: <span style="border: 1px solid black; padding: 2px;">UBEO LLC</span>					Konica Minolta										MAINTANANCE AND SUPPLIES INCLUDED ( <i>less paper</i> )				NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)								
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246								\$11	\$8	\$6	\$5												
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176								\$8	\$5	\$5	\$4												
ACCIWY1	10-Key Pad	\$139	20%	\$111								\$5	\$3	\$3	\$2												
ACDIWY1	1 TB Solid State Drive	\$934	20%	\$747								\$35	\$23	\$19	\$16												
ACDKWY1	Security Kit	\$1,348	20%	\$1,078								\$50	\$34	\$28	\$23												
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229								\$11	\$7	\$6	\$5												
D5133NTRM	ESP POWER FILTER 120V/15A	\$208	20%	\$166								\$8	\$5	\$4	\$4												
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640								\$30	\$20	\$16	\$14												
G844100LCMUS2	External Keyboard	\$223	20%	\$178								\$8	\$6	\$5	\$4												
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231								\$11	\$7	\$6	\$5												
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367								\$64	\$43	\$35	\$30												
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516								\$24	\$16	\$13	\$11												
A87JWY2	Relay Unit	\$231	20%	\$185								\$9	\$6	\$5	\$4												
AA44WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540								\$72	\$48	\$40	\$33												
AA44WY4	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812								\$132	\$88	\$72	\$61												
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516								\$24	\$16	\$13	\$11												
ACVOWY1	Output Tray	\$123	20%	\$98								\$5	\$3	\$3	\$2												
ACV2WY1	J5-508 Job Separator	\$550	20%	\$440								\$21	\$14	\$11	\$10												
ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62								\$3	\$2	\$2	\$1												
EH91539	Convenience Stapler	\$329	20%	\$263								\$12	\$8	\$7	\$6												
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196								\$9	\$6	\$5	\$4												
A4MEWY2	Banner Guide	\$931	20%	\$745								\$35	\$23	\$19	\$16												
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567								\$73	\$49	\$40	\$34												
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938								\$137	\$92	\$76	\$64												
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234								\$58	\$38	\$32	\$27												
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469								\$69	\$46	\$38	\$32												
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804								\$38	\$25	\$21	\$17												
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049								\$49	\$33	\$27	\$23												
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796								\$37	\$25	\$21	\$17												
4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880								\$41	\$27	\$23	\$19												
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796								\$37	\$25	\$21	\$17												
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325								\$202	\$135	\$111	\$94												
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120								\$52	\$35	\$29	\$24												
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000								\$94	\$62	\$52	\$43												
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400								\$112	\$75	\$62	\$52												
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326								\$156	\$104	\$86	\$72												
ACDFWY116	UK-115 Fiery Controller Mount Kit Fiery Controller Mount Kit	\$626	20%	\$501								\$23	\$16	\$13	\$11												
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261								\$12	\$8	\$7	\$6												
AA7P011	<b>BIZHUB C550i</b>	<b>\$36,002</b>	<b>50%</b>	<b>\$18,001</b>								<b>\$842</b>	<b>\$561</b>	<b>\$464</b>	<b>\$391</b>												
4614506	Fax Stamp Unit	\$53	20%	\$42								\$2	\$1	\$1	\$1												
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24								\$1	\$1	\$1	\$1												
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942								\$44	\$29	\$24	\$20												
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941								\$44	\$29	\$24	\$20												
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106								\$5	\$3	\$3	\$2												
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104								\$5	\$3	\$3	\$2												
A099WY1	Biometric Authentication Unit	\$1,042	20%	\$834								\$39	\$26	\$21	\$18												
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319								\$15	\$10	\$8	\$7												
A0PD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200								\$9	\$6	\$5	\$4												
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628								\$29	\$20	\$16	\$14												
A0PD1195	I-Option Bar Code Font	\$821	20%	\$657								\$31	\$20	\$17	\$14												

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Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED (less paper)										NO MAINTENANCE OR SUPPLIES INCLUDED				Monthly Fees			
Name of Offeror:		Konica Minolta			Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)			
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12								
A0PD11G7	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3								
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12								
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7								
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2								
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1								
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1								
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2								
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5								
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4								
ACCIWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2								
ACDIWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16								
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23								
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5								
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4								
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14								
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4								
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5								
A2YUWY3	Inner Finisher (50 Sheets)	\$1,709	20%	\$1,367							\$64	\$43	\$35	\$30								
A3EUW12	2/3 Hole Punch Unit (FS-533)	\$645	20%	\$516							\$24	\$16	\$13	\$11								
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4								
AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540							\$72	\$48	\$40	\$33								
AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88	\$72	\$61								
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24	\$16	\$13	\$11								
ACVOWY1	Output Tray	\$123	20%	\$98							\$5	\$3	\$3	\$2								
ACV2WY1	J5-508 Job Separator	\$550	20%	\$440							\$21	\$14	\$11	\$10								
ACW5WY1	MK-607 mount kit for FS-533	\$77	20%	\$62							\$3	\$2	\$2	\$1								
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6								
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4								
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16								
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34								
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AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27								
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AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17								
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23								
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17								
451113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19								
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17								
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45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24								
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43								
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62	\$52								
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326							\$156	\$104	\$86	\$72								
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6								
AA7N011	BIZHUB C650i	\$37,084	50%	\$18,542							\$867	\$578	\$478	\$402								
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1								
4614511	Spare TX Marker Stamp 2	\$30	20%	\$24							\$1	\$1	\$1	\$1								
A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942							\$44	\$29	\$24	\$20								
A884W111	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941							\$44	\$29	\$24	\$20								

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Name of Offeror: UBEO LLC

**Konica Minolta**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)	
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support		
A886WY12	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106							\$5	\$3	\$3	\$2						
7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104							\$5	\$3	\$3	\$2						
A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834							\$39	\$26	\$21	\$18						
R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319							\$15	\$10	\$8	\$7						
A0PD01K3	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200							\$9	\$6	\$5	\$4						
A0PD1174	i-Option License Kit (Voice Guidance)	\$785	20%	\$628							\$29	\$20	\$16	\$14						
A0PD1195	i-Option Bar Code Font	\$821	20%	\$657							\$31	\$20	\$17	\$14						
A0PD11F6	i-Option License Kit (Unicode Font)	\$690	20%	\$552							\$26	\$17	\$14	\$12						
A0PD11G7	i-Option OCR Font	\$191	20%	\$153							\$7	\$5	\$4	\$3						
A0PD11U8	i-Option License Kit (File Conversion)	\$668	20%	\$534							\$25	\$17	\$14	\$12						
A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316							\$15	\$10	\$8	\$7						
A0W4WY3	Working Table	\$124	20%	\$99							\$5	\$3	\$3	\$2						
A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26							\$1	\$1	\$1	\$1						
A4NMWY19	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53							\$2	\$2	\$1	\$1						
A4NRWY2	Keyboard Holder	\$136	20%	\$109							\$5	\$3	\$3	\$2						
A87DWY210	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246							\$11	\$8	\$6	\$5						
A88AWY211	USB Host Board (Local Interface Kit)	\$220	20%	\$176							\$8	\$5	\$5	\$4						
ACCIWY1	10-Key Pad	\$139	20%	\$111							\$5	\$3	\$3	\$2						
ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747							\$35	\$23	\$19	\$16						
ACDKWY1	Security Kit	\$1,348	20%	\$1,078							\$50	\$34	\$28	\$23						
ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229							\$11	\$7	\$6	\$5						
D5133NTKM	ESP POWER FILTER 120V/15A	\$208	20%	\$166							\$8	\$5	\$4	\$4						
EVS12015	ESP ENVISIONSENSE PMS 120V/15A Comprehensive Monitoring & Predictive Analytics	\$800	20%	\$640							\$30	\$20	\$16	\$14						
G844100LCMUS2	External Keyboard	\$223	20%	\$178							\$8	\$6	\$5	\$4						
XGPCS15DKM	ESP DIAGNOSTIC POWER FILTER 120V/15A	\$289	20%	\$231							\$11	\$7	\$6	\$5						
A87JWY2	Relay Unit	\$231	20%	\$185							\$9	\$6	\$5	\$4						
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AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812							\$132	\$88	\$72	\$61						
AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516							\$24	\$16	\$13	\$11						
ACV0WY1	Output Tray	\$123	20%	\$98							\$5	\$3	\$3	\$2						
EH91539	Convenience Stapler	\$329	20%	\$263							\$12	\$8	\$7	\$6						
135700	Enhanced Copy Desk (Storage only)	\$245	20%	\$196							\$9	\$6	\$5	\$4						
A4MEWY2	Banner Guide	\$931	20%	\$745							\$35	\$23	\$19	\$16						
A87VW1212	Large Capacity Unit	\$1,959	20%	\$1,567							\$73	\$49	\$40	\$34						
A9EFW12	Large Capacity Unit	\$3,673	20%	\$2,938							\$137	\$92	\$76	\$64						
AAV5019	Paper Feed Cabinet	\$1,543	20%	\$1,234							\$58	\$38	\$32	\$27						
AAV5016	Paper Feed Cabinet	\$1,836	20%	\$1,469							\$69	\$46	\$38	\$32						
AAV5WY7	Paper Feed Cabinet	\$1,005	20%	\$804							\$38	\$25	\$21	\$17						
AAV5WY8	Paper Feed Cabinet	\$1,311	20%	\$1,049							\$49	\$33	\$27	\$23						
45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796							\$37	\$25	\$21	\$17						
451113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880							\$41	\$27	\$23	\$19						
45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796							\$37	\$25	\$21	\$17						
45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325							\$202	\$135	\$111	\$94						
45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120							\$52	\$35	\$29	\$24						
4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000							\$94	\$62	\$52	\$43						
4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400							\$112	\$75	\$62	\$52						
ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326							\$156	\$104	\$86	\$72						
ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261							\$12	\$8	\$7	\$6						
<b>ACKN0111</b>	<b>BIZHUB C750i</b>	<b>\$43,584</b>	<b>50%</b>	<b>\$21,792</b>							<b>\$1,019</b>	<b>\$679</b>	<b>\$561</b>	<b>\$473</b>						
4614506	Fax Stamp Unit	\$53	20%	\$42							\$2	\$1	\$1	\$1						

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions  
-Purchase/Lease of Equipment-**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:		UBEO LLC			MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>										NO MAINTENANCE OR SUPPLIES INCLUDED				Monthly Fees			
Name of Offeror:		Konica Minolta			MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	4614511	Spare TX Marker Stamp 2	\$30	20%	\$24									\$1	\$1	\$1	\$1					
	A883012	Fax Kit supports 1st & 2nd fax line - no mount kit required	\$1,177	20%	\$942									\$44	\$29	\$24	\$20					
	A884W112	Fax Kit (Supports 3rd & 4th fax line)	\$1,176	20%	\$941									\$44	\$29	\$24	\$20					
	A886WY13	Fax Mount Kit (Mount kit for FK-515 only)	\$132	20%	\$106									\$5	\$3	\$3	\$2					
	7640013468	AU-204H Mag Stripe Card Reader	\$130	20%	\$104									\$5	\$3	\$3	\$2					
	A0X9WY1	Biometric Authentication Unit	\$1,042	20%	\$834									\$39	\$26	\$21	\$18					
	R5427011136466GEN2	AU-205H Gen2 Multi Card Reader with HID Mobile Support	\$399	20%	\$319									\$15	\$10	\$8	\$7					
	A0PD01K4	i-Option License Kit (ThinPrint Client Support)	\$250	20%	\$200									\$9	\$6	\$5	\$4					
	A0PD1175	i-Option License Kit (Voice Guidance)	\$785	20%	\$628									\$29	\$20	\$16	\$14					
	A0PD1196	i-Option Bar Code Font	\$821	20%	\$657									\$31	\$20	\$17	\$14					
	A0PD11F7	i-Option License Kit (Unicode Font)	\$690	20%	\$552									\$26	\$17	\$14	\$12					
	A0PD11G8	i-Option OCR Font	\$191	20%	\$153									\$7	\$5	\$4	\$3					
	A0PD11U9	i-Option License Kit (File Conversion)	\$668	20%	\$534									\$25	\$17	\$14	\$12					
	A0PDAA1	Bitdefender Virus Scan	\$395	20%	\$316									\$15	\$10	\$8	\$7					
	A0W4WY3	Working Table	\$124	20%	\$99									\$5	\$3	\$3	\$2					
	A5C1192100	Stylus for INFO-Palette Series	\$33	20%	\$26									\$1	\$1	\$1	\$1					
	A4NMWY110	Mount Kit (IC Card Internal Mount Kit)	\$66	20%	\$53									\$2	\$2	\$1	\$1					
	A4NRWY2	Keyboard Holder	\$136	20%	\$109									\$5	\$3	\$3	\$2					
	A87DWY211	USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$307	20%	\$246									\$11	\$8	\$6	\$5					
	A88AWY212	USB Host Board (Local Interface Kit)	\$220	20%	\$176									\$8	\$5	\$5	\$4					
	ACCJWY1	10-Key Pad	\$139	20%	\$111									\$5	\$3	\$3	\$2					
	ACDJWY1	1 TB Solid State Drive	\$934	20%	\$747									\$35	\$23	\$19	\$16					
	ACDKWY1	Security Kit	\$1,348	20%	\$1,078									\$50	\$34	\$28	\$23					
	ACDMWY1	Wireless Upgrade Kit	\$286	20%	\$229									\$11	\$7	\$6	\$5					
	EVS12020	Comprehensive Monitoring & Predictive Analytics	\$825	20%	\$660									\$31	\$21	\$17	\$14					
	G844100LCMUS2	External Keyboard	\$223	20%	\$178									\$8	\$6	\$5	\$4					
	XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A	\$322	20%	\$258									\$12	\$8	\$7	\$6					
	AAR4WY3	Finisher (50 Sheets) plus manual stapler	\$1,925	20%	\$1,540									\$72	\$48	\$40	\$33					
	AAR4WYE	Booklet Finisher (50 Sheets) plus manual stapler	\$3,515	20%	\$2,812									\$132	\$88	\$72	\$61					
	AC28W11	2/3 Hole Punch Unit (FS-539/FS-539SD)	\$645	20%	\$516									\$24	\$16	\$13	\$11					
	ACU6WY1	RU-519 Relay Unit (for FS-539/FS-539SD/FS-540/FS-540SD)	\$325	20%	\$260									\$12	\$8	\$7	\$6					
	ACWAWY1	QT-514 Output Tray	\$325	20%	\$260									\$12	\$8	\$7	\$6					
	ACWCWY1	WT-519 Upright Working Table	\$2,750	20%	\$2,200									\$103	\$69	\$57	\$48					
	EH91539	Convenience Stapler	\$329	20%	\$263									\$12	\$8	\$7	\$6					
	A4MEWY2	Banner Guide	\$931	20%	\$745									\$35	\$23	\$19	\$16					
	A8H6W12	Large Capacity Unit	\$1,947	20%	\$1,558									\$73	\$49	\$40	\$34					
	A8H7W12	Large Capacity Unit	\$3,663	20%	\$2,930									\$137	\$91	\$75	\$64					
	45111094	EFI AutoTrap Graphic Arts Feature	\$995	20%	\$796									\$37	\$25	\$21	\$17					
	4511113613	FIERY COMPOSE S/W LICENSE	\$1,100	20%	\$880									\$41	\$27	\$23	\$19					
	45111142	EFI HOT FOLDERS & VIRTUAL S/W LICENSE	\$995	20%	\$796									\$37	\$25	\$21	\$17					
	45111156	EFI IC-418 Productivity Package	\$5,406	20%	\$4,325									\$202	\$135	\$111	\$94					
	45202146	kit, option, ES-3000, Hardware ONLY	\$1,400	20%	\$1,120									\$52	\$35	\$29	\$24					
	4520671214	FIERY IMPOSE WITHOUT ACRBT-PTSTP	\$2,500	20%	\$2,000									\$94	\$62	\$52	\$43					
	4520671915	FIERY IMPOSE-COMPOSE WITHOUT ACRBT-PTSTP	\$3,000	20%	\$2,400									\$112	\$75	\$62	\$52					
	ACDEWY1	IC-420 Image Controller	\$4,158	20%	\$3,326									\$156	\$104	\$86	\$72					
	ACDHWY1	VI-516 Video Interface Kit	\$326	20%	\$261									\$12	\$8	\$7	\$6					

Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions  
-Purchase/Lease of Equipment-

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Name of Offeror: UBEO LLC  
**Kyocera**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description, Optional Components, Add-ons and Accessories	Description	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTENANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)				
						Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support					
						*SEE NOTE 1	UBEO LLC SERVICE RATES ARE VOLUME BASED					*SEE NOTE 1					UBEO LLC SERVICE RATES ARE VOLUME BASED							
							SEE MAINTENANCE SECTION FOR DETAILS													SEE MAINTENANCE SECTION FOR DETAILS				
1102WH2US0	TASKalfa 408ci	52 PPM A4 Color MFP	\$9,135	60%	\$3,654							\$171	\$114	\$94	\$79									
1203PS7US0	PF-5120	500 Sheet Paper Tray - Legal	\$491	40%	\$295							\$14	\$9	\$8	\$6									
1203PZ7US0	PF-5130	Dual 500 Sheet Paper Trays - Legal <1>	\$1,396	40%	\$838							\$39	\$26	\$22	\$18									
1203PT7US0	PF-5140	2,000 Sheet Paper Tray - Letter <1>	\$1,496	40%	\$898							\$42	\$28	\$23	\$19									
1203R36US0	DP-5100	75 Sheet RADP for 508ci/408ci/358ci	\$1,537	40%	\$922							\$43	\$29	\$24	\$20									
1203SK6US0	DP-5120	100 Sheet DSDP for 508ci/408ci/358ci	\$1,951	40%	\$1,171							\$55	\$36	\$30	\$25									
1203T26US0	DP-5130	270 Sheet DSDP for 508ci/408ci/358ci	\$2,857	40%	\$1,714							\$80	\$53	\$44	\$37									
1203PX2US0	DF-5100	300 Sheet Internal Finisher	\$1,060	40%	\$636							\$30	\$20	\$16	\$14									
1203PV2US0	DF-5110	1,000 Sheet Finisher for 508ci/408ci/358ci <2>	\$1,670	40%	\$1,002							\$47	\$31	\$26	\$22									
1203PW2US0	DF-5120	3,200 Sheet Finisher for 508ci/408ci/358ci <2>	\$2,710	40%	\$1,626							\$76	\$51	\$42	\$35									
1203R12US0	PH-5100	Punch Unit for DF-5110	\$727	40%	\$436							\$20	\$14	\$11	\$9									
1203R00US0	MT-5100	5 Bin Mailbox	\$1,084	40%	\$650							\$30	\$20	\$17	\$14									
1203R50UN0	JS-5100	Job Separator	\$224	40%	\$134							\$6	\$4	\$3	\$3									
1703PY0UN0	AK-5100	Attachment Kit for DF-5110 / DF-5120 / MT-5	\$282	40%	\$169							\$8	\$5	\$4	\$4									
1503R22US1	Fax System 10 (X)	Fax Kit for 508ci/408ci/358ci	\$1,252	40%	\$751							\$35	\$23	\$19	\$16									
1102WD2US0	ECOSYS P3260dn	62 PPM A4 B&W Printer <1>	\$2,848	40%	\$1,709							\$80	\$53	\$44	\$37									
1102TR2US0	ECOSYS P3155dn	57 PPM A4 B&W Printer <2>	\$1,917	40%	\$1,150							\$54	\$36	\$30	\$25									
1102TS2US0	ECOSYS P3150dn	52 PPM A4 B&W Printer <3>	\$1,659	40%	\$995							\$47	\$31	\$26	\$22									
1102TT2US0	ECOSYS P3145dn	47 PPM A4 B&W Printer <4>	\$1,464	40%	\$878							\$41	\$27	\$23	\$19									
1203SA0KL1	PF-3110	500 Sheet Paper Tray - Legal <1>	\$271	30%	\$190							\$9	\$6	\$5	\$4									
1203S30KL0	PF-3100	2,000 Sheet Large Capacity Paper Tray - Legal	\$938	30%	\$657							\$31	\$20	\$17	\$14									
1203N70UN0	PT-320	250 Sheet Face-Up Rear Output Tray <1>	\$72	30%	\$50							\$2	\$2	\$1	\$1									
855D200655	Stand	Copier Cabinet Stand	\$582	30%	\$407							\$19	\$13	\$10	\$9									
1903N10UN0	PB-325	Base Unit for PF-3100	\$386	30%	\$270							\$13	\$8	\$7	\$6									
1903T50UN0	CA-3100	Caster Kit	\$256	30%	\$179							\$8	\$6	\$5	\$4									

**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

Instructions: Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror: UBEO LLC

**Lexmark**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED ( <i>less paper</i> )					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Imprerions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
					*SEE NOTE 1	UBEO LLC SERVICE RATES ARE VOLUME BASED				*SEE NOTE 1					UBEO LLC SERVICE RATES ARE VOLUME BASED				
						SEE MAINTENANCE SECTION FOR DETAILS									SEE MAINTENANCE SECTION FOR DETAILS				
2950400	<b>M1342 Monochrome Single Function Personal Printer</b>	<b>\$1,118</b>	<b>35%</b>	<b>\$727</b>							<b>\$34</b>	<b>\$23</b>	<b>\$19</b>	<b>\$16</b>					
2950600	550-Sheet Tray	\$192	13%	\$167							\$8	\$5	\$4	\$4					
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
36S0320	<b>M1246 Monochrome Single Function Desktop Printer</b>	<b>\$1,021</b>	<b>35%</b>	<b>\$663</b>							<b>\$31</b>	<b>\$21</b>	<b>\$17</b>	<b>\$14</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157							\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241							\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302							\$14	\$9	\$8	\$7					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
36S0520	<b>M3250 Monochrome Single Function Printer</b>	<b>\$1,559</b>	<b>34%</b>	<b>\$1,030</b>							<b>\$48</b>	<b>\$32</b>	<b>\$27</b>	<b>\$22</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157							\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241							\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302							\$14	\$9	\$8	\$7					
27X0500	500GB Hard Disk Drive (USB)	\$663	25%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140							\$7	\$4	\$4	\$3					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96							\$4	\$3	\$2	\$2					
27X6410	Marknet N8372 (Front Wifi- FSM)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156							\$7	\$5	\$4	\$3					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
50G0720	<b>M5255 - Monochrome Single Function Printer</b>	<b>\$2,286</b>	<b>35%</b>	<b>\$1,486</b>							<b>\$70</b>	<b>\$46</b>	<b>\$38</b>	<b>\$32</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25	\$17	\$14	\$12					

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Name of Offeror: UBEO LLC

**Lexmark**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED ( <i>less paper</i> )					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
50G0851	MS7/MS8 Output Expander	\$207	22%	\$161							\$8	\$5	\$4	\$3					
50G0853	MS7/MS8 High Capacity Output Expander	\$691	22%	\$542							\$25	\$17	\$14	\$12					
27X0500	500GB Hard Disk Drive (SATA)	\$663	25%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8					
50G0855	Caster Base	\$484	22%	\$376							\$18	\$12	\$10	\$8					
50G0854	Spacer	\$95	23%	\$74							\$3	\$2	\$2	\$2					
<b>50G0740</b>	<b>MS270 - Monochrome Single Function Printer</b>	<b>\$3,901</b>	<b>35%</b>	<b>\$2,535</b>							<b>\$119</b>	<b>\$79</b>	<b>\$65</b>	<b>\$55</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25	\$17	\$14	\$12					
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
50G0851	MS7/MS8 Output Expander	\$207	22%	\$161							\$8	\$5	\$4	\$3					
50G0853	MS7/MS8 High Capacity Output Expander	\$691	22%	\$542							\$25	\$17	\$14	\$12					
27X0500	500GB Hard Disk Drive (SATA)	\$663	25%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					





**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

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Name of Offeror: UBEO LLC

		<b>Lexmark</b>				<b>MAINTANANCE AND SUPPLIES INCLUDED (less paper)</b>					<b>NO MAINTENANCE OR SUPPLIES INCLUDED</b>					<b>Monthly Fees</b>				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8						
<b>25B1200</b>	<b>XM5365 - Monochrome Multi Function Printer</b>	<b>\$6,297</b>	<b>35%</b>	<b>\$4,093</b>							<b>\$191</b>	<b>\$128</b>	<b>\$105</b>	<b>\$89</b>						
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10	\$7	\$6	\$5						
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4	\$3	\$2	\$2						
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12	\$8	\$7	\$6						
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14	\$10	\$8	\$7						
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3	\$3	\$2						
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323							\$15	\$10	\$8	\$7						
50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25	\$17	\$14	\$12						
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11						
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2						
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2						
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9						
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13						
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5						
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2						
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2						
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12						
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1						
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1						
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1						
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5						
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8						
50G0855	Caster Base	\$484	22%	\$376							\$18	\$12	\$10	\$8						
<b>25B1215</b>	<b>XM7355b - Monochrome Multi Function Printer</b>	<b>\$4,717</b>	<b>57%</b>	<b>\$2,028</b>							<b>\$95</b>	<b>\$63</b>	<b>\$52</b>	<b>\$44</b>						
<b>25B1202</b>	<b>XM7355 - Monochrome Multi Function Printer</b>	<b>\$9,797</b>	<b>57%</b>	<b>\$4,199</b>							<b>\$196</b>	<b>\$131</b>	<b>\$108</b>	<b>\$91</b>						
25B2910	Caster base	\$449	22%	\$350							\$16	\$11	\$9	\$8						
25B2900	550-Sheet Tray	\$346	2%	\$338							\$16	\$11	\$9	\$7						
25B2950	2100-Sheet Tray	\$691	2%	\$677							\$32	\$21	\$17	\$15						
50G0850	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7						
25B2999	Offset Stacker	\$207	11%	\$184							\$9	\$6	\$5	\$4						
50G0852	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7						
50G0849	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15						
57X7030	Keyboard Kit (English)	\$414	9%	\$377							\$18	\$12	\$10	\$8						
57X0300	Contact	\$69	13%	\$60							\$3	\$2	\$2	\$1						
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2						
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2						
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9						
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13						
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5						
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6						
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2						
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2						
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12						
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1						

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**Form No. 2 - Cost Proposal**  
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Name of Offeror: UBEO LLC

		<b>Lexmark</b>			MAINTANANCE AND SUPPLIES INCLUDED (less paper)						NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees			
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
<b>36S0940</b>	<b>XM3250 Monochrome Small Workgroup Multi-Function Printer</b>	<b>\$3,228</b>	<b>35%</b>	<b>\$2,098</b>							<b>\$98</b>	<b>\$65</b>	<b>\$54</b>	<b>\$46</b>					
36S2910	250-Sheet Tray	\$179	13%	\$157							\$7	\$5	\$4	\$3					
36S3110	550-Sheet Tray	\$276	13%	\$241							\$11	\$8	\$6	\$5					
36S3120	550-Sheet Lockable Tray	\$346	12%	\$302							\$14	\$9	\$8	\$7					
36S8010	Inline staple finisher	\$346	7%	\$323							\$15	\$10	\$8	\$7					
27X0400	500GB Hard Disk Drive SATA	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
27X0900	RS-232C Serial Interface Card	\$160	13%	\$140							\$7	\$4	\$4	\$3					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96							\$4	\$3	\$2	\$2					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156							\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57							\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
35S8502	Adjustable Printer Stand	\$419	13%	\$362							\$17	\$11	\$9	\$8					
<b>25B1200</b>	<b>XM5365 - Monochrome Multi Function Printer</b>	<b>\$6,297</b>	<b>35%</b>	<b>\$4,093</b>							<b>\$191</b>	<b>\$128</b>	<b>\$105</b>	<b>\$89</b>					
50G0800	250-Sheet Tray	\$276	22%	\$215							\$10	\$7	\$6	\$5					
50G0801	250-Sheet Tray Insert	\$109	23%	\$84							\$4	\$3	\$2	\$2					
50G0820	250-Sheet Lockable Tray	\$332	22%	\$258							\$12	\$8	\$7	\$6					
50G0802	550-Sheet Tray	\$346	11%	\$307							\$14	\$10	\$8	\$7					
50G0803	550-Sheet Tray Insert	\$137	22%	\$106							\$5	\$3	\$3	\$2					
50G0822	550-Sheet Lockable Tray	\$414	22%	\$323							\$15	\$10	\$8	\$7					
50G0804	2100-Sheet Tray	\$691	22%	\$538							\$25	\$17	\$14	\$12					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494							\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
40C9200	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
40C9201	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
40C9202	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
14F0100	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
14F0000	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
27X0142	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
1021231	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
1021294	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246							\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347							\$16	\$11	\$9	\$8					

Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
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Name of Offeror:

UBEO LLC

**Lexmark**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED ( <i>less paper</i> )					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
	Caster Base	\$484	22%	\$376							\$18	\$12	\$10	\$8					
<b>25B1215</b>	<b>XM7355b - Monochrome Multi Function Printer</b>	<b>\$4,717</b>	<b>57%</b>	<b>\$2,028</b>							<b>\$95</b>	<b>\$63</b>	<b>\$52</b>	<b>\$44</b>					
<b>25B1202</b>	<b>XM7355 - Monochrome Multi Function Printer</b>	<b>\$9,797</b>	<b>57%</b>	<b>\$4,199</b>							<b>\$196</b>	<b>\$131</b>	<b>\$108</b>	<b>\$91</b>					
	Caster base	\$449	22%	\$350							\$16	\$11	\$9	\$8					
	550-Sheet Tray	\$346	2%	\$338							\$16	\$11	\$9	\$7					
	2100-Sheet Tray	\$691	2%	\$677							\$32	\$21	\$17	\$15					
	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
	Offset Stacker	\$207	11%	\$184							\$9	\$6	\$5	\$4					
	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
	Keyboard Kit (English)	\$414	9%	\$377							\$18	\$12	\$10	\$8					
	Contact	\$69	13%	\$60							\$3	\$2	\$2	\$1					
	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					
	Contact Authentication Device	\$69	13%	\$60							\$3	\$2	\$2	\$1					
<b>25B1204</b>	<b>XM7370 - Monochrome Multi Function Printer</b>	<b>\$12,248</b>	<b>57%</b>	<b>\$5,267</b>							<b>\$246</b>	<b>\$164</b>	<b>\$136</b>	<b>\$114</b>					
	550-Sheet Tray	\$346	2%	\$338							\$16	\$11	\$9	\$7					
	2100-Sheet Tray	\$691	2%	\$677							\$32	\$21	\$17	\$15					
	Staple Finisher	\$414	22%	\$323							\$15	\$10	\$8	\$7					
	Offset Stacker	\$207	11%	\$184							\$9	\$6	\$5	\$4					
	4-Bin Mailbox	\$414	22%	\$323							\$15	\$10	\$8	\$7					
	Staple, Hole Punch Finisher	\$830	14%	\$711							\$33	\$22	\$18	\$15					
	Keyboard Kit (English)	\$414	9%	\$377							\$18	\$12	\$10	\$8					
	Contact	\$69	13%	\$60							\$3	\$2	\$2	\$1					
	256MB User Flash Memory	\$83	14%	\$71							\$3	\$2	\$2	\$2					
	Memory Expansion (4GB) DDR3	\$252	57%	\$108							\$5	\$3	\$3	\$2					
	Forms and Bar Code Card	\$473	13%	\$410							\$19	\$13	\$11	\$9					
	IPDS Card	\$704	12%	\$621							\$29	\$19	\$16	\$13					
	PRESCRIBE Card	\$248	13%	\$215							\$10	\$7	\$6	\$5					
	Traditional Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	Simplified Chinese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	Korean Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	Japanese Font Card	\$315	13%	\$272							\$13	\$8	\$7	\$6					
	RS-232C Serial Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
	Parallel 1284-B Interface Card	\$98	13%	\$86							\$4	\$3	\$2	\$2					
	MarkNet N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-SX(LC)	\$621	13%	\$538							\$25	\$17	\$14	\$12					
	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1					
	10-Foot Parallel Printer Cable	\$29	12%	\$25							\$1	\$1	\$1	\$1					
	2-meter USB Printer Cable	\$21	13%	\$19							\$1	\$1	\$1	\$1					
	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1					



**Purchasing Solutions Alliance**  
**Form No. 2 - Cost Proposal**  
**RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**  
**-Purchase/Lease of Equipment-**

**Instructions:** Offeror shall complete detailed cost proposal sheets for each unit offered (Segments 1-6 grayscale/B&W and Segments 1-6 color) to include all optional components, add-ons and accessories. Rows should be expanded or collapsed to reflect available equipment and optional components. If you offer additional lease options, maintenance options or additional products, services and solutions, please include on the next available Worksheet TAB of the Workbook labeled "Additional Products/Services/Solutions".

Name of Offeror:

UBEO LLC

Lexmark

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				Maintenance (Cost Per Copy)	
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support		
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156								\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57								\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
40N9390	<b>XC2326 - Color Multi Function Printer</b>	<b>\$1,998</b>	<b>57%</b>	<b>\$859</b>								<b>\$40</b>	<b>\$27</b>	<b>\$22</b>	<b>\$19</b>					
40N4250	250-sheet tray	\$179	13%	\$156								\$7	\$5	\$4	\$3					
1021294	USB 2.0 Cable (2m)	\$21	13%	\$19								\$1	\$1	\$1	\$1					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
40C9640	<b>XC4143 Color Workgroup Multi-Function Printer</b>	<b>\$5,246</b>	<b>50%</b>	<b>\$2,624</b>								<b>\$123</b>	<b>\$82</b>	<b>\$68</b>	<b>\$57</b>					
40C2100	550-Sheet Tray	\$424	17%	\$351								\$16	\$11	\$9	\$8					
40C2300	Adjustable Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494								\$23	\$15	\$13	\$11					
27X0823	MarkNet N8370	\$69	13%	\$60								\$3	\$2	\$2	\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106								\$5	\$3	\$3	\$2					
57X7025	Voice Guidance Kit	\$821	13%	\$714								\$33	\$22	\$18	\$15					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
40C9650	<b>XC4153 Color Workgroup Multi-Function Printer</b>	<b>\$8,747</b>	<b>44%</b>	<b>\$4,879</b>								<b>\$228</b>	<b>\$152</b>	<b>\$126</b>	<b>\$106</b>					
40C2100	550-Sheet Tray	\$424	17%	\$351								\$16	\$11	\$9	\$8					
40C2300	Adjustable Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494								\$23	\$15	\$13	\$11					
27X0823	MarkNet N8370	\$69	13%	\$60								\$3	\$2	\$2	\$1					
57X9020	2GB x32 DDR3 RAM	\$123	14%	\$106								\$5	\$3	\$3	\$2					
57X7025	Voice Guidance Kit	\$821	13%	\$714								\$33	\$22	\$18	\$15					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
42C7808	<b>XC4240 - Color Multi Function Printer</b>	<b>\$5,247</b>	<b>51%</b>	<b>\$2,558</b>								<b>\$120</b>	<b>\$80</b>	<b>\$66</b>	<b>\$55</b>					
42C7550	550-Sheet Tray	\$276	17%	\$228								\$11	\$7	\$6	\$5					
42C7650	650-Sheet Duo Tray	\$276	17%	\$228								\$11	\$7	\$6	\$5					
57X0204	Memory Expansion (4GB) DDR3	\$252	57%	\$108								\$5	\$3	\$3	\$2					
27X0400	500GB Hard Disk Drive (SATA)	\$596	17%	\$494								\$23	\$15	\$13	\$11					
57X9801	256MB User Flash Memory	\$83	14%	\$71								\$3	\$2	\$2	\$2					
40C9200	Forms and Barcode Card	\$473	13%	\$410								\$19	\$13	\$11	\$9					
40C9201	Card for IPDS	\$704	12%	\$621								\$29	\$19	\$16	\$13					
40C9202	Card for Prescribe Emulation	\$248	13%	\$215								\$10	\$7	\$6	\$5					
57X9810	Traditional Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9812	Simplified Chinese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9814	Korean Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
57X9815	Japanese Font Card	\$315	13%	\$272								\$13	\$8	\$7	\$6					
27X0901	Parallel 1284-B Interface Card	\$111	13%	\$96								\$4	\$3	\$2	\$2					
57X7040	Keyboard Kit (English)	\$341	13%	\$297								\$14	\$9	\$8	\$6					
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40								\$2	\$1	\$1	\$1					
57X0300	Contact Authentication Device	\$69	13%	\$60								\$3	\$2	\$2	\$1					
57X0301	Contactless Authentication Device	\$234	33%	\$156								\$7	\$5	\$4	\$3					
27X6410	Marknet N8327 802.11 a/b/c/g/n/ac Wireless Print Server	\$69	16%	\$57								\$3	\$2	\$1	\$1					
3073173	Swivel Cabinet	\$284	13%	\$246								\$12	\$8	\$6	\$5					
40C2300	Adjustable Printer Stand	\$419	17%	\$347								\$16	\$11	\$9	\$8					
42K1310	<b>XC6153de Color Large Workgroup Multi-Function Printer</b>	<b>\$10,496</b>	<b>50%</b>	<b>\$5,248</b>								<b>\$246</b>	<b>\$164</b>	<b>\$135</b>	<b>\$114</b>					
42K1313	<b>XC6153 Color Large Workgroup Multi-Function Printer</b>	<b>\$15,397</b>	<b>50%</b>	<b>\$7,698</b>								<b>\$360</b>	<b>\$240</b>	<b>\$198</b>	<b>\$167</b>					
21K0237	220-Sheet Tray	\$1,260	17%	\$1,044								\$49	\$33	\$27	\$23					
21K0567	550-Sheet Tray	\$424	17%	\$351								\$16	\$11	\$9	\$8					
21K0787	Envelope Tray	\$424	13%	\$367								\$17	\$11	\$9	\$8					
42K2000	Inline Stapler	\$489	13%	\$425								\$20	\$13	\$11	\$9					
21K2501	Caster Base	\$489	22%	\$381								\$18	\$12	\$10	\$8					
57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115								\$5	\$4	\$3	\$2					

Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions  
-Purchase/Lease of Equipment-

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Name of Offeror: UBEO LLC

		<b>Lexmark</b>			MAINTANANCE AND SUPPLIES INCLUDED <i>(less paper)</i>						NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)	
57X7020	XC6152, XC8160 English Keyboard Kit	\$419	11%	\$374							\$17	\$12	\$10	\$8						
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						
<b>42K1370</b>	<b>XC8163 Color Large Workgroup Multi-Function Printer</b>	<b>\$20,647</b>	<b>34%</b>	<b>\$13,648</b>							<b>\$638</b>	<b>\$426</b>	<b>\$352</b>	<b>\$296</b>						
21K0237	2200-Sheet Tray	\$1,260	17%	\$1,044							\$49	\$33	\$27	\$23						
21K0567	550-Sheet Tray	\$424	17%	\$351							\$16	\$11	\$9	\$8						
21K0787	Envelope Tray	\$424	13%	\$367							\$17	\$11	\$9	\$8						
42K1267	Multi-position Staple Punch Finisher - Short - See BSD configuration guide for	\$1,960	39%	\$1,186							\$55	\$37	\$31	\$26						
42K1597	Multi-position Staple Punch Finisher - Tall - See BSD configuration guide for	\$2,570	39%	\$1,555							\$73	\$48	\$40	\$34						
42K2300	Staple Finisher	\$489	17%	\$405							\$19	\$13	\$10	\$9						
57X7000	English Keyboard Kit	\$372	13%	\$323							\$15	\$10	\$8	\$7						
57X9022	2GB x 64 DDR3 RAM	\$139	17%	\$115							\$5	\$4	\$3	\$2						
57X7020	XC6152, XC8160 English Keyboard Kit	\$419	11%	\$374							\$17	\$12	\$10	\$8						
27X6510	Marknet N8370 (Rear Wifi)	\$69	16%	\$57							\$3	\$2	\$1	\$1						
SPD0001	Surge Protective Device 110-120V	\$40	0%	\$40							\$2	\$1	\$1	\$1						

					*SEE NOTE 1	UBEO LLC SERVICE RATES ARE VOLUME BASED				*SEE NOTE 1	UBEO LLC SERVICE RATES ARE VOLUME BASED			
						SEE MAINTENANCE SECTION FOR DETAILS					SEE MAINTENANCE SECTION FOR DETAILS			
Please choose between engines MFP or Printer														
MFP														
3238C032AA	imagePRESS C910 Series Main Engine Set	\$38,720	50%	\$19,360						\$906	\$604	\$499	\$420	
Or														
Printer														
3238C002AB	imagePRESS C910 Series Main Engine Set	\$33,000	50%	\$16,500						\$772	\$514	\$425	\$358	
0097C002AA	Printer Cover-H2	\$220	20%	\$176						\$8	\$5	\$5	\$4	
Please choose One speed License														
3244C001AA	imagePRESS C910 Speed License	\$51,700	40%	\$31,020						\$1,451	\$967	\$799	\$673	
3245C001AA	imagePRESS C810 Speed License	\$26,400	40%	\$15,840						\$741	\$494	\$408	\$344	
3246C001AA	imagePRESS C710 Speed License	\$2,200	20%	\$1,760						\$82	\$55	\$45	\$38	
Please choose Between RIPs														
External Fiery														
3656C017AA	iPR Server H350 V2.0 Set Item	\$32,450	10%	\$29,205						\$1,366	\$911	\$752	\$634	
Embedded Fiery														
3655C014AA	iPR Server G250 V2.0 & Control Panel Set	\$14,300	10%	\$12,870						\$602	\$401	\$332	\$279	
8002A017AA	X-Rite i1Pro 3 Spectrophotometer	\$1,430	5%	\$1,359						\$64	\$42	\$35	\$29	
7752A050AA	Adobe PDF Print Engine Kit (APPE)	\$4,730	20%	\$3,784						\$177	\$118	\$97	\$82	
Canon Print Board for C710														
1135C002AB	UPRIGHT CT.PNL-G1 UL for iPR C710	\$4,950	10%	\$4,455						\$208	\$139	\$115	\$97	
Canon Print Board for C810 & C910														
3272C008AA	iPR PRINTER KIT-F1 & Control Panel Set	\$11,418	10%	\$10,276						\$481	\$320	\$265	\$223	
Additional Paper Sources Please choose One of the Following Sets														
4369C005AA	Multi Drawer Paper Deck-D1 Set	\$11,352	10%	\$10,217						\$478	\$319	\$263	\$222	
Or														
3242C001AA	Stack Bypass-C1	\$330	10%	\$297						\$14	\$9	\$8	\$6	
0163C006AA	POD Deck Lite-C1	\$5,060	10%	\$4,554						\$213	\$142	\$117	\$99	
Or														
3242C001AA	Stack Bypass-C1	\$330	10%	\$297						\$14	\$9	\$8	\$6	
2575C013AA	POD Deck Lite XL	\$10,450	10%	\$9,405						\$440	\$293	\$242	\$204	
Output Please Choose One of the following For Production Finishing														
0118C002AB	Booklet Finisher-W1 PRO	\$18,040	20%	\$14,432						\$675	\$450	\$372	\$313	
Or														
0117C002AB	Staple Finisher-W1 PRO	\$14,300	20%	\$11,440						\$535	\$357	\$295	\$248	
Accessory for Production Finishing (2/3hole Punch)														
5738B002AA	Puncher Unit-BS1(2/3H)	\$1,040	10%	\$936						\$44	\$29	\$24	\$20	
For Light Finishing														
3236C002AA	Booklet Finisher-AC1 Set	\$6,452	10%	\$5,807						\$272	\$181	\$150	\$126	
Or														
3235C002AA	Staple Finisher-AC1 Set	\$3,795	10%	\$3,416						\$160	\$106	\$88	\$74	
Output Please Choose One of the following														
3237C001AA	Jogger Kit-A1	\$660	10%	\$594						\$28	\$19	\$15	\$13	
0126C001AA	2/3 Hole Puncher Unit-A1	\$983	10%	\$885						\$41	\$28	\$23	\$19	
For Basic Output														
0164C002AA	Copy Tray-R2	\$231	10%	\$208						\$10	\$6	\$5	\$5	
Highly Recommend you add														
8661B001AA	USB DEVICE PORT-A3	\$116	10%	\$104						\$5	\$3	\$3	\$2	





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Form No. 2 - Cost Proposal  
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Name of Offeror: **UBEO LLC**

**Canon**

MFG # or Vendor Product #	Manufacturer (MFG) Name of Product Multifunction Device (MFD) Item Description (Note: All MFD's must be able to print, scan, copy and fax) Optional Components, Add-ons and Accessories	MSRP	Discount % From MSRP	PSA Purchase Price	MAINTANANCE AND SUPPLIES INCLUDED (less paper)					NO MAINTENANCE OR SUPPLIES INCLUDED					Monthly Fees				
					Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Month to Month Rental Agreement Rate	24 Month Lease Agreement Rate	36 Month Lease Agreement Rate	48 Month Lease Agreement Rate	60 Month Lease Agreement Rate	Base Allowance Impressions Per Month	Overage Rate Per Page	Monthly Consumables / Supplies Included "Yes or No"	Monthly Labor, Service, Support	Maintenance (Cost Per Copy)
0989C001AB	CABINET TYPE-K	\$149	30%	\$104								\$5	\$3	\$3	\$2				
9508B001AA	Canon Cassette Module-AC1	\$423	30%	\$296								\$14	\$9	\$8	\$6				
9510B003AA	Canon PCL Printer Kit-BA1	\$450	30%	\$315								\$15	\$10	\$8	\$7				
9511B003AA	Canon PS Printer Kit-BA1	\$745	30%	\$522								\$24	\$16	\$13	\$11				
8034B005AA	Silix Wireless Bridge SX-BR-4600WAN2-US	\$308	30%	\$216								\$10	\$7	\$6	\$5				
9585B003AA	Canon USB Direct Print Kit (for PDF)-K1	\$178	30%	\$125								\$6	\$4	\$3	\$3				
3791C001AA	Cabinet Type-U	\$190	30%	\$133								\$6	\$4	\$3	\$3				
2917C001AA	Canon Cassette Module-AG1	\$497	30%	\$348								\$16	\$11	\$9	\$8				
2916C001AA	Canon Cassette Feeding Unit-AR1	\$663	30%	\$464								\$22	\$14	\$12	\$10				
2918C001AA	Canon Envelope Cassette Module-A1	\$497	30%	\$348								\$16	\$11	\$9	\$8				
2915C001AA	Canon High Capacity Cassette Feeding Unit-D1	\$1,419	30%	\$993								\$46	\$31	\$26	\$22				
1420C002CA	Canon High Capacity Cassette Feeding Unit-B1	\$2,247	30%	\$1,573								\$74	\$49	\$41	\$34				
4378C005BA	Canon Super G3 FAX Board-BF1	\$1,000	30%	\$700								\$33	\$22	\$18	\$15				
3821V582	Gen III Panel Protective Film(incl. Keypad) (10 p	\$118	30%	\$83								\$4	\$3	\$2	\$2				
3821V583	Gen III Panel Protective Film(incl. Keypad) (100 p	\$1,053	30%	\$737								\$34	\$23	\$19	\$16				
5358C001AA	Cabinet Type-V	\$355	30%	\$249								\$12	\$8	\$6	\$5				
4064C002AA	Canon Printer Cover-M2	\$249	30%	\$174								\$8	\$5	\$4	\$4				
4922C001AA	Canon Booklet Finisher-AE1	\$4,967	30%	\$3,477								\$163	\$108	\$90	\$75				
4917C002AA	Canon Cassette Feeding Unit-AW1	\$1,802	30%	\$1,261								\$59	\$39	\$32	\$27				
5634C001AA	Cabinet Type-W	\$180	30%	\$126								\$6	\$4	\$3	\$3				
4918C001AA	Canon Copy Tray-T1	\$56	30%	\$39								\$2	\$1	\$1	\$1				
4920C002AA	Canon Super G3 2nd Line Fax Board-BH1	\$622	30%	\$435								\$20	\$14	\$11	\$9				
4921C001AA	Canon Staple Finisher-AE1	\$3,353	30%	\$2,347								\$110	\$73	\$60	\$51				
4919C001AA	Canon Super G3 FAX Board-BH1	\$994	30%	\$696								\$33	\$22	\$18	\$15				
1410C001AA	Canon Staple Finisher-Z1	\$1,490	30%	\$1,043								\$49	\$33	\$27	\$23				
3318C001AA	Canon Cassette Module-AJ1	\$497	30%	\$348								\$16	\$11	\$9	\$8				
1422C001AA	Canon Inner 2Way Tray-L1	\$125	30%	\$88								\$4	\$3	\$2	\$2				
4031C002BA	Canon High Capacity Cassette Feeding Unit-C1	\$2,247	30%	\$1,573								\$74	\$49	\$41	\$34				
4001C002BA	Canon Booklet Finisher-AB1	\$4,636	30%	\$3,245								\$152	\$101	\$84	\$70				
4003C002AA	Canon Buffer Pass Unit-P1	\$332	30%	\$232								\$11	\$7	\$6	\$5				
4030C002BA	Canon Cassette Feeding Unit-AQ1	\$1,802	30%	\$1,261								\$59	\$39	\$32	\$27				

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
RFP No. 22-204 Multifunction Devices, Related Products, Services and Solutions**

**~~Additional Products/Services/Solutions~~**

**Instructions:** Offeror shall provide detailed cost proposal sheets for any other related products, services and solutions they wish to be considered. Offeror may modify the structure of this worksheet so that it is easy to use and best formatted to include descriptions, breakdown of pricing, fees, rates and applicable discounts, and all other important information of their proposed additional products, services and solutions.

**ADDITIONAL LEASE OPTIONS**

List any additional lease options offered and the terms, rates or prices for those options.

Additional Lease Options Description	Term	Lease Rate	Comments
Additional lease options are available upon request, such as co-terminous acquisitions, non-standard terms.			
Insert additional rows/columns or revise text within fields as necessary.			

**ADDITIONAL MAINTENANCE OPTIONS**

List any additional maintenance options offered and all applicable components with pricing breakdown for those options.

Additional Maintenance Options Description (open filled format to offer alternative maintenance plans)	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
Copier maintenance schedule is attached for standard and non-standard products								
Insert additional rows/columns or revise text within fields as necessary.								

**ADDITIONAL SOFTWARE**

List any additional software offered and all applicable components with pricing breakdown for software.

Software Description (product/module name, product code, other details, etc.)	License Fee	PSA Price	Discount %	Annual Maintenance (if any)	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
Additional software options are included under a separate tab with corresponding PSA discounts off MSRP			Various					
Insert additional rows/columns or revise text within fields as necessary.								

**OTHER RELATED PRODUCTS**

List any other related products offered by your company and include all applicable components with pricing for each product.

Other Related Products Description (manufacturer name, product number, other details, etc.)	MSRP	PSA Price	Discount %	Base Allowance/Service Supply	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
UBEO LLC Special Order Group offers most offline finishing products, such as collators, binding equipment, shredders, etc.			10%					
Insert additional rows/columns or revise text within fields as necessary.								

**OTHER RELATED SERVICES AND SOLUTIONS**

List any other related services and solutions offered and include a detailed breakdown in pertinent components and pricing for each service or solution.

Related Services and Solutions Description (service name/title, brief detail, product code, etc.)	MSRP	PSA Price (or hourly rate)	Discount %	Annual Maintenance (if any)	24 Month Pmt	36 Month Pmt	48 Month Pmt	60 Month Pmt
Insert additional rows/columns or revise text within fields as necessary.								

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
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**ASSESSMENT AND ANALYSIS COSTS**

List any costs for assessments/analysis performed, if any. Costs should be either event (one time) based or hourly rate with a statement of work for each component. If there are no costs associated, please note.

Assessment Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Business Technology Assessment	No Charge		
Insert additional rows/columns and change or revise text within fields as necessary.			

**INSTALLATION COSTS**

List any costs for installation of equipment, if any. Costs should be either event (one time) based or hourly rate with a statement of work.

Installation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Installation is included with all original equipment orders and deliveries	No Charge		
Insert additional rows/columns and change or revise text within fields as necessary.			

**IMPLEMENTATION COSTS**

List any costs for implementation, if any. Costs should be either event (one time) based or hourly rate with a statement of work.

Implementation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Implementation costs are detailed within all hardware and software Statements of Work (SOW)			
Insert additional rows/columns and change or revise text within fields as necessary.			

**TRAINING COSTS**

List any costs for initial and/or on-going training, if any. If your company has an alternative methodology for pricing training, please provide.

Training Component(s) Description	Flat Fee (if applicable)	Hourly Rate	Comments
Operational training for all copier/printer transactions is provided free of charge for the term of the agreement	No Charge		
User training is offered and specified as part of the Statement of Work for all software solutions			
Insert additional rows/columns and change or revise text within fields as necessary.			

**FLEET MANAGEMENT COSTS**

List all cost options for on-site full-time, part-time, first service responder, consumables, etc.

Fleet Management Component(s) Description	Monthly Fee	Hourly Rate	Comments
See Managed Services Tab			

**Purchasing Solutions Alliance  
Form No. 2 - Cost Proposal  
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	<b>-Other Related Costs-</b>	
Insert additional rows/columns and change or revise text within fields as necessary.		

<b>RELOCATION COSTS AND TERMS</b>
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List any costs and terms for relocation of equipment, if any. Costs should be either event (one time) based or hourly rate with a statement of work.			
Relocation Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
Moves and Relocations Based upon distance - Field Service Manager will quote exact costs - Minimum \$150 per move	\$150 minimum		
Relocations within the same building during term of contract	No Charge		
Insert additional rows/columns and change or revise text within fields as necessary.			

<b>REMOVAL COSTS AND TERMS</b>
--------------------------------

List any costs and terms for removal of equipment, if any. Costs should be either event (one time) based or hourly rate with a statement of work.			
Removal Component(s) Description	Event (one time cost)	Hourly Rate with SOW	Comments
No charge for removals at the end of rental term.			
Insert additional rows/columns and change or revise text within fields as necessary.			

Purchasing Solutions Alliance

Form No. 2 - Cost Proposal

~~RFP No. 13-101 Multifunction Devices, Related Products, Services and Solutions~~

~~-Additional Products/Services/Solutions-~~

**Additional Hardware and Software Solutions**

ADDITIONAL SOFTWARE PRODUCTS	PSA DISCOUNT FROM MSRP		
Open Text (Right Fax/Xmedius)	5%		
OmTool	5%		
Bates Stamping	7%		
Hyland OnBase	12%		
DocuWare On Premise and Cloud Based	12%		
OmniPage OCR	5%		
RSA	5%		
Efi	5%		
EquiTrac	5%		
Notable Solutions (Nuance) AutoStore	7%		
Nuance Solutions - other	5%		
Laserfiche	12%		
AnyDocs	5%		
KOFAX	5%		
Paradatec	5%		
PaperVision	10%		
RSI (Ricoh Smart Integration)	10%		
PaperCut	10%		
Uniflow	10%		
Other Sourced Software Products	5%		
<b>Additional Hardware</b>			
Troy MICR Printers	5%		
KODAK Scanners	Minimum 5%		
Wide Format Printers Other than Canon (i.e., KIP, HP)	5%		
Contex Wide Format Scanners	5%		
Hewlett Packard Printers	Minimum 5%		
Zebra Printers & other Devices	Minimum 5%		
Temperature Kiosks	Minimum 5%		

## Solution Services



Value Add Services		Price Per Install		
<b>Assessment</b>				
Business Technology Assessment		Included		
<b>Basic Connectivity</b>				
Printers		\$25.00	Included - Value Add	
Fax with Network Connectivity		\$25.00	Included - Value Add	
<b>Black and White</b>				
Segment 1 (00 - 20 ppm)		\$50.00	Included - Value Add	
Segment 2 (21 - 30 ppm)		\$50.00	Included - Value Add	
Segment 3 (31 - 40 ppm)		\$50.00	Included - Value Add	
Segment 4 (45 - 69 ppm)		\$75.00	Included - Value Add	
Segment 5 (70 - 90 ppm)		\$75.00	Included - Value Add	
Segment 6 (91 ppm and over)		\$100.00	Included - Value Add	
Wide Format		\$150.00	Included - Value Add	
Digital Duplicators		\$75.00	Included - Value Add	
<b>Color</b>				
Color, Business		Use B/W Seg	Included - Value Add	
Color, Creative		\$75.00	Included - Value Add	
Color, Production 35ppm plus		\$150.00	Included - Value Add	
Integration Services		Price Per Install	Effective Hourly Rate	Monthly Service
<b>PDF Forms Design</b>				
		IS Quote	\$165.00	
<b>Additional Enablers</b>				
EDM Solutions		IS Quote	\$200.00	
Daily Rate		\$1,600.00	\$200.00	
EDM Annual Support Contact		Per Vendor		
Other Enabler Installations - Integration Analyst		12% of MSRP	\$165.00	
<b>Post Sales Support</b>				
Other Post Sale @ \$165 / hour (Integration Analyst)			\$165.00	NA
Annual Analyst support contract (up to 4 hours per month)		\$3,600.00	NA	\$300.00



**PSA B/W Service Pricing**

Prints Copies Included	49 ppm and under		Prints Copies Included	50 ppm and over	
	Base	Overage		Base	Overage
1000	\$34	\$0.0411			
1500	\$48	\$0.0382			
2000	\$54	\$0.0323			
2500	\$61	\$0.0294			
3000	\$66	\$0.0264			
3500	\$69	\$0.0235			
4000	\$75	\$0.0223			
4500	\$77	\$0.0206			
5000	\$82	\$0.0197			
6000	\$96	\$0.0191			
7000	\$110	\$0.0188			
8000	\$124	\$0.0186			
9000	\$135	\$0.0180			
10000	\$147	\$0.0176	10000	\$120	\$0.0145
12500	\$176	\$0.0168	12500	\$143	\$0.0139
15000	\$203	\$0.0162	15000	\$166	\$0.0134
17500	\$229	\$0.0156	17500	\$186	\$0.0129
20000	\$251	\$0.0150	20000	\$205	\$0.0124
25000	\$307	\$0.0147	25000	\$250	\$0.0121
30000	\$360	\$0.0143	30000	\$293	\$0.0118
35000	\$409	\$0.0140	35000	\$333	\$0.0115
40000	\$456	\$0.0136	40000	\$371	\$0.0112
45000	\$499	\$0.0133	45000	\$407	\$0.0109
50000	\$540	\$0.0129	50000	\$440	\$0.0107
			100000	\$720	\$0.0086
			150000	\$1,068	\$0.0085
			200000	\$1,320	\$0.0079
			250000	\$1,375	\$0.0066



**ubeo BUSINESS SERVICES** **PRICE LIST**  
**COLOR / FAX / DUPLICATOR / WIDE FORMAT**

**B/W Printers - FSMA including supplies: \$0.022 per impression**  
 \$25 Base includes 1,000 prints. All overages billed at \$.022 per print.

**B-to-C & PROFESSIONAL COLOR - Includes all supplies except paper**  
 Black Prints = Use B-W Segment base and cpc.  
 Color Prints = \$0.09 per page - No Additional Base charge or \$0.08 per page with 5,000 color base

**SMALL COLOR PRINTERS - Includes all supplies except paper**

Billing Frequency	Black/White Pages		Color Pages	
	Monthly	Quarterly	Monthly	Quarterly
Base Charge	45	135	none	none
Pages Included	1500	4500	none	none
Overage Cost	\$0.03	\$0.03	\$0.20	\$0.20

**FAX MACHINES Service Contract not including supplies**

M.S.R.P	FMA -All on-site service calls and parts included.					DEPOT SERVICE -Service call trips not inc. 55%				
	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay	1 Year Annual	2-Year Annual	3-Year Annual	2-Year Adv. Pay	3-Year Adv. Pay
Under 1500	\$299	\$279	\$249	\$498	\$748	\$164	\$154	\$147	\$274	\$411
1500-2499	\$349	\$326	\$291	\$582	\$873	\$192	\$179	\$171	\$320	\$480
2500-2999	\$429	\$401	\$358	\$715	\$1,073	\$236	\$221	\$211	\$393	\$590
3000-3999	\$440	\$411	\$367	\$733	\$1,100	\$242	\$226	\$216	\$403	\$605
4000-4999	\$460	\$430	\$384	\$767	\$1,150	\$253	\$236	\$226	\$422	\$633
5000-5999	\$480	\$449	\$401	\$800	\$1,200	\$264	\$247	\$236	\$440	\$660
6000-6999	\$500	\$467	\$417	\$833	\$1,250	\$275	\$257	\$246	\$458	\$688
7000-7999	\$560	\$523	\$467	\$933	\$1,400	\$308	\$288	\$275	\$513	\$770
8000-8999	\$640	\$598	\$534	\$1,067	\$1,600	\$352	\$329	\$314	\$587	\$880
9000-9999	\$720	\$673	\$601	\$1,200	\$1,800	\$396	\$370	\$354	\$660	\$990
10000-12000	\$800	\$748	\$668	\$1,333	\$2,000	\$440	\$411	\$393	\$733	\$1,100
12000+	Quote Required from Service					Quote Required from Service				

**DIGITAL DUPLICATOR RATES (Excludes Supplies)**

Monthly Rates			Quarterly Rates			Semi-Annual			Annual Rates		
Quantity	Base	Overage	Quantity	Base	Overage	Quantity	Base	Overage	Quantity	Base	Overage
						15,000	\$57.30	\$0.0029	15,000	\$112.88	\$0.0028
						21,000	\$76.40	\$0.0029	21,000	\$150.51	\$0.0028
			15,000	\$51.71	\$0.0030	30,000	\$101.87	\$0.0029	30,000	\$200.68	\$0.0028
			22,500	\$77.57	\$0.0030	45,000	\$152.81	\$0.0029	45,000	\$301.04	\$0.0028
			30,000	\$100.47	\$0.0029	60,000	\$197.93	\$0.0028	60,000	\$389.91	\$0.0027
			37,500	\$103.43	\$0.0029	75,000	\$203.76	\$0.0028	75,000	\$401.40	\$0.0027
			45,000	\$124.11	\$0.0028	90,000	\$244.50	\$0.0027	90,000	\$481.66	\$0.0026
20,000	\$54.00	0.0027	60,000	\$159.57	\$0.0027	120,000	\$314.35	\$0.0027	240,000	\$619.28	\$0.0027
25,000	\$65.00	0.0026	75,000	\$192.08	\$0.0026	150,000	\$378.39	\$0.0026	300,000	\$745.42	\$0.0026
35,000	\$87.50	0.0025	105,000	\$258.56	\$0.0025	210,000	\$509.37	\$0.0025	420,000	\$1,003.46	\$0.0025
50,000	\$110.00	0.0022	150,000	\$325.05	\$0.0022	300,000	\$640.35	\$0.0022	600,000	\$1,261.49	\$0.0022
75,000	\$150.00	0.0021	225,000	\$443.25	\$0.0021	450,000	\$873.20	\$0.0021	900,000	\$1,720.21	\$0.0021
100,000	\$190.00	0.002	300,000	\$561.45	\$0.0020	600,000	\$1,106.06	\$0.0020	1,200,000	\$2,178.93	\$0.0020
125,000	\$221.88	0.002	375,000	\$655.66	\$0.0020	750,000	\$1,291.64	\$0.0020	1,500,000	\$2,544.53	\$0.0020
150,000	\$262.50	0.002	450,000	\$775.69	\$0.0020	900,000	\$1,528.10	\$0.0020	1,800,000	\$3,010.37	\$0.0020
200,000	\$340.00	0.0019	600,000	\$1,004.70	\$0.0019	1,200,000	\$1,979.26	\$0.0019	2,400,000	\$3,899.14	\$0.0019

**Ricoh Wide Format Service (including supplies except paper) Not including CW2200**

	Linear Feet Included in Base	Base Charge	Cost per Linear Foot in excess of base
<b>Plan I</b>	278	\$50.00	\$0.18 Per Linear Foot
<b>Plan II</b>	375	\$63.75	\$0.17 Per Linear Foot
<b>Plan III</b>	500	\$80.00	\$0.16 Per Linear Foot
<b>Plan IV</b>	1000	\$150.00	\$0.15 Per Linear Foot
<b>Plan V</b>	2000	\$280.00	\$0.14 Per Linear Foot
<b>Plan VI</b>	3000	\$390.00	\$0.13 Per Linear Foot
<b>Plan VII</b>	4000	\$480.00	\$0.12 Per Linear Foot
<b>Plan VIII</b>	5000	\$550.00	\$0.11 Per Linear Foot