EQUIPMENT LEASE AGREEMENT

This Equipment Lease Agreement ("Agreement") is entered into by and between the School Board of St. Johns County, Florida ("School Board"), 40 Orange Street, St. Augustine, Florida 32084 ("School Board") and Konica Minolta Business Solutions USA, Inc. ("Lessor"), with an address 500 Day Hill Road Windsor, CT 06095 c/o KMBS Jacksonville Direct Branch.

NOW, THEREFORE, the parties agree as follow:

1.   Description of Services. Lessor shall lease multifunction products, printers, facsimile equipment, scanners, related software, supplies and services on the terms and conditions of State Term Contract 600-000-11-1 attached as Exhibit A. The School Board will designate the specific items to be leased by purchase order.

2.   Location of Services. Performance of services cited above will be conducted at designated locations within St. Johns County.

3.   Term. These individual lease placements will be effective on the installation date, and will remain in effect and in place for a period of 48-months from the installation date.

4.   Pricing. Lessor shall lease the products at the prices specified in the quotation attached as Exhibit B.

5.   Background Check. The Lessor agrees to comply with all requirements of Sections 1012.32 and 1012.465, Florida Statutes, and, except as provided in Sections 1012.467 or 1012.468 and consistent with District policy, all of its personnel who: (1) are to be permitted access to school grounds when students are present, (2) will have direct contact with students, or (3) have access or control of school funds, shall successfully complete the background screening required by the referenced statutes and meet the standards established by the statutes and the School Board. This background screening will be conducted by the School Board in advance of the Lessor or its personnel providing any services under the conditions prescribed in the previous sentence. The Lessor shall bear the cost of acquiring the background screening required by Section 1012.32, Florida Statutes, and any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided with respect to the Lessor and its personnel. The parties agree that the failure of the Lessor to perform any of the duties described in this section shall constitute a material breach of this Agreement entitling the School Board to terminate immediately with no further responsibilities or duties to perform under this Agreement. The Lessor agrees to indemnify and hold harmless the School Board, its officers and employees from any liability in the form of physical or mental injury, death or property damage resulting from Lessor's failure to comply with requirements of this section or with Sections 1012.32 and 1012.465, Florida Statutes.

6. <u>Conduct While on School Property</u>. The Lessor acknowledges that its employees and agents will behave in an appropriate manner while on the premises of any school facility and shall at all times conduct themselves in a manner consistent with School Board policies and within the discretion of the premises administrator (or designee). This agreement may be cancelled if any agent or employee of the Lessor behaves in a manner which is inconsistent with good conduct or decorum or to behave in any manner that will disrupt the educational program or constitute any level of threat to the safety, health and well being of any student or employee of the School Board. Lessor must be given 30 day notice and opportunity to cure prior to any action or cancellation. The Lessor agrees to immediately remove any agent or employee if directed to do so by the premises administrator or designee.

7. <u>Public Records</u>. This Agreement is subject to and governed by the laws of the State of Florida, including without limitation Chapter 119, Florida Statutes, which generally make public all records and other writings made or received by the parties.

8. <u>No Waiver</u>. Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable.

9. <u>Access to and Retention of Documentation</u>. The School Board, the United States Department of Education, the Comptroller General of the United States, the Florida Department of Education or any of their duly authorized representatives shall have access to any books, documents, papers and records of the Lessor which are directly pertinent to work and services to be performed under this Agreement for the purpose of audit, examination, excerpting and transcribing. The parties will retain all such required records, and records required under any state or federal rules, regulations or laws respecting audit, for a period of four years after the School Board has made final payment and all services have been performed under this Agreement.

(Signatures appear on following page)

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IN WITNESS WHEREOF, the parties hereunto have executed this Agreement as of the date first above written.

ATTEST (WITNESS):

By: _Vicki Moody_
Print Name: _Vicki Moody_
Title: _Executive Assistant_

THE SCHOOL BOARD OF ST. JOHNS COUNTY, FLORIDA

By: _Joseph G. Joyner_
Joseph G. Joyner, Ed.D.
Superintendent

Date Approved:_____

ATTEST (WITNESS):

By:_____
Print Name:_____
Title:_____

LESSOR

By: Kimberly Talbot _Digitally signed by Kimberly Talbot DN: cn=Kimberly Talbot, o=KMBS, ou=Contracts, email=talbotk@kmbs.konicaminolta.us, c=US Date: 2014.06.13 16:46:49 -04'00'_
Print Name: Kimberly B. Talbot
Title: Manager, Government Contracts

AMENDMENT 2

STATE OF FLORIDA DEPARTMENT OF MANAGEMENT SERVICES
STATE TERM CONTRACT NUMBER: 600-000-11-1
MULTIFUNCTION PRODUCTS, PRINTERS, FACSIMILE EQUIPMENT, SCANNERS, RELATED
SOFTWARE, SUPPLIES, AND SERVICES

NAME CHANGE AGREEMENT

This Agreement is entered into and is effective as of the last date signed below, by and between the State of Florida, Department of Management Services (hereinafter "DMS" or the "Department"), and PCMG, Inc. ("PCMG").

WITNESSETH

WHEREAS, on or about August 4, 2010, DMS and PC Mall Gov, Inc., entered into the above referenced State Term Contract (the "Contract"); and

WHEREAS, on January 1, 2013, PC Mall Gov, Inc. changed its name to PCMG, Inc., as documented by the December 28, 2012 letter attached hereto.

NOW THEREFORE, for the mutual covenants contained herein, the parties hereto agree as follows:

1.   The above recitals and attachments are asserted by the Contractor as true and correct and are incorporated by reference as if fully stated herein.

2.   Henceforth, references to the Contractor by name in correspondence, amendments or documentation shall be to PCMG, Inc.

3.   To the extent any of the terms of this Agreement conflict with the terms of the Contract, the terms of this Agreement shall control. All other terms of the Contract remain in full force and effect.

4.   Each person signing this Agreement warrants that he or she is duly authorized to do so and to bind the respective party.

DEPARTMENT   **CONTRACTOR**

By: _____   By: _____

Name: Kelley J. Scott_____   Name: _____
            Director of State Purchasing
Title: _ and Chief Procurement Officer   Title: _____

Date: _____   Date: _____

AMENDMENT 1

STATE OF FLORIDA DEPARTMENT OF MANAGEMENT SERVICES
STATE TERM CONTRACT NUMBER: 600-000-11-1
MULTIFUNCTION PRODUCTS, PRINTERS, FACSIMILE EQUIPMENT, SCANNERS,
RELATED SOFTWARE, SUPPLIES, AND SERVICES

NAME CHANGE AGREEMENT

This Agreement is entered into and is effective as of the last date signed below, by and between the State of Florida, Department of Management Services (hereinafter "DMS" or the "Department"), and Canon Solutions America, Inc. ("CSA").

WITNESSETH

WHEREAS, on or about August 4, 2010, DMS and Océ North America, Inc. (Contractor, hereinafter "Océ"), entered into a contract whereby Océ would provide Multifunction products, printers, facsimile equipment, scanners, related software, supplies, and services as awarded in the above-mentioned State Term Contract (the "Contract");

WHEREAS, on January 1, 2013, Océ merged with Canon Business Solutions, Inc.;

WHEREAS, pursuant to the Certificate of Merger (attachment), Canon Business Solutions America, Inc. is the surviving corporation;

WHEREAS Canon Business Solutions, Inc., pursuant to the attached Certificate of Merger also changed its name to Canon Solutions America, Inc., and is assuming all contractual responsibilities;

WHEREAS, DMS has no objection to CSA providing the services previously awarded to Océ, under the Contract for the remainder of the contract term; and

NOW THEREFORE, for the mutual covenants contained herein, the parties hereto agree as follows:

1.   The Department and CSA hereby agree that Canon Solutions America, Inc. shall provide the services as awarded to Océ in the Contract, and shall enjoy all of the rights and benefits granted under the Contract, which duties and functions and rights and benefits are specifically incorporated herein by reference.

2.   The Department and CSA hereby agree that payments which would have gone to Océ under the Contract shall be paid to Canon Solutions America, Inc. in accordance with the terms and conditions of the Contract.

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3. The parties hereto specifically acknowledge and agree that a new contractual relation is hereby entered into by and between the Department and Canon Solutions America, Inc. All future correspondence, amendments or documentation shall reflect the current name of the contractor as "Canon Solutions America, Inc.".

4. To the extent any of the terms of this Agreement conflict with the terms of the Contract, the terms of this Agreement shall control. All other terms of the Contract remain in full force and effect.

5. Each person signing this Agreement warrants that he or she is duly authorized to do so and to bind the respective party.

STATE OF FLORIDA DEPARTMENT OF MANAGEMENT SERVICES

By: _____

Name: Kelley J. Scott_____

Title: ___and Chief Procurement Officer
Acting Director of State Purchasing

Date: _____

CANON SOLUTIONS AMERICA, INCORPORATED

By: _____

Name: _____

Title: _____

Date: _____

300 Commerce Square Boulevard
Burlington, NJ 08016
T: 800.815.4000
F: 800.220.4002

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MULTIFUNCTION PRODUCTS, PRINTERS, FACSIMILE EQUIPMENT, SCANNERS, RELATED SOFTWARE, SUPPLIES, AND SERVICES
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RFP ISSUE DATE: APRIL 8, 2010
RESPONSES DUE: APRIL 30, 2010 @ 2:00P.M. EDT

REFER ALL INQUIRIES TO:
MICHELLE MACVICAR,
PURCHASING SPECIALIST, FCCM, FCCN
STATE OF FLORIDA
DEPARTMENT OF MANAGEMENT SERVICES,
DIVISION OF STATE PURCHASING
4050 ESPLANADE WAY, SUITE360
TALLAHASSEE, FL 32399
EMAIL: MICHELLE.MACVICAR@DMS.MYFLORIDA.COM

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SECTION 1

<u>INTRODUCTION</u>

1.1.   Introduction and Overview

The State of Florida Department of Management Services (the "Department" or "DMS"), Division of State Purchasing invites interested companies to submit proposals in accordance with this solicitation document. The purpose of this Request for Proposal (RFP) is to establish a forty-eight (48) month State Term Contract (STC) for Multifunction Products, Printers, Facsimile Equipment, Scanners, Related Software, Supplies, and Services with the potential for renewal in accordance with <u>Section 287.057(14), Florida Statutes (F.S.)</u>. The contract resulting from this Request for Proposal (RFP) is anticipated to begin on or about May 22, 2010.

The contract resulting from this solicitation will provide efficiency and economy for State Agencies and other eligible users (OEUs, as defined in <u>Rule 60A-1.005, Florida Administrative Code (F.A.C.)</u> (Eligible Users)) in the acquisition of the products and services described herein as well as replace STC # 600-340-06-1 (Copying and Facsimile Equipment).

Florida Information Technology Resource Security Policies and Standards, as defined in <u>Rule 60DD-2, F.A.C.</u> and proposed Rule 71A-1, shall apply to this solicitation where necessary.

Qualified respondents offering highly competitive pricing within each segment/subcategory to the State will be considered for award. This shall be done in accordance with terms and conditions outlined in this solicitation and its required documents. The awarded vendor(s) and their authorized dealers shall work in partnership with the State to provide quality equipment, supplies, software, services, and solutions at the lowest price available. This shall be done in a timely and efficient manner in accordance with the terms and conditions outlined in the solicitation.

The State reserves the right to limit the scope of award or make no award if deemed by the Department to be in the best interest of the State.

The awarded vendor(s) will receive Direct Orders (DO), Purchase Orders (PO) and/or credit card (P-card) orders directly from the Customer for leases and purchases. Delivery and service locations will be statewide.

This solicitation will create a single State Term Contract for the:
- purchase of:
  - Multifunction Products (MFPs),
  - Printers
  - Facsimile machines
  - Sheet Fed Scanners
- lease of:
  - Multifunction Products (MFPs),

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o   Printers,
- supplies and maintenance for the aforementioned items
- related software
- associated value-added services/solutions

Respondents may submit responses for one or more segments within the following categories:

- Category 1: Copier-based MFPs *(as referenced by the Buyer's Laboratory Advisor Buying Guide)* (Monochrome, Hybrid; must include 11x17)
    - o   Segment 2: 21-30 cpm
    - o   Segment 3: 31-40 cpm
    - o   Segment 4: 41-69 cpm
    - o   Segment 5: 70-90 cpm
    - o   Segment 6: 91 cpm and higher

(Segments in Category 1 are as listed within the Buyers Laboratory Inc. (BLI) Copier Fact Sheet Glossary)

- Category 2: Printer-based MFPs *(as referenced by the Buyer's Laboratory Advisor Buying Guide)* (Monochrome, Hybrid; *desired to include* 11x17)
    - o   Small Workgroup
    - o   Medium Workgroup
    - o   Large Workgroup
    - o   Departmental
- Category 3: Printers (Monochrome, Color, Hybrid; *desired to include* 11x17)
    - o   Small Workgroup
    - o   Medium Workgroup
    - o   Large Workgroup
- Category 4: Workgroup and Network Sheet Fed Scanners (Monochrome, Color)
    - o   Desktop Workgroup: 16-30 ppm
    - o   Departmental: 31-50 ppm
    - o   Low-volume Production: 51-75 ppm
    - o   Mid-volume Production: 65-100 ppm
    - o   High-volume Production: 100 ppm and higher

(Segments in Category 4 are as listed within the BLI Buying Guide for Document Scanners)

- Category 5: Plain Paper Facsimile Machines
    - o   Low-volume
    - o   Mid-volume
    - o   High-volume

Methods used for print imaging include toner and non-toner based products.

1.2.   Who May Respond

The Department will accept responses from responsible and responsive vendors that are in good standing with the State of Florida, meet the product specifications, and possess the financial capability, experience, and personnel resources to provide equipment and services of the scope and breadth described within this RFP.

Minimum qualifications for response eligibility are:

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(a). Respondent must be registered and listed as active with the State of Florida's Department of State, Division of Corporations. If respondent is doing business using a fictitious name (d.b.a.), Respondent's fictitious name must also be registered with the Division of Corporations.

(b). Respondent must be fully registered and active within the State of Florida's MyFloridaMarketPlace Vendor Information Portal. To be considered fully active, all sections within the registration must be completed and the terms of use accepted.
- Must current with fees due to the State of Florida via MyFloridaMarketPlace.

(c). The Respondent must not be listed on the State of Florida's Department of Management Services, Division of State Purchasing Convicted, Suspended, or Discriminatory Vendor lists at the time of bid closing.

(d). It is the Respondent's responsibility to ensure all resolved Complaints to Vendor are no longer listed on the Vendor Complaint List at the time of bid closing. Unresolved Complaints to Vendor may result in the Respondent being ineligible for award.

(e). The Respondent must be a Private Label Distributor or a single authorized agent responding on behalf of a Private Label Distributor.
- Agent authorization must be documented in the form of a letter from the private label distributor, on company letterhead, signed by a duly authorized executive and dated no more than 30 days before the RFP response date. The letter must be submitted with the RFP response via the MyFloridaMarketPlace e-sourcing tool.

(e). The Respondent must be fully capable of Electronic Invoicing (for purchases) through MyFloridaMarketPlace. See the MyFloridaMarketPlace Electronic Invoicing Requirements document for details.

Respondents not meeting the minimum qualifications may be deemed non-responsive and may not be considered for further evaluation, or subsequent contract award.

1.3. Event Timeline
Respondents should review and become familiar with the Event Timeline. The dates and times of each activity within the Timeline may be subject to change. It is the responsibility of the Respondent to check for any changes. All changes to the Timeline will be made through an addendum to this solicitation and posted within the Vendor Bid System (VBS) and MyFloridaMarketPlace sourcing tool.

1.3.1. Pre-bid Conference
A non-mandatory pre-bid conference will be held on the date and time listed in the timeline below. Any questions related to specifications or requirements of the solicitation shall be addressed through the question and answer process within the MyFloridaMarketPlace Sourcing Tool (per Section 2.5).

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Event	Date
Solicitation posted in Vendor Bid System (VBS) and MyFloridaMarketPlace Sourcing Tool. Solicitation will be in "preview" status at this time. Documents can be viewed, downloaded, and questions posted. Responses cannot be submitted during the preview period.	8-April-2010 5:00 p.m. E.T.
Vendor Pre-bid Conference – Non mandatory 4050 Esplanade Way, Suite 101 Tallahassee, FL 32399	14-April-2010 1:30 p.m.- 3:30 p.m. E.T.
MyFloridaMarketPlace (MFMP) Sourcing Tool Training (Not Mandatory – see Section 3.5 for details)	16-April-2010 1:00 p.m.-2:00 p.m. E.T.
Deadline to submit questions via the MyFloridaMarketPlace Sourcing Tool Q&A Board	19-April-2010 2:00 p.m. E.T.
Answers to submitted questions posted in Vendor Bid System (VBS) and MyFloridaMarketPlace Sourcing Tool.	27-April-2010
Deadline to submit RFP response via the MFMP Sourcing Tool. *Responses are due no later than 2:00 p.m. ET.*	7-May-2010
Evaluators Scoring Session (2:00 p.m. E.T.)	24-May-2010
Notice of Intent to Award posted in Vendor Bid System (VBS) and MyFloridaMarketPlace Sourcing Tool.	24-May-2010
Contract Start Date (on or about)	1-Aug-2010

The MyFloridaMarketPlace (MFMP) Sourcing Tool's time remaining clock is intended only to approximate the solicitation closing and may require periodic adjustments.

IT IS STRONGLY RECOMMENDED THAT RESPONDENTS SUBMIT BIDS AS EARLY AS POSSIBLE. TIME SHOULD BE ALLOWED TO RECEIVE ANY REQUESTED ASSISTANCE AND VERIFICATION OF YOUR SUBMITTAL. WAITING UNTIL THE LAST HOURS OF THE SOLICITATION COULD IMPACT THE BID SUBMITTAL.

1.4. Lobbying During the Procurement Process
The Service Provider or Respondent shall not lobby the legislative, judicial or executive branches or any State Agency on any aspect of this Solicitation during the procurement process (i.e. from time contract is advertised to execution of a contract) associated with the Contract. Violation of this restriction can be cause for disqualification from the procurement process.

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SECTION 2

STATE OF FLORIDA
PUR 1001
GENERAL INSTRUCTIONS TO RESPONDENTS

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2.21. LIMITATION ON VENDOR CONTACT WITH AGENCY DURING SOLICITATION PERIOD

2.1.   Definitions. The definitions found in s. 60A-1.001, F.A.C. shall apply to this agreement. The following additional terms are also defined:

(a) "Buyer" means the entity that has released the solicitation. The "Buyer" may also be the "Customer" as defined in the PUR 1000 if that entity meets the definition of both terms.
(b) "Procurement Officer" means the Buyer's contracting personnel, as identified in the Introductory Materials.
(c) "Respondent" means the entity that submits materials to the Buyer in accordance with these Instructions.
(d) "Response" means the material submitted by the respondent in answering the solicitation.
(e) "Timeline" means the list of critical dates and actions included in the Introductory Materials.

2.2.   General Instructions.   Potential respondents to the solicitation are encouraged to carefully review all the materials contained herein and prepare responses accordingly.

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2.3.   Electronic Submission of Responses. Respondents are required to submit responses electronically. For this purpose, all references herein to signatures, signing requirements, or other required acknowledgments hereby include electronic signature by means of clicking the "Submit Response" button (or other similar symbol or process) attached to or logically associated with the response created by the respondent within MyFloridaMarketPlace. The respondent agrees that the action of electronically submitting its response constitutes:

- an electronic signature on the response, generally,
- an electronic signature on any form or section specifically calling for a signature, and
- an affirmative agreement to any statement contained in the solicitation that requires a definite confirmation or acknowledgement.

2.4.   Terms and Conditions. All responses are subject to the terms of the following sections of this solicitation, which, in case of conflict, shall have the order of precedence listed:

- Technical Specifications,
- Special Conditions and Instructions,
- Instructions to Respondents (PUR 1001),
- General Conditions (PUR 1000), and
- Introductory Materials.

The Buyer objects to and shall not consider any additional terms or conditions submitted by a respondent, including any appearing in documents attached as part of a respondent's response. In submitting its response, a respondent agrees that any additional terms or conditions, whether submitted intentionally or inadvertently, shall have no force or effect. Failure to comply with terms and conditions, including those specifying information that must be submitted with a response, shall be grounds for rejecting a response.

2.5.   Questions. Respondents shall address all questions regarding this solicitation to the Procurement Officer. Questions must be submitted via the Q&A Board within MyFloridaMarketPlace and must be RECEIVED NO LATER THAN the time and date reflected on the Timeline. Questions shall be answered in accordance with the Timeline. All questions submitted shall be published and answered in a manner that all respondents will be able to view. Respondents shall not contact any other employee of the Buyer or the State for information with respect to this solicitation. Each respondent is responsible for monitoring the MyFloridaMarketPlace site for new or changing information. The Buyer shall not be bound by any verbal information or by any written information that is not contained within the solicitation documents or formally noticed and issued by the Buyer's contracting personnel. Questions to the Procurement Officer or to any Buyer personnel shall not constitute formal protest of the specifications or of the solicitation, a process addressed in paragraph 19 of these Instructions.

2.6.   Conflict of Interest. This solicitation is subject to chapter 112 of the Florida Statutes. Respondents shall disclose with their response the name of any officer, director, employee or other agent who is also an employee of the State. Respondents shall also disclose the name of any State employee who owns, directly or indirectly, an interest of five percent (5%) or more in the respondent or its affiliates.

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2.7.   Convicted Vendors. A person or affiliate placed on the convicted vendor list following a conviction for a public entity crime is prohibited from doing any of the following for a period of 36 months from the date of being placed on the convicted vendor list:

- submitting a bid on a contract to provide any goods or services to a public entity;
- submitting a bid on a contract with a public entity for the construction or repair of a public building or public work;
- submitting bids on leases of real property to a public entity;
- being awarded or performing work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and
- transacting business with any public entity in excess of the Category Two threshold amount ($25,000) provided in section 287.017 of the Florida Statutes.

2.8.   Discriminatory Vendors. An entity or affiliate placed on the discriminatory vendor list pursuant to section 287.134 of the Florida Statutes may not:

- submit a bid on a contract to provide any goods or services to a public entity;
- submit a bid on a contract with a public entity for the construction or repair of a public building or public work;
- submit bids on leases of real property to a public entity;
- be awarded or perform work as a contractor, supplier, sub-contractor, or consultant under a contract with any public entity; or
- transact business with any public entity.

2.9.   Respondent's Representation and Authorization. In submitting a response, each respondent understands, represents, and acknowledges the following (if the respondent cannot so certify to any of following, the respondent shall submit with its response a written explanation of why it cannot do so).

- The respondent is not currently under suspension or debarment by the State or any other governmental authority.
- To the best of the knowledge of the person signing the response, the respondent, its affiliates, subsidiaries, directors, officers, and employees are not currently under investigation by any governmental authority and have not in the last ten (10) years been convicted or found liable for any act prohibited by law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.
- Respondent currently has no delinquent obligations to the State, including a claim by the State for liquidated damages under any other contract.
- The submission is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive response.
- The prices and amounts have been arrived at independently and without consultation, communication, or agreement with any other respondent or potential respondent; neither the prices nor amounts, actual or approximate, have been disclosed to any respondent or potential respondent, and they will not be disclosed before the solicitation opening.
- The respondent has fully informed the Buyer in writing of all convictions of the firm, its affiliates (as defined in section 287.133(1)(a) of the Florida Statutes), and all directors, officers, and employees of the firm and its affiliates for violation of state or federal

antitrust laws with respect to a public contract for violation of any state or federal law involving fraud, bribery, collusion, conspiracy or material misrepresentation with respect to a public contract. This includes disclosure of the names of current employees who were convicted of contract crimes while in the employ of another company.

- Neither the respondent nor any person associated with it in the capacity of owner, partner, director, officer, principal, investigator, project director, manager, auditor, or position involving the administration of federal funds:
  - o Has within the preceding three years been convicted of or had a civil judgment rendered against them or is presently indicted for or otherwise criminally or civilly charged for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state, or local government transaction or public contract; violation of federal or state antitrust statutes; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property; or
  - o Has within a three-year period preceding this certification had one or more federal, state, or local government contracts terminated for cause or default.
- The product offered by the respondent will conform to the specifications without exception.
- The respondent has read and understands the Contract terms and conditions, and the submission is made in conformance with those terms and conditions.
- If an award is made to the respondent, the respondent agrees that it intends to be legally bound to the Contract that is formed with the State.
- The respondent has made a diligent inquiry of its employees and agents responsible for preparing, approving, or submitting the response, and has been advised by each of them that he or she has not participated in any communication, consultation, discussion, agreement, collusion, act or other conduct inconsistent with any of the statements and representations made in the response.
- The respondent shall indemnify, defend, and hold harmless the Buyer and its employees against any cost, damage, or expense which may be incurred or be caused by any error in the respondent's preparation of its bid.
- All information provided by, and representations made by, the respondent are material and important and will be relied upon by the Buyer in awarding the Contract. Any misstatement shall be treated as fraudulent concealment from the Buyer of the true facts relating to submission of the bid. A misrepresentation shall be punishable under law, including, but not limited to, Chapter 817 of the Florida Statutes.

2.10. Manufacturer's Name and Approved Equivalents. Unless otherwise specified, any manufacturers' names, trade names, brand names, information or catalog numbers listed in a specification are descriptive, not restrictive. With the Buyer's prior approval, the Contractor may provide any product that meets or exceeds the applicable specifications. The Contractor shall demonstrate comparability, including appropriate catalog materials, literature, specifications, test data, etc. The Buyer shall determine in its sole discretion whether a product is acceptable as an equivalent.

2.11. Performance Qualifications. The Buyer reserves the right to investigate or inspect at any time whether the product, qualifications, or facilities offered by Respondent meet the

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Contract requirements. Respondent shall at all times during the Contract term remain responsive and responsible. In determining Respondent's responsibility as a vendor, the agency shall consider all information or evidence which is gathered or comes to the attention of the agency which demonstrates the Respondent's capability to fully satisfy the requirements of the solicitation and the contract.

Respondent must be prepared, if requested by the Buyer, to present evidence of experience, ability, and financial standing, as well as a statement as to plant, machinery, and capacity of the respondent for the production, distribution, and servicing of the product bid. If the Buyer determines that the conditions of the solicitation documents are not complied with, or that the product proposed to be furnished does not meet the specified requirements, or that the qualifications, financial standing, or facilities are not satisfactory, or that performance is untimely, the Buyer may reject the response or terminate the Contract. Respondent may be disqualified from receiving awards if respondent, or anyone in respondent's employment, has previously failed to perform satisfactorily in connection with public bidding or contracts. This paragraph shall not mean or imply that it is obligatory upon the Buyer to make an investigation either before or after award of the Contract, but should the Buyer elect to do so, respondent is not relieved from fulfilling all Contract requirements.

2.12.   Public Opening. Responses shall be opened on the date and at the location indicated on the Timeline. Respondents may, but are not required to, attend. The Buyer may choose not to announce prices or release other materials pursuant to s. 119.071(1)(b), Florida Statutes. Any person requiring a special accommodation because of a disability should contact the Procurement Officer at least five (5) workdays prior to the solicitation opening. If you are hearing or speech impaired, please contact the Buyer by using the Florida Relay Service at (800) 955-8771 (TDD).

2.13.   Electronic Posting of Notice of Intended Award. Based on the evaluation, on the date indicated on the Timeline the Buyer shall electronically post a notice of intended award at http://fcn.state.fl.us/owa_vbs/owa/vbs_www.main_menu. If the notice of award is delayed, in lieu of posting the notice of intended award the Buyer shall post a notice of the delay and a revised date for posting the notice of intended award. Any person who is adversely affected by the decision shall file with the Buyer a notice of protest within 72 hours after the electronic posting. The Buyer shall not provide tabulations or notices of award by telephone.

2.14.   Firm Response. The Buyer may make an award within sixty (60) days after the date of the opening, during which period responses shall remain firm and shall not be withdrawn. If award is not made within sixty (60) days, the response shall remain firm until either the Buyer awards the Contract or the Buyer receives from the respondent written notice that the response is withdrawn. Any response that expresses a shorter duration may, in the Buyer's sole discretion, be accepted or rejected.

2.15.   Clarifications/Revisions. Before award, the Buyer reserves the right to seek clarifications or request any information deemed necessary for proper evaluation of submissions from all respondents deemed eligible for Contract award. Failure to provide requested information may result in rejection of the response.

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2.16. Minor Irregularities/Right to Reject. The Buyer reserves the right to accept or reject any and all bids, or separable portions thereof, and to waive any minor irregularity, technicality, or omission if the Buyer determines that doing so will serve the State's best interests. The Buyer may reject any response not submitted in the manner specified by the solicitation documents.

2.17. Contract Formation. The Buyer shall issue a notice of award, if any, to successful respondent(s), however, no contract shall be formed between respondent and the Buyer until the Buyer signs the Contract. The Buyer shall not be liable for any costs incurred by a respondent in preparing or producing its response or for any work performed before the Contract is effective.

2.18. Contract Overlap. Respondents shall identify any products covered by this solicitation that they are currently authorized to furnish under any state term contract. By entering into the Contract, a Contractor authorizes the Buyer to eliminate duplication between agreements in the manner the Buyer deems to be in its best interest.

2.19. Public Records. Article 1, section 24, Florida Constitution, guarantees every person access to all public records, and Section 119.011, Florida Statutes, provides a broad definition of public record. As such, all responses to a competitive solicitation are public records unless exempt by law. Any respondent claiming that its response contains information that is exempt from the public records law shall clearly segregate and mark that information and provide the specific statutory citation for such exemption.

2.20. Protests. Any protest concerning this solicitation shall be made in accordance with sections 120.57(3) and 287.042(2) of the Florida Statutes and chapter 28-110 of the Florida Administrative Code. Questions to the Procurement Officer shall not constitute formal notice of a protest. It is the Buyer's intent to ensure that specifications are written to obtain the best value for the State and that specifications are written to ensure competitiveness, fairness, necessity and reasonableness in the solicitation process.

Section 120.57(3)(b), F.S. and Section 28-110.003, Fla. Admin. Code require that a notice of protest of the solicitation documents shall be made within seventy-two hours after the posting of the solicitation.

Section 120.57(3)(a), F.S. requires the following statement to be included in the solicitation: "Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Section 28-110.005, Fla. Admin. Code requires the following statement to be included in the solicitation: "Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

2.21. Limitation on Vendor Contact with Agency During Solicitation Period. Respondents to this solicitation or persons acting on their behalf may not contact, between the release of the solicitation and the end of the 72-hour period following the agency posting the notice of intended award, excluding Saturdays, Sundays, and state holidays, any employee or officer of the

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Exhibit A

executive or legislative branch concerning any aspect of this solicitation, except in writing to the procurement officer or as provided in the solicitation documents. Violation of this provision may be grounds for rejecting a response.

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Exhibit A

SPECIAL INSTRUCTIONS TO RESPONDENTS

NOTE: SECTIONS 2 AND 3 ARE SPECIFIC TO THE SOLICITATION RESPONSE REQUIREMENTS. SECTION 3 (SPECIAL INSTRUCTIONS TO RESPONDENTS) SUPPLEMENTS GENERAL INSTRUCTIONS TO RESPONDENTS (PUR 1001) CONTAINED IN SECTION 2. IN CASES OF CONFLICT BETWEEN SECTION 2 AND SECTION 3, SECTION 3 WILL SUPERSEDE.

3.1. Contact Person

The Procurement Official at the State of Florida, Department of Management Services, Division of State Purchasing is listed below. All inquiries and questions must be directed to this person, unless otherwise identified in this RFP or changed by addendum to this RFP.

Direct oral communication with Department officers and employees, other than the designated contact below, concerning this RFP is prohibited. Respondents should only rely on written statements issued by the listed procurement official. All questions regarding this RFP MUST be submitted via the MyFloridaMarketPlace Sourcing Tool during the question and answer (Q&A) period as shown in the event timeline (Section 1.3)

The contact for this solicitation is:

> Michelle MacVicar, Purchasing Specialist, FCCM, FCCN
> Department of Management Services, Division of State Purchasing
> 4050 Esplanade Way, Suite 360
> Tallahassee, FL 32399-0950
> E-mail: Michelle.MacVicar@dms.myflorida.com

For assistance with issues related to MyFloridaMarketPlace (MFMP) Sourcing or the Vendor Information Portal (registration/commodity codes/email notification), please call the MFMP Customer Service Desk at 1-866-352-3776 or e-mail VendorHelp@myfloridamarketplace.com

3.2. Definitions

The definitions found in Rule 60A-1.001, F.A.C. shall apply to this solicitation and the subsequent contract. In addition, the following terms are also defined and are applicable for the entire document:

(a). "Accessory" means any item that may be added to the base marking engine.

(b). "Agency" means any of the various state officers, departments, boards, commissions, divisions, bureaus, and councils and any other unit of organization, however designated, of the executive branch of state government. "Agency" does not include the university and college boards of trustees or the state universities and colleges. (Section 287.012(1), F.S.)

(c). "Best value" means the highest overall value to the state based on objective factors that include, but are not limited to, price, quality, design, and workmanship. (Section 287.012(4), F.S.)

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(d). "B&W" means Black & White.

(e). "Customer" means any Agency or Eligible User placing an order through a contract resulting from this solicitation.

(f). "Department" means the Department of Management Services. (Section 287.012(10), F.S.)

(g). "Eligible Users" is defined in Rule 60A-1.005, F.A.C. The following entities are eligible users:

- All governmental agencies, as defined in Section 163.3164, F.S., which have a physical presence within the State of Florida;

- Any independent, non-profit college or university that is located within the State of Florida and is accredited by the Southern Association of Colleges and Schools.

(h). "Hybrid MFP" – MFP device that combines high-speed four (4) color output with a traditional workgroup or departmental B&W copier/printer. In order for a device to be considered a Hybrid Device, it shall have a rated color production speed within 66% of the rated B&W production speed.

(i). "May" indicates something that is not mandatory but permissive.

(j). "MFMP" means MyFloridaMarketPlace.

(k). "Multifunction Product (MFP)" means a device that can print, fax, copy and scan paper documents. MFPs may also be programmed by the user, technology provider, or a third party to integrate with office or enterprise-wide applications, perform custom functions, perform usage tracking, and other administrative functions to help the user manage their office printer/MFP fleet.

(l). "Must/Shall/Will" indicates a mandatory requirement.

NOTE: It is highly recommended that respondents highlight all instances of must, shall, and will in order to ensure the proposal is responsive prior to submission.

(m). "New Equipment" ("equipment") refers to units which are currently manufactured, have not been previously used, and consist of all new parts. New equipment has not been leased or used as a test/trial unit.

(n). "Pricing" means the pricing spreadsheets that shall be submitted by the Respondent in the MFMP Sourcing Tool (see definition below) along with the original proposal submission. These spreadsheets shall contain all of the Suggested Retail Price (SRP) prices for EACH ITEM WITHIN A CATEGORY proposed by the Respondent; along with a discount percent (%) that will apply to items (product or service) within that proposed configuration and show a final "State of Florida Price" per item.

(o). "Private Label Distributor" means the vendor who may not be the equipment manufacturer but whose name appears on the equipment.

(p). "Proprietary Information" Any trade secret or confidential business information that is contained in a bid or proposal or included in a particular contract.

(q). "Respondent" Organization/individual submitting a proposal in response to this bid. May also be referred to as "Vendor" or "Contractor" throughout this document.

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(r). "Responsible vendor" means a vendor who has the capability in all respects to fully perform the contract requirements and the integrity and reliability that will assure good faith performance. (Section 287.012(24), F.S.)

(s). "Responsive bid," "responsive proposal," or "responsive reply" means a bid, or proposal, or reply submitted by a responsive and responsible vendor that conforms in all material respects to the solicitation. (Section 287.012(25), F.S.)

(t). "Responsive vendor" means a vendor that has submitted a bid, proposal, or reply that conforms in all material respects to the solicitation. (Section 287.012(26), F.S.)

(u). "Successful Vendor" means the company that is awarded and has an executed contract with the State of Florida for the goods and services identified in this solicitation document. May also be referred to as "Contractor", "Prime Vendor", or "Awarded Vendor" within this document.

(v). "Suggested Retail Price" (SRP) means the most recently published undiscounted price.

(w). "Vendor" Organization/individual submitting a proposal in response to this bid. May also be referred to as "Respondent" throughout this document

3.3. Order of Precedence

Potential Respondents to the solicitation are encouraged to carefully review all the materials contained herein and prepare responses accordingly. In the event any conflict exists between the Special and General Instructions, those instructions specified in the Special Instructions to Respondents shall prevail. After successful evaluations, Contractor(s) shall sign a Contract form incorporating the solicitation materials and any service agreements.

All responses are subject to the terms of the following sections of this solicitation, which, in case of conflict, shall have the order of precedence listed:
- Addenda to the RFP
- Section 1.0 Introduction
- Section 6.0, Technical Specifications
- Section 5.0, Special Contract Conditions,
- Section 4.0, General Contract Conditions (PUR 1000)
- Section 3.0, Special Instructions to Respondents
- Section 2.0, General Instructions to Respondents (PUR 1001)
- Respondent's Proposal
- Forms and Price Sheets

Note: The order of precedence above supersedes the order of precedence listed in Section 2.4.

The order of precedence above applies ONLY to responses submitted.

3.4. Response Submittal
Respondents shall submit their proposals and all required forms electronically via the Sourcing Tool. Respondents have the ability to upload several versions of their response in the Sourcing tool; however, the last submitted response will be the version accepted and evaluated.

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Respondents may respond to multiple categories or sub-categories. The Department seeks each respondent's single-best response for EACH CATEGORY (and sub-category) proposed.

3.5. Sourcing Tool Training

This solicitation will be conducted using the MyFloridaMarketPlace Sourcing Tool ("Sourcing Tool"). An optional conference call training session on how to use the Sourcing Tool for this RFP is scheduled on the date indicated on the Event Timeline (Section 1.3). The Conference Call number is (888) 808-6959. The conference code for this session is 4881086.

Please go to the MFMP Vendor Training Solicitation Help page and Click on the **RFP Event User Guide** link. This link will open as a PowerPoint presentation. Please have this presentation open on your desktop while participating on the call.

To participate in the conference call, please call in to the number provided approximately 1 minute before the scheduled time.

For all technical questions about the Sourcing Tool, vendors should contact the MyFloridaMarketPlace Customer Service Desk at (866) 352-3776 or vendorhelp@myfloridamarketplace.com.

3.6. Sourcing Tool Tips

When working in the Sourcing Tool, there is a thirty (30) minute time-out function (with a two (2) minute warning in the tool. This means that you should save your work (click the SAVE button) at intervals of less than twenty minutes to ensure your entries (since last saved) are not lost.

Please note that clicking the SAVE button within the Sourcing Tool only saves your bid responses. The SAVE button does not transmit your bid response to the State. In order to transmit your bid response to the State, you must click the SUBMIT button on the SUMMARY page of the bid response.

After clicking the SUBMIT button, it is the respondents responsibility to check the submitted bid response within the Sourcing Tool to verify that the response is accurately and completely captured within the Sourcing Tool. This must be done while there is time remaining in the response period in case an error is discovered and a revised bid response needs to be resubmitted.

To validate the bid response, please do the following before the bidding period ends:
(a) Go to the "My Bids / My Responses" tab within Sourcing Tool after submitting the bid response
(b) Click on the Bid ID number of the last submitted bid response
(c) Review all entries to ensure the response is complete, accurate and as intended to be submitted.

Minimum areas to check are:
- Text boxes – Is the entire answer viewable?
- Yes/No questions – Is the displayed answer correct?

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- All uploaded document files / scanned documents – Can the attached document be opened and the entire content clearly viewed?
- Pricing Information – Is pricing submitted visible and accurately captured within the Sourcing Tool?

IT IS STRONGLY RECOMMENDED THAT BIDS BE SUBMITTED AS EARLY AS POSSIBLE. PLEASE ALLOW TIME TO RECEIVE ANY REQUESTED ASSISTANCE AND VERIFICATION OF SUBMITTAL; WAITING UNTIL THE LAST HOURS OF THE SOLICITATION IS NOT RECOMMENDED AND COULD IMPACT THE TIMELY SUBMITTAL OF THE BID.

DO NOT RELY ON THE "MYFLORIDAMARKETPLACE" SOURCING TOOL'S TIME REMAINING CLOCK. THE OFFICIAL SOLICITATION CLOSING TIME SHALL BE AS REFLECTED IN THE EVENT TIMELINE (SECTION 1.3) OF THIS RFP.

3.7. Addenda to the RFP

The Department may post addenda to this RFP. Any addenda posted will be within MyFloridaMarketPlace (MFMP) and the Vendor Bid System (VBS). Such notices will contain clarifications to details of the RFP and/or responses to questions submitted during the preview period. Each respondent is responsible for monitoring these sites for information concerning this solicitation.

3.8. Initial Determination of Responsiveness

The Department shall evaluate eligible ("responsible and responsive") responses. Responses that do not meet the minimum requirements of this solicitation; or fail to provide all required information, documents, or materials may be rejected as non-responsive. Respondents whose responses, past performance, or current status with the State do not reflect the capability, integrity or reliability to fully, and in good faith, perform the requirements of the Contract, may be rejected as non-responsible.

Respondents who at the time of bid closing have an open and unresolved complaint to vendor posted on the Department's complaint to vendor web page may be deemed non-responsive. The Department reserves the right to determine which responses meet the requirements of this solicitation, and which Respondents are responsive and responsible. **This paragraph is in addition to, and shall not be construed to limit or override, any right or remedy available to the Department in, Section 2, PUR 1001, or Section 4, PUR 1000.**

Failure to comply with and acknowledge each of the RFP requirements may result in the response being deemed non-responsive and therefore not receive further consideration in this RFP process.

3.9. Firm Response

The Department may make an award within one-hundred and eighty (180) days after the date of the opening, during which period responses shall remain firm and shall not be withdrawn. If

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award is not made within one-hundred and eighty (180) days, the response shall remain firm until either the Department awards the contract or the Department receives from the Respondent written notice that the response is withdrawn. Any response that expresses a shorter duration may, in the Department's sole discretion, be accepted or rejected.

3.10. Electronic Posting of Award

Offers shall be accessed on the date and time indicated in the Event Timeline (Section 1.3) and thereafter evaluated. After evaluating the responses, the Department shall electronically post a Notice of Intent to Award on the <u>Vendor Bid System (VBS)</u>.

Any person who is adversely affected by the decision shall file with the Department a notice of protest within 72 hours after the electronic posting (see Section 2.20 of the General Instructions (PUR 1001) for more information on protests). The Department shall not reply to, or provide rankings or notices of award by telephone, email, or fax.

3.11. Responses

(a). Respondents must provide service and supply programs and pricing for each piece of equipment and accessory proposed. Pricing shall be provided within the price sheets corresponding to each equipment category.

(b). Respondents must submit all required forms and answer all required questions.

(c). Respondents must quote lease rates for base equipment and accessories for all products eligible for lease (per Section 1.1).

(d). Respondents must submit their response in a timely manner. Late responses shall not be accepted.

3.11.1. Equipment Minimums

- All equipment proposed must be new and currently in production.

- Equipment submitted must have published specifications on the Buyers Laboratory Inc. (BLI) web site or Respondent must identify where specifications can be found.

  o Items that are unable to be verified may disqualify the Respondent's submission for the unverifiable segment

- Each Respondent may submit all available models per segment within this RFP.

- All submitted models shall have the same minimum discount percentage per segment. Vendors may provide different discounts for the base machine and each accessory grouping. Respondents are cautioned to select the best equipment within their product offering in terms of cost, technological capabilities and service that meets or exceeds the requirements within this RFP.

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- o If selected as a Contract awardee, the Successful Vendors will have the ability to add additional equipment within awarded groups, which also meet or exceed the requirements at the same or better discount from SRP for that particular segment.

- For Energy Star® compliant equipment proposed, proof of the proposed equipment's Energy Star® rating certification must be submitted. Responses containing Energy Star® equipment proposed will be awarded extra points.

- MFDs controls shall identify the ability to comply with all applicable policies, to ensure the protection of data, such as but not limited to:

  - o Ability to password protect the device with a complex password

  - o Connection filtering with access restrictions

  - o Ability to have a separate connections for fax and network communication

  - o Confidential print jobs, including incoming fax holding with authentication

  - o Security logs

  - o Hard disk encryption

  - o Electronic shredding and or hard disk sanitation - manual, automatic or scheduled

  - o Encrypt remote administration traffic

  - o Ability to apply port access controls

  - o Ability to disable USB ports

  - o MFD that processes or stores data shall have the ability to comply with internal policies such as those related to computer operating systems, configuration management and patch management. For example, if an MFD has an underlying MS Windows™ based operating system, the MFD must comply with Windows™ policies and receive regular (hardware and software) maintenance.

  - o Ability to secure email transmissions from an MFD to comply with existing email policies and practices, to include by not limited to:

    - Limit outbound MFD email transactions of sending a scanned document to a single email address, specifically prohibiting large group distribution.

    - Prohibit broadcast emails

3.11.2. Paper Specifications

- All proposed equipment shall be compatible with using recycled paper, up to and including 100% Post Consumer Waste (PCW) paper. Service personnel may not

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fault the use of recycled paper for equipment failures, as long as the recycled paper in use meets the standard paper specifications (e.g., multi-purpose, copy, or laser paper). Additionally, all proposed equipment shall be guaranteed by the manufacturer to accomplish 100% duplexing with 30% PCW paper.

- Respondents shall guarantee all equipment proposed is capable of printing on 100% PCW recycled content paper and will provide 100% duplexing with 30% PWC, without maintenance problems.

3.11.3. Pricing

Pricing for this RFP and any subsequent contract must be expressed as a discount from Suggested Retail Price (SRP). SRP must be verifiable within the Buyers Laboratory Inc (BLI) website or better than the price published in BLI. Discount rates proposed will be considered the minimally available discount.

3.11.3.1. Pricing, Format

- Pricing for all equipment, accessories, software, and value-added services must be quoted as requested in the pricing spreadsheets, including all Excel tabs. Pricing Spreadsheet electronic submissions must be in Excel format.

- Lease factors shall be submitted rounded to five (5) decimal points.

3.11.3.2. Pricing, Service and Supplies

- Supplies pricing shall include all parts, supplies and consumables excluding paper and staples.

- Any supplies shown on the Service & Supplies spreadsheet whose costs are included in the Service plan should be labeled "INCLUDED" on the pricing spreadsheets. Included supplies shall be furnished at no additional cost to the State for the entire term of the contract. Supplies required on a regular basis may not be included in the purchase price.

- Service pricing must include technician installed parts excluding paper, staples and toner.

- There shall be no charge for service impressions.

- Optional support service options shall be clearly identified and pricing listed shall be on a per month rate.

- Respondents, or their designated authorized dealers, must perform all preventative maintenance services at the manufacturer's suggested intervals, if applicable.

- There shall be no charge for scans which do not produce a physical document.

- There may not be more than one cost per impression for color impressions, regardless of the number of colors (i.e. a higher charge for 4 colors than for 3 colors).

- Pricing must include setup, delivery of equipment, software, installation of equipment/accessories/software, network installation, removal of all waste material, initial training costs, and removal cost (of the equipment placed under any subsequent agreement).

  o Network installation shall include: configuration of the equipment for the proper network protocols; and installation of the appropriate print drivers.

3.12. Evaluation

Respondents will be evaluated solely for those categories/segments for which a proposal has been submitted. Awards will be made to the top scoring respondents for each segment. Total

Pricing will be evaluated to determine comparable status to similarly situated States (CA, NY, and TX).

3.12.1 Pricing

The State of Florida is one of the four (4) largest State Governments. Florida's position compares to that of California, New York and Texas. As such, the State fully expects Respondent's pricing submitted be equal to, or better than, similarly situated clients and/or large enterprise customers.

- **MFP and Printer Pricing Evaluation**

Pricing evaluation shall be made based on lowest State of Florida purchase price, lowest cost per copy/print, and lowest lease rates proposed; however, discount percentage proposed must be the same or better throughout the life of the contract. Lowest price for Base, accessories, and CPC/overages (and lease factors if applicable) shall receive the maximum number of points available per segment.

Lease factors may also be submitted for the addition of accessories after initial equipment installation via Attachment 2.9: CoTerm Lease Rates. CoTerm lease rate, if provided, will receive points. If CoTerm lease rates are not provided, no points will be given.

Each machine segment will be evaluated to determine the lowest purchase price, lowest cost per copy/print (maintenance overages included), and lowest lease rates proposed.

- **Sheet Fed Scanner Pricing Evaluation**

Pricing will be evaluated on the basis of lowest State of Florida purchase price for the purchase of the base machine configuration and percentage off accessories.

- **Facsimile Pricing Evaluation**

Pricing will be evaluated on the basis of lowest State of Florida purchase price for the base machine configuration and accessories.

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If, in the process of the State's evaluation and due diligence, it is determined that the pricing proposed by the Respondent is not comparable (or better) to these similarly situated clients, the Respondent's submission may be rejected.

3.12.2. Technical

Technical evaluators will independently evaluate proposed equipment for technical responsiveness. Non-responsive proposals shall not be considered for award.

3.12.3 Service Level Agreement (SLA)

The SLA (Attachment 4) must be signed and submitted via the Sourcing Tool as part of the Vendor's RFP response. Failure to agree to the SLA will result in the respondent being deemed non-responsive.

3.12.4 Financial Status

The Department will evaluate the Respondent's financial status using the Respondent's Dun &Bradstreet (D&B) Supplier Qualifier Report (SQR).

3.12.5 Value-added Services

Value-added services are not a required component of the bid response. The State welcomes the proposal of services which will provide increased opportunities for cost savings and within the scope of this RFP.

3.13. Financial Status

The Department will assign evaluation points on the Respondent's financial viability to perform the services outlined in this RFP.

The Department requires submission of the Respondent's SQR prepared by D&B. The Supplier Qualifier Report is a standard report detailing financial and operational capability. It is highly recommended that prospective Respondents be familiar with their SQR rating prior to responding to this RFP.

The prospective Contractor shall request the SQR report from D&B at:
https://sor.dnb.com/sor/jsp/forms/SOF.jsp?SORTAG1=JQ37hS4r&SORTAG2=j58Gjk4x

- Enter the RFP number in the text field entitled "Enter your RFP Number" and select submit.

- Enter your company's Duns Number. If you don't know your company's Duns number, you may use the search feature to find it.

- Confirm Registration

- Enter payment method and information and complete registration. The cost of the preparation of the D&B report shall be the responsibility of the Respondent.

The SQR report shall be a part of the Respondent's submitted response. It is the duty of the Respondent to ensure the timely submission of a D&B SQR report via the Sourcing Tool that accurately reflects the proposing entities SQR score. If the Department cannot determine on the

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face of the documents that the SQR report is that of the proposing entity, the Department may award zero (0) points.

Respondents are advised to allow sufficient time before the proposal due date for the D&B processing. Respondents should allow a minimum of 10 business days for D&B to process. If the Respondent does not receive a SQR from D&B prior to the opening date of the solicitation, as stated in the Event Timeline (Section 1.3), the Respondent shall be required to provide proof the SQR was requested by the Respondent after the posting date of the solicitation and submit said proof to the procurement manager upon request for clarification.

SQR Risk Score		Points Assigned
1	Lowest Risk Rating	8
2		7
3		6
4		5
5		4
6		3
7		2
8		1
9	Highest Risk Rating	0

If the Respondent does not provide a D&B SQR report, or if one cannot be generated by D&B, the submission will receive a score of zero (0) (Highest Risk Rating) for financial status. The Department may request financial information from Respondents that are unable to provide a D&B SQR report. These may include (but not be limited to): P/L Statements, Balance Statements, and other corporate financial reports.

3.14. Service Level Agreement

Awarded Vendors must maintain a Service Level Agreement (SLA) with the Department. The SLA includes penalties for failure to perform. Awarded Vendors must provide quarterly Service Level compliance reports to the State Term Contract Administrator.

3.15. Ranking and Selection Process

The Department shall evaluate and rank responsive proposals against all evaluation criteria set forth in the solicitation. The Department reserves the right to reject any and all replies, if the Department determines such action is in the best interest of the State.

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Vendors whose responses have been determined to be responsive shall be evaluated and awarded points using the following criteria:

Criteria Maximum Points	Available
Responses to Vendor Questions	18 points
Value Added	5 points
Energy Star Certified	5 points
Related Software	4 points
References	5 points
Financial Status	8 points
Total	40 points

Points listed above may be awarded to each vendor and any points awarded shall be added to the total points below. The maximum points available for responding to each segment are as follows:

Category 1: Copier-based MFPs	Points per Segment
Pricing	145 points
Technical	Pass/Fail
Category 2: Printer-based MFPs	Points per Segment
Pricing	145 points
Technical	Pass/Fail
Category 3: Printers	Points per Segment
Pricing	145 points
Technical	Pass/Fail
Category 4: Workgroup and Network Sheet Fed Scanners	Points per Segment
Pricing	40 points
Technical	Pass/Fail
Category 5: Plain Paper Facsimile Machines	Points per Segment
Pricing	40 points
Technical	Pass/Fail

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Exhibit A

Maximum Points for Categories 1, 2, and 3 are:

Lowest Base Pricing	20 points
% off SRP-Accessories	20 points
24 months lease factor	20 points
36 months lease factor	20 points
48 months lease factor	20 points
Co-Term	5 points
Lowest cost per copy Black and White	20 points
Lowest cost per copy Color	20 points

Maximum Points for Categories 4 and 5 are:

Lowest Base Price	20 points
% off SRP-Accessories	20 points

Points awarded will be averaged by number of segments *within each category* for which a response was submitted. Vendors will be awarded by segments per category. *Categories will be evaluated independently of each other*.

Technical evaluation of all equipment proposed will be scored on a pass/fail basis. All equipment proposed must pass the technical requirements in order to be considered for award. Please see technical requirements listed in Section 6 of the RFP as well as responses to questions submitted to the Q&A board.

3.16. Quality

All products, equipment, merchandise, and miscellaneous material bid shall comply with applicable requirements and standards of the Occupational Safety and Health Act (OSHA) and applicable State of Florida codes.

Respondent shall warrant that all equipment, materials and workmanship furnished, whether by Contractor or its authorized dealers, complies with product specifications, drawings and other descriptions, supplied or adopted, and will be new, fit and suitable for the intended purpose, of good materials, design, workmanship, and free from defects or failure.

3.17. Technical Documentation

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Technical documentation, including printed technical literature, may be requested from any Respondent, at any time, before or after contract award. Failure to supply this technical documentation when requested may result in rejection of your response or termination of contract.

3.18. Documentation Becomes the Property of the State

All documentation produced as part of this solicitation shall become the exclusive property of the State. Documentation may not be removed by the Respondent or its agents and will not be returned to the Respondent. Selection or rejection of a reply shall not affect this right.

3.19. Contact Information and Ordering Instructions

Ordering Instructions (Attachment 9) shall be submitted as part of the Vendor's RFP response. This form shall identify the designated employee responsible for administration of the resultant Contract, if awarded. Contact information for the direct supervisor of the designated employee shall also be required. The designated employee shall be responsible for answering questions about equipment, pricing, ordering procedures, as well as submitting product and pricing updates.

3.20. Sales, Service, Parts and Repair Facilities
The ability of the Contactor to meet the minimum service parts and repair requirements outlined herein is of paramount importance in obtaining the award of this contract.

Awarded vendors shall maintain sales and service dealer facilities throughout the entire State of Florida. Awarded vendors may also choose to sell products through an authorized dealer. Respondents are required to submit a complete list of authorized dealers and service locations, with their RFP response, as additional pages to the Contact and Ordering Instructions form. Failure to comply with this requirement may result in disqualification of the bid.

List of participating re-sellers and service facilities shall include the following information:
- Dealer Name
- Dealer Address
- City, State, Zip Code
- Office Phone/Fax
- Email Address
- Contact Person
- Contractor Tax ID Number
- Number of employees employed at location, broken down by sales, service and other
- Area of state location covers (counties)

The Department reserves the right to consider the availability of re-seller and service facilities in the award of this solicitation. Each service facility shall maintain a sufficient number of qualified technicians and a normal supply of parts to provide all required service, and ensure minimal equipment downtime. Failure to comply with this requirement will result in termination of contract.

Contractor's dealers/service representatives must be approved by the STC administrator prior to conducting business via the STC. Reseller/dealer information shall be submitted using the Authorized Dealer Form (Attachment 10) of the bid documents.

 Minimum qualifications for dealers and service location inclusion are:

- Must be registered and listed as active with the State of Florida's Department of State, Division of Corporations. If doing business using a fictitious name (d.b.a.), the fictitious name must also be registered with the Division of Corporations.

- Must be fully registered and active within the State of Florida's MyFloridaMarketPlace Vendor Information Portal. To be considered fully active, all sections within the registration must be completed and the terms of use accepted.

  o Must not have outstanding fees due to the State of Florida within MyFloridaMarketPlace

- Must not be listed on the State of Florida's Department of Management Services, Division of State Purchasing Convicted, Suspended, or Discriminatory Vendor lists.

The State of Florida is not a party to the contractual relationship between the Contractor and their dealers/service representatives. Contractor is responsible for the performance of their designated authorized dealers/service representatives.

3.21. Special Accommodation

Any person requiring a special accommodation at State Purchasing because of a disability should call State Purchasing at (850) 488-8440 at least two (2) workdays prior to the bid opening. If you are hearing or speech impaired, please contact State Purchasing by using the Florida Relay Service at (800) 955-8771 (TDD).

3.22. State Objectives
Within thirty (30) calendar days following award of the Contract, the successful Respondent shall submit plans addressing each of the State's five (5) objectives listed below, to the extent applicable to the items / services covered by this solicitation.

3.22.1 Diversity.

The State of Florida is committed to supporting its diverse business industry and population through ensuring participation by minority- and women-owned business enterprises in the economic life of the state. The State of Florida Mentor Protégé Program connects minority- and women-owned businesses with private corporations for business development mentoring. We strongly encourage firms doing business with the State of Florida to consider this initiative. For more information on the Mentor Protégé Program, please contact the Office of Supplier Diversity at (850) 487-0915.

The State is dedicated to fostering the continued development and economic growth of small, minority, and women-owned businesses. Participation by a diverse group of Vendors doing business with the State is central to this effort. To this end, it is vital that small, minority, and women-owned business enterprises participate in the State's

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procurement process as both Contractors and sub- contractors in this solicitation. Small, minority, and women-owned businesses are strongly encouraged to contribute to this solicitation.

The Contractor shall submit documentation addressing diversity and describing the efforts being made to encourage the participation of small, minority, and women-owned businesses.

Information on Certified Minority Business Enterprises (CMBE) is available from the Office of Supplier Diversity at: http://dms.myflorida.com/osd.

Quarterly Reports of revenue paid to W/MBE contractors (agents or subcontractors) as a result of any award shall be provided to DMS Purchasing by the Prime Contractor on an Agency by Agency or other Eligible User level (Section 5.4.).

3.22.2. Environmental Considerations.

Florida Governor Charlie Crist signed Executive Order 07-126, titled "Establishing Climate Change Leadership by Example: Immediate Actions to Reduce Greenhouse Gas Emissions from Florida State Government"; Executive Order 07-127, "Immediate Actions to Reduce Greenhouse Gas Emissions within Florida"; and Executive Order 07-128, "Florida Governor's Action Team on Energy and Climate Change."

The State supports and encourages initiatives to protect and preserve our environment. The Prime Contractor shall submit as part of any response the Prime Contractor's plan to support the procurement of products and materials with recycled content, and the intent of Section 287.045, F.S.. The Prime Contractor shall also provide a plan for reducing and or handling of any hazardous waste generated by Prime Contractor's company. Reference Rule 62-730.160, Florida Administrative Code. It is a requirement of the Florida Department of Environmental Protection that a generator of hazardous waste materials that exceeds a certain threshold must have a valid and current Hazardous Waste Generator Identification Number. This identification number shall be submitted as part of Prime Contractor's explanation of its company's hazardous waste plan and shall explain in detail its handling and disposal of this waste.

Prime Contractor shall utilize equipment that is Energy Star or EPEAT Bronze (or higher) compliant wherever possible. Prime Contractor shall list all equipment that meets these criteria.

Describe what efforts your company (as Contractor) will take to encourage the participation and support of these and other environmental programs.

3.22.3. Certification of Drug-Free Workplace Program.

The State supports and encourages initiatives to keep the workplaces of Florida's Suppliers and Prime Contractors drug free. Section 287.087 of the Florida Statutes provides that, where identical tie responses are received, preference shall be given to a response received from a Respondent that certifies it has implemented a drug-free

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workforce program. If applicable, Respondent shall certify that the Respondent has a drug-free workplace program using the "Certification of Drug-Free Workplace" as provided in Sourcing Tool for this solicitation. The Prime Contractor shall describe how it will address the implementation of a drug free workplace in offering the items of the solicitation. Certification shall be submitted (in the Sourcing Tool) using Attachment 12.

3.22.4. Products Available from the Blind or Other Handicapped (RESPECT).

The State supports and encourages the gainful employment of citizens with disabilities. It is expressly understood and agreed that any articles that are the subject of, or required to carry out, this Contract shall be purchased from a nonprofit agency for the blind or for the severely handicapped that is qualified pursuant to Chapter 413, F.S., in the same manner and under the same procedures set forth in Section 413.036(1) and (2), Florida Statutes; and for purposes of this Contract the person, firm, or other business entity carrying out the provisions of this Contract shall be deemed to be substituted for the state agency insofar as dealings with such qualified nonprofit agency are concerned. Additional information about the designated nonprofit agency and the products it offers is available at http://www.respectofflorida.org.

The Respondent shall describe how it will address the use of RESPECT in offering the items of the solicitation.

3.22.5. Prison Rehabilitative Industries and Diversified Enterprises, Inc. (PRIDE).

The State supports and encourages the use of Florida correctional work programs. It is expressly understood and agreed that any articles which are the subject of, or required to carry out, this Contract shall be purchased from the corporation identified under Chapter 946, F.S., in the same manner and under the same procedures set forth in Section 946.515(2), and (4), F.S.; and for purposes of this Contract the person, firm, or other business entity carrying out the provisions of this Contract shall be deemed to be substituted for this agency insofar as dealings with such corporation are concerned. Additional information about PRIDE and the products it offers is available at http://www.pridefl.com.

The Prime Contractor shall describe how it will address the use of PRIDE in offering the items of the solicitation.

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SECTION 4

STATE OF FLORIDA
PUR 1000
GENERAL CONTRACT CONDITIONS

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4.45. Annual Appropriations.
4.46. Execution in Counterparts.
4.47. Severability.

4.1.   Definitions. The definitions contained in s. 60A-1.001, F.A.C. shall apply to this agreement. The following additional terms are also defined:

(a) "Contract" means the legally enforceable agreement that results from a successful solicitation. The parties to the Contract will be the Customer and Contractor.

(b) "Customer" means the State agency or other entity identified in a contract as the party to receive commodities or contractual services pursuant to a contract or that orders commodities or contractual services via purchase order or other contractual instrument from the Contractor under the Contract. The "Customer" may also be the "Buyer" as defined in the PUR 1001 if it meets the definition of both terms.

(c) "Product" means any deliverable under the Contract, which may include commodities, services, technology or software.

(d) "Purchase order" means the form or format a Customer uses to make a purchase under the Contract (e.g., a formal written purchase order, electronic purchase order, procurement card, contract or other authorized means).

4.2.   Purchase Orders. In contracts where commodities or services are ordered by the Customer via purchase order, Contractor shall not deliver or furnish products until a Customer transmits a purchase order. All purchase orders shall bear the Contract or solicitation number, shall be placed by the Customer directly with the Contractor, and shall be deemed to incorporate by reference the Contract and solicitation terms and conditions. Any discrepancy between the Contract terms and the terms stated on the Contractor's order form, confirmation, or acknowledgement shall be resolved in favor of terms most favorable to the Customer. A purchase order for services within the ambit of section 287.058(1) of the Florida Statutes shall be deemed to incorporate by reference the requirements of subparagraphs (a) through (f) thereof. Customers shall designate a contract manager and a contract administrator as required by subsections 287.057(15) and (16) of the Florida Statutes.

4.3.   Product Version. Purchase orders shall be deemed to reference a manufacturer's most recently release model or version of the product at the time of the order, unless the Customer

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specifically requests in writing an earlier model or version and the contractor is willing to provide such model or version.

4.4.   Price Changes Applicable only to Term Contracts. If this is a term contract for commodities or services, the following provisions apply.

(a) Quantity Discounts. Contractors are urged to offer additional discounts for one time delivery of large single orders. Customers should seek to negotiate additional price concessions on quantity purchases of any products offered under the Contract. State Customers shall document their files accordingly.

(b) Best Pricing Offer. During the Contract term, if the Customer becomes aware of better pricing offered by the Contractor for substantially the same or a smaller quantity of a product outside the Contract, but upon the same or similar terms of the Contract, then at the discretion of the Customer the price under the Contract shall be immediately reduced to the lower price.

(c) Sales Promotions. In addition to decreasing prices for the balance of the Contract term due to a change in market conditions, a Contractor may conduct sales promotions involving price reductions for a specified lesser period. A Contractor shall submit to the Contract Specialist documentation identifying the proposed (1) starting and ending dates of the promotion, (2) products involved, and (3) promotional prices compared to then-authorized prices. Promotional prices shall be available to all Customers. Upon approval, the Contractor shall provide conspicuous notice of the promotion.

(d) Trade-In. Customers may trade-in equipment when making purchases from the Contract. A trade-in shall be negotiated between the Customer and the Contractor. Customers are obligated to actively seek current fair market value when trading equipment, and to keep accurate records of the process. For State agencies, it may be necessary to provide documentation to the Department of Financial Services and to the agency property custodian pursuant to Chapter 273, F.S.

(e) Equitable Adjustment. The Customer may, in its sole discretion, make an equitable adjustment in the Contract terms or pricing if pricing or availability of supply is affected by extreme and unforeseen volatility in the marketplace, that is, by circumstances that satisfy all the following criteria: (1) the volatility is due to causes wholly beyond the Contractor's control, (2) the volatility affects the marketplace or industry, not just the particular Contract source of supply, (3) the effect on pricing or availability of supply is substantial, and (4) the volatility so affects the Contractor that continued performance of the Contract would result in a substantial loss.

4.5.   Additional Quantities. For a period not exceeding ninety (90) days from the date of solicitation award, the Customer reserves the right to acquire additional quantities up to the amount shown on the solicitation but not to exceed the threshold for Category Two at the prices submitted in the response to the solicitation.

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4.6. Packaging. Tangible product shall be securely and properly packed for shipment, storage, and stocking in appropriate, clearly labeled, shipping containers and according to accepted commercial practice, without extra charge for packing materials, cases, or other types of containers. All containers and packaging shall become and remain Customer's property.

4.7. Inspection at Contractor's Site. The Customer reserves the right to inspect, at any reasonable time with prior notice, the equipment or product or plant or other facilities of a Contractor to assess conformity with Contract requirements and to determine whether they are adequate and suitable for proper and effective Contract performance.

4.8. Safety Standards. All manufactured items and fabricated assemblies subject to operation under pressure, operation by connection to an electric source, or operation involving connection to a manufactured, natural, or LP gas source shall be constructed and approved in a manner acceptable to the appropriate State inspector. Acceptability customarily requires, at a minimum, identification marking of the appropriate safety standard organization, where such approvals of listings have been established for the type of device offered and furnished, for example: the American Society of Mechanical Engineers for pressure vessels; the Underwriters Laboratories and/or National Electrical Manufacturers' Association for electrically operated assemblies; and the American Gas Association for gas-operated assemblies. In addition, all items furnished shall meet all applicable requirements of the Occupational Safety and Health Act and state and federal requirements relating to clean air and water pollution.

4.9. Americans with Disabilities Act. Contractors should identify any products that may be used or adapted for use by visually, hearing, or other physically impaired individuals.

4.10. Literature. Upon request, the Contractor shall furnish literature reasonably related to the product offered, for example, user manuals, price schedules, catalogs, descriptive brochures, etc.

4.11. Transportation and Delivery. Prices shall include all charges for packing, handling, freight, distribution, and inside delivery. Transportation of goods shall be FOB Destination to any point within thirty (30) days after the Customer places an Order. A Contractor, within five (5) days after receiving a purchase order, shall notify the Customer of any potential delivery delays. Evidence of inability or intentional delays shall be cause for Contract cancellation and Contractor suspension.

4.12. Installation. Where installation is required, Contractor shall be responsible for placing and installing the product in the required locations at no additional charge, unless otherwise designated on the Contract or purchase order. Contractor's authorized product and price list shall clearly and separately identify any additional installation charges. All materials used in the installation shall be of good quality and shall be free of defects that would diminish the appearance of the product or render it structurally or operationally unsound. Installation includes the furnishing of any equipment, rigging, and materials required to install or replace the product in the proper location. Contractor shall protect the site from damage and shall repair damages or injury caused during installation by Contractor or its employees or agents. If any alteration, dismantling, excavation, etc., is required to achieve installation, the Contractor shall promptly restore the structure or site to its original condition. Contractor shall perform installation work

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so as to cause the least inconvenience and interference with Customers and with proper consideration of others on site. Upon completion of the installation, the location and surrounding area of work shall be left clean and in a neat and unobstructed condition, with everything in satisfactory repair and order.

4.13. Risk of Loss. Matters of inspection and acceptance are addressed in s. 215.422, F.S. Until acceptance, risk of loss or damage shall remain with the Contractor. The Contractor shall be responsible for filing, processing, and collecting all damage claims. To assist the Contractor with damage claims, the Customer shall: record any evidence of visible damage on all copies of the delivering carrier's Bill of Lading; report damages to the carrier and the Contractor; and provide the Contractor with a copy of the carrier's Bill of Lading and damage inspection report. When a Customer rejects a product, Contractor shall remove it from the premises within ten days after notification or rejection. Upon rejection notification, the risk of loss of rejected or non-conforming product shall remain with the Contractor. Rejected product not removed by the Contractor within ten days shall be deemed abandoned by the Contractor, and the Customer shall have the right to dispose of it as its own property. Contractor shall reimburse the Customer for costs and expenses incurred in storing or effecting removal or disposition of rejected product.

4.14. Transaction Fee. The State of Florida has instituted MyFloridaMarketPlace, a statewide eProcurement System ("System"). Pursuant to section 287.057(23), Florida Statutes (2002), all payments shall be assessed a Transaction Fee of one percent (1.0%), which the Contractor shall pay to the State, unless exempt pursuant to 60A-1.032, F.A.C.

For payments within the State accounting system (FLAIR or its successor), the Transaction Fee shall, when possible, be automatically deducted from payments to the Contractor. If automatic deduction is not possible, the Contractor shall pay the Transaction Fee pursuant to Rule 60A-1.031(2), F.A.C. By submission of these reports and corresponding payments, Contractor certifies their correctness. All such reports and payments shall be subject to audit by the State or its designee.

Contractor shall receive a credit for any Transaction Fee paid by the Contractor for the purchase of any item(s) if such item(s) are returned to the Contractor through no fault, act, or omission of the Contractor. Notwithstanding the foregoing, a Transaction Fee is non-refundable when an item is rejected or returned, or declined, due to the Contractor's failure to perform or comply with specifications or requirements of the agreement.
Failure to comply with these requirements shall constitute grounds for declaring the Contractor in default and recovering reprocurement costs from the Contractor in addition to all outstanding fees. **CONTRACTORS DELINQUENT IN PAYING TRANSACTION FEES MAY BE SUBJECT TO BEING REMOVED FROM THE DEPARTMENT OF MANAGEMENT SERVICES' VENDOR LIST AS PROVIDED IN RULE 60A-1.006, F.A.C.**

4.15. Invoicing and Payment. Invoices shall contain the Contract number, purchase order number if applicable, and the appropriate vendor identification number. The State may require any other information from the Contractor that the State deems necessary to verify any purchase order placed under the Contract.

At the State's option, Contractors may be required to invoice electronically pursuant to guidelines of the Department of Management Services. Current guidelines require that

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Contractor supply electronic invoices in lieu of paper-based invoices for those transactions processed through the system. Electronic invoices shall be submitted to the Customer through the Ariba Supplier Network (ASN) in one of the following mechanisms – EDI 810, cXML, or web-based invoice entry within the ASN.

Payment shall be made in accordance with sections 215.422 and 287.0585 of the Florida Statutes, which govern time limits for payment of invoices. Invoices that must be returned to a Contractor due to preparation errors will result in a delay in payment. Contractors may call (850) 413-7269 Monday through Friday to inquire about the status of payments by State Agencies. The Customer is responsible for all payments under the Contract. A Customer's failure to pay, or delay in payment, shall not constitute a breach of the Contract and shall not relieve the Contractor of its obligations to the Department or to other Customers.

4.16. Taxes. The State does not pay Federal excise or sales taxes on direct purchases of tangible personal property. The State will not pay for any personal property taxes levied on the Contractor or for any taxes levied on employees' wages. Any exceptions to this paragraph shall be explicitly noted by the Customer in the special contract conditions section of the solicitation or in the Contract or purchase order.

4.17. Governmental Restrictions. If the Contractor believes that any governmental restrictions have been imposed that require alteration of the material, quality, workmanship or performance of the products offered under the Contract, the Contractor shall immediately notify the Customer in writing, indicating the specific restriction. The Customer reserves the right and the complete discretion to accept any such alteration or to cancel the Contract at no further expense to the Customer.

4.18. Lobbying and Integrity. Customers shall ensure compliance with Section 11.062, FS and Section 216.347, FS.The Contractor shall not, in connection with this or any other agreement with the State, directly or indirectly (1) offer, confer, or agree to confer any pecuniary benefit on anyone as consideration for any State officer or employee's decision, opinion, recommendation, vote, other exercise of discretion, or violation of a known legal duty, or (2) offer, give, or agree to give to anyone any gratuity for the benefit of, or at the direction or request of, any State officer or employee. For purposes of clause (2), "gratuity" means any payment of more than nominal monetary value in the form of cash, travel, entertainment, gifts, meals, lodging, loans, subscriptions, advances, deposits of money, services, employment, or contracts of any kind. Upon request of the Customer's Inspector General, or other authorized State official, the Contractor shall provide any type of information the Inspector General deems relevant to the Contractor's integrity or responsibility. Such information may include, but shall not be limited to, the Contractor's business or financial records, documents, or files of any type or form that refer to or relate to the Contract. The Contractor shall retain such records for the longer of (1) three years after the expiration of the Contract or (2) the period required by the General Records Schedules maintained by the Florida Department of State (available at: http://dlis.dos.state.fl.us/barm/genschedules/gensched.htm). The Contractor agrees to reimburse the State for the reasonable costs of investigation incurred by the Inspector General or other authorized State official for investigations of the Contractor's compliance with the terms of this or any other agreement between the Contractor and the State which results in the suspension or debarment of the Contractor. Such costs shall include, but shall not be limited to: salaries of

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investigators, including overtime; travel and lodging expenses; and expert witness and documentary fees. The Contractor shall not be responsible for any costs of investigations that do not result in the Contractor's suspension or debarment.

4.19. Indemnification. The Contractor shall be fully liable for the actions of its agents, employees, partners, or subcontractors and shall fully indemnify, defend, and hold harmless the State and Customers, and their officers, agents, and employees, from suits, actions, damages, and costs of every name and description, including attorneys' fees, arising from or relating to personal injury and damage to real or personal tangible property alleged to be caused in whole or in part by Contractor, its agents, employees, partners, or subcontractors, provided, however, that the Contractor shall not indemnify for that portion of any loss or damages proximately caused by the negligent act or omission of the State or a Customer.

Further, the Contractor shall fully indemnify, defend, and hold harmless the State and Customers from any suits, actions, damages, and costs of every name and description, including attorneys' fees, arising from or relating to violation or infringement of a trademark, copyright, patent, trade secret or intellectual property right, provided, however, that the foregoing obligation shall not apply to a Customer's misuse or modification of Contractor's products or a Customer's operation or use of Contractor's products in a manner not contemplated by the Contract or the purchase order. If any product is the subject of an infringement suit, or in the Contractor's opinion is likely to become the subject of such a suit, the Contractor may at its sole expense procure for the Customer the right to continue using the product or to modify it to become non-infringing. If the Contractor is not reasonably able to modify or otherwise secure the Customer the right to continue using the product, the Contractor shall remove the product and refund the Customer the amounts paid in excess of a reasonable rental for past use. The customer shall not be liable for any royalties.

The Contractor's obligations under the preceding two paragraphs with respect to any legal action are contingent upon the State or Customer giving the Contractor (1) written notice of any action or threatened action, (2) the opportunity to take over and settle or defend any such action at Contractor's sole expense, and (3) assistance in defending the action at Contractor's sole expense. The Contractor shall not be liable for any cost, expense, or compromise incurred or made by the State or Customer in any legal action without the Contractor's prior written consent, which shall not be unreasonably withheld.

4.20. Limitation of Liability. For all claims against the Contractor under any contract or purchase order, and regardless of the basis on which the claim is made, the Contractor's liability under a contract or purchase order for direct damages shall be limited to the greater of $100,000, the dollar amount of the contract or purchase order, or two times the charges rendered by the Contractor under the purchase order. This limitation shall not apply to claims arising under the Indemnity paragraph contain in this agreement.

Unless otherwise specifically enumerated in the Contract or in the purchase order, no party shall be liable to another for special, indirect, punitive, or consequential damages, including lost data or records (unless the contract or purchase order requires the Contractor to back-up data or records), even if the party has been advised that such damages are possible. No party shall be liable for lost profits, lost revenue, or lost institutional operating savings. The State and

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Customer may, in addition to other remedies available to them at law or equity and upon notice to the Contractor, retain such monies from amounts due Contractor as may be necessary to satisfy any claim for damages, penalties, costs and the like asserted by or against them. The State may set off any liability or other obligation of the Contractor or its affiliates to the State against any payments due the Contractor under any contract with the State.

4.21. Suspension of Work. The Customer may in its sole discretion suspend any or all activities under the Contract or purchase order, at any time, when in the best interests of the State to do so. The Customer shall provide the Contractor written notice outlining the particulars of suspension. Examples of the reason for suspension include, but are not limited to, budgetary constraints, declaration of emergency, or other such circumstances. After receiving a suspension notice, the Contractor shall comply with the notice and shall not accept any purchase orders. Within ninety days, or any longer period agreed to by the Contractor, the Customer shall either (1) issue a notice authorizing resumption of work, at which time activity shall resume, or (2) terminate the Contract or purchase order. Suspension of work shall not entitle the Contractor to any additional compensation.

4.22. Termination for Convenience. The Customer, by written notice to the Contractor, may terminate the Contract in whole or in part when the Customer determines in its sole discretion that it is in the State's interest to do so. The Contractor shall not furnish any product after it receives the notice of termination, except as necessary to complete the continued portion of the Contract, if any. The Contractor shall not be entitled to recover any cancellation charges or lost profits.

4.23. Termination for Cause. The Customer may terminate the Contract if the Contractor fails to (1) deliver the product within the time specified in the Contract or any extension, (2) maintain adequate progress, thus endangering performance of the Contract, (3) honor any term of the Contract, or (4) abide by any statutory, regulatory, or licensing requirement. Rule 60A-1.006(3), F.A.C., governs the procedure and consequences of default. The Contractor shall continue work on any work not terminated. Except for defaults of subcontractors at any tier, the Contractor shall not be liable for any excess costs if the failure to perform the Contract arises from events completely beyond the control, and without the fault or negligence, of the Contractor. If the failure to perform is caused by the default of a subcontractor at any tier, and if the cause of the default is completely beyond the control of both the Contractor and the subcontractor, and without the fault or negligence of either, the Contractor shall not be liable for any excess costs for failure to perform, unless the subcontracted products were obtainable from other sources in sufficient time for the Contractor to meet the required delivery schedule. If, after termination, it is determined that the Contractor was not in default, or that the default was excusable, the rights and obligations of the parties shall be the same as if the termination had been issued for the convenience of the Customer. The rights and remedies of the Customer in this clause are in addition to any other rights and remedies provided by law or under the Contract.

4.24. Force Majeure, Notice of Delay, and No Damages for Delay. The Contractor shall not be responsible for delay resulting from its failure to perform if neither the fault nor the negligence of the Contractor or its employees or agents contributed to the delay and the delay is

due directly to acts of God, wars, acts of public enemies, strikes, fires, floods, or other similar cause wholly beyond the Contractor's control, or for any of the foregoing that affect subcontractors or suppliers if no alternate source of supply is available to the Contractor. In case of any delay the Contractor believes is excusable, the Contractor shall notify the Customer in writing of the delay or potential delay and describe the cause of the delay either (1) within ten (10) days after the cause that creates or will create the delay first arose, if the Contractor could reasonably foresee that a delay could occur as a result, or (2) if delay is not reasonably foreseeable, within five (5) days after the date the Contractor first had reason to believe that a delay could result. **THE FOREGOING SHALL CONSTITUTE THE CONTRACTOR'S SOLE REMEDY OR EXCUSE WITH RESPECT TO DELAY.** Providing notice in strict accordance with this paragraph is a condition precedent to such remedy. No claim for damages, other than for an extension of time, shall be asserted against the Customer. The Contractor shall not be entitled to an increase in the Contract price or payment of any kind from the Customer for direct, indirect, consequential, impact or other costs, expenses or damages, including but not limited to costs of acceleration or inefficiency, arising because of delay, disruption, interference, or hindrance from any cause whatsoever. If performance is suspended or delayed, in whole or in part, due to any of the causes described in this paragraph, after the causes have ceased to exist the Contractor shall perform at no increased cost, unless the Customer determines, in its sole discretion, that the delay will significantly impair the value of the Contract to the State or to Customers, in which case the Customer may (1) accept allocated performance or deliveries from the Contractor, provided that the Contractor grants preferential treatment to Customers with respect to products subjected to allocation, or (2) purchase from other sources (without recourse to and by the Contractor for the related costs and expenses) to replace all or part of the products that are the subject of the delay, which purchases may be deducted from the Contract quantity, or (3) terminate the Contract in whole or in part.

4.25.   Changes. The Customer may unilaterally require, by written order, changes altering, adding to, or deducting from the Contract specifications, provided that such changes are within the general scope of the Contract. The Customer may make an equitable adjustment in the Contract price or delivery date if the change affects the cost or time of performance. Such equitable adjustments require the written consent of the Contractor, which shall not be unreasonably withheld. If unusual quantity requirements arise, the Customer may solicit separate bids to satisfy them.

4.26.   Renewal. Upon mutual agreement, the Customer and the Contractor may renew the Contract, in whole or in part, for a period that may not exceed 3 years or the term of the contract, whichever period is longer. Any renewal shall specify the renewal price, as set forth in the solicitation response. The renewal must be in writing and signed by both parties, and is contingent upon satisfactory performance evaluations and subject to availability of funds.

4.27.   Purchase Order Duration. Purchase orders issued pursuant to a state term or agency contract must be received by the Contractor no later than close of business on the last day of the contract's term to be considered timely. The Contractor is obliged to fill those orders in accordance with the contract's terms and conditions. Purchase orders received by the contractor after close of business on the last day of the state term or agency contract's term shall be considered void.

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Purchase orders for a one-time delivery of commodities or performance of contractual services shall be valid through the performance by the Contractor, and all terms and conditions of the state term or agency contract shall apply to the single delivery/performance, and shall survive the termination of the Contract.

Contractors are required to accept purchase orders specifying delivery schedules exceeding the contracted schedule even when such extended delivery will occur after expiration of the state term or agency contract. For example, if a state term contract calls for delivery 30 days after receipt of order (ARO), and an order specifies delivery will occur both in excess of 30 days ARO and after expiration of the state term contract, the Contractor will accept the order. However, if the Contractor expressly and in writing notifies the ordering office within ten (10) calendar days of receipt of the purchase order that Contractor will not accept the extended delivery terms beyond the expiration of the state term contract, then the purchase order will either be amended in writing by the ordering entity within ten (10) calendar days of receipt of the contractor's notice to reflect the state term contract delivery schedule, or it shall be considered withdrawn.

The duration of purchase orders for recurring deliveries of commodities or performance of services shall not exceed the expiration of the state term or agency contract by more than twelve months. However, if an extended pricing plan offered in the state term or agency contract is selected by the ordering entity, the contract terms on pricing plans and renewals shall govern the maximum duration of purchase orders reflecting such pricing plans and renewals.

Timely purchase orders shall be valid through their specified term and performance by the Contractor, and all terms and conditions of the state term or agency contract shall apply to the recurring delivery/performance as provided herein, and shall survive the termination of the Contract.

Ordering offices shall not renew a purchase order issued pursuant to a state term or agency contract if the underlying contract expires prior to the effective date of the renewal.

4.28. Advertising. Subject to Chapter 119, Florida Statutes, the Contractor shall not publicly disseminate any information concerning the Contract without prior written approval from the Customer, including, but not limited to mentioning the Contract in a press release or other promotional material, identifying the Customer or the State as a reference, or otherwise linking the Contractor's name and either a description of the Contract or the name of the State or the Customer in any material published, either in print or electronically, to any entity that is not a party to Contract, except potential or actual authorized distributors, dealers, resellers, or service representative.

4.29. Assignment. The Contractor shall not sell, assign or transfer any of its rights, duties or obligations under the Contract, or under any purchase order issued pursuant to the Contract, without the prior written consent of the Customer. In the event of any assignment, the Contractor remains secondarily liable for performance of the contract, unless the Customer expressly waives such secondary liability. The Customer may assign the Contract with prior written notice to Contractor of its intent to do so.

4.30.   Antitrust Assignment. The Contractor and the State of Florida recognize that in actual economic practice, overcharges resulting from antitrust violations are in fact usually borne by the State of Florida.   Therefore, the contractor hereby assigns to the State of Florida any and all claims for such overcharges as to goods, materials or services purchased in connection with the Contract.

4.31.   Dispute Resolution.   Any dispute concerning performance of the Contract shall be decided by the Customer's designated contract manager, who shall reduce the decision to writing and serve a copy on the Contractor.   The decision shall be final and conclusive unless within twenty one (21) days from the date of receipt, the Contractor files with the Customer a petition for administrative hearing.   The Customer's decision on the petition shall be final, subject to the Contractor's right to review pursuant to Chapter 120 of the Florida Statutes.   Exhaustion of administrative remedies is an absolute condition precedent to the Contractor's ability to pursue any other form of dispute resolution; provided, however, that the parties may employ the alternative dispute resolution procedures outlined in Chapter 120.

Without limiting the foregoing, the exclusive venue of any legal or equitable action that arises out of or relates to the Contract shall be the appropriate state court in Leon County, Florida; in any such action, Florida law shall apply and the parties waive any right to jury trial.

4.32.   Employees, Subcontractors, and Agents.   All Contractor employees, subcontractors, or agents performing work under the Contract shall be properly trained technicians who meet or exceed any specified training qualifications.   Upon request, Contractor shall furnish a copy of technical certification or other proof of qualification.   All employees, subcontractors, or agents performing work under the Contract must comply with all security and administrative requirements of the Customer and shall comply with all controlling laws and regulations relevant to the services they are providing under the Contract.   The State may conduct, and the Contractor shall cooperate in, a security background check or otherwise assess any employee, subcontractor, or agent furnished by the Contractor.   The State may refuse access to, or require replacement of, any personnel for cause, including, but not limited to, technical or training qualifications, quality of work, change in security status, or non-compliance with a Customer's security or other requirements.   Such approval shall not relieve the Contractor of its obligation to perform all work in compliance with the Contract.   The State may reject and bar from any facility for cause any of the Contractor's employees, subcontractors, or agents.

4.33.   Security and Confidentiality.   The Contractor shall comply fully with all security procedures of the United States, State of Florida and Customer in performance of the Contract. The Contractor shall not divulge to third parties any confidential information obtained by the Contractor or its agents, distributors, resellers, subcontractors, officers or employees in the course of performing Contract work, including, but not limited to, security procedures, business operations information, or commercial proprietary information in the possession of the State or Customer. The Contractor shall not be required to keep confidential information or material that is publicly available through no fault of the Contractor, material that the Contractor developed independently without relying on the State's or Customer's confidential information, or material that is otherwise obtainable under State law as a public record.   To insure confidentiality, the

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Contractor shall take appropriate steps as to its personnel, agents, and subcontractors. The warranties of this paragraph shall survive the Contract.

4.34. Contractor Employees, Subcontractors, and Other Agents. The Customer and the State shall take all actions necessary to ensure that Contractor's employees, subcontractors and other agents are not employees of the State of Florida. Such actions include, but are not limited to, ensuring that Contractor's employees, subcontractors, and other agents receive benefits and necessary insurance (health, workers' compensations, and unemployment) from an employer other than the State of Florida.

4.35. Insurance Requirements. During the Contract term, the Contractor at its sole expense shall provide commercial insurance of such a type and with such terms and limits as may be reasonably associated with the Contract. Providing and maintaining adequate insurance coverage is a material obligation of the Contractor. Upon request, the Contractor shall provide certificate of insurance. The limits of coverage under each policy maintained by the Contractor shall not be interpreted as limiting the Contractor's liability and obligations under the Contract. All insurance policies shall be through insurers authorized or eligible to write policies in Florida.

4.36. Warranty of Authority. Each person signing the Contract warrants that he or she is duly authorized to do so and to bind the respective party to the Contract.

4.37. Warranty of Ability to Perform. The Contractor warrants that, to the best of its knowledge, there is no pending or threatened action, proceeding, or investigation, or any other legal or financial condition, that would in any way prohibit, restrain, or diminish the Contractor's ability to satisfy its Contract obligations. The Contractor warrants that neither it nor any affiliate is currently on the convicted vendor list maintained pursuant to section 287.133 of the Florida Statutes, or on any similar list maintained by any other state or the federal government. The Contractor shall immediately notify the Customer in writing if its ability to perform is compromised in any manner during the term of the Contract.

4.38. Notices. All notices required under the Contract shall be delivered by certified mail, return receipt requested, by reputable air courier service, or by personal delivery to the agency designee identified in the original solicitation, or as otherwise identified by the Customer. Notices to the Contractor shall be delivered to the person who signs the Contract. Either designated recipient may notify the other, in writing, if someone else is designated to receive notice.

4.39. Leases and Installment Purchases. Prior approval of the Chief Financial Officer (as defined in Section 17.001, F.S.) is required for State agencies to enter into or to extend any lease or installment-purchase agreement in excess of the Category Two amount established by section 287.017 of the Florida Statutes.

4.40. Prison Rehabilitative Industries and Diversified Enterprises, Inc. (PRIDE). Section 946.515(2), F.S. requires the following statement to be included in the solicitation: "It is expressly understood and agreed that any articles which are the subject of, or required to carry out, the Contract shall be purchased from the corporation identified under Chapter 946 of the Florida Statutes (PRIDE) in the same manner and under the same procedures set forth in section

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946.515(2) and (4) of the Florida Statutes; and for purposes of the Contract the person, firm, or other business entity carrying out the provisions of the Contract shall be deemed to be substituted for the agency insofar as dealings with such corporation are concerned." Additional information about PRIDE and the products it offers is available at http://www.pridefl.com.

4.41.   Products Available from the Blind or Other Handicapped. Section 413.036(3), F.S. requires the following statement to be included in the solicitation: "It is expressly understood and agreed that any articles that are the subject of, or required to carry out, this contract shall be purchased from a nonprofit agency for the Blind or for the Severely Handicapped that is qualified pursuant to Chapter 413, Florida Statutes, in the same manner and under the same procedures set forth in section 413.036(1) and (2), Florida Statutes; and for purposes of this contract the person, firm, or other business entity carrying out the provisions of this contract shall be deemed to be substituted for the State agency insofar as dealings with such qualified nonprofit agency are concerned." Additional information about the designated nonprofit agency and the products it offers is available at http://www.respectofflorida.org.

4.42.   Modification of Terms. The Contract contains all the terms and conditions agreed upon by the parties, which terms and conditions shall govern all transactions between the Customer and the Contractor. The Contract may only be modified or amended upon mutual written agreement of the Customer and the Contractor. No oral agreements or representations shall be valid or binding upon the Customer or the Contractor. No alteration or modification of the Contract terms, including substitution of product, shall be valid or binding against the Customer. The Contractor may not unilaterally modify the terms of the Contract by affixing additional terms to product upon delivery (e.g., attachment or inclusion of standard preprinted forms, product literature, "shrink wrap" terms accompanying or affixed to a product, whether written or electronic) or by incorporating such terms onto the Contractor's order or fiscal forms or other documents forwarded by the Contractor for payment. The Customer's acceptance of product or processing of documentation on forms furnished by the Contractor for approval or payment shall not constitute acceptance of the proposed modification to terms and conditions.

4.43.   Cooperative Purchasing. Pursuant to their own governing laws, and subject to the agreement of the Contractor, other entities may be permitted to make purchases at the terms and conditions contained herein. Non-Customer purchases are independent of the agreement between Customer and Contractor, and Customer shall not be a party to any transaction between the Contractor and any other purchaser.
State agencies wishing to make purchases from this agreement are required to follow the provisions of s. 287.042(16)(a), F.S. This statute requires the Department of Management Services to determine that the requestor's use of the contract is cost-effective and in the best interest of the State.

4.44.   Waiver. The delay or failure by the Customer to exercise or enforce any of its rights under this Contract shall not constitute or be deemed a waiver of the Customer's right thereafter to enforce those rights, nor shall any single or partial exercise of any such right preclude any other or further exercise thereof or the exercise of any other right.

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4.45.   Annual Appropriations.   The State's performance and obligation to pay under this contract are contingent upon an annual appropriation by the Legislature.

4.46.   Execution in Counterparts.   The Contract may be executed in counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

4.47.   Severability.   If a court deems any provision of the Contract void or unenforceable, that provision shall be enforced only to the extent that it is not in violation of law or is not otherwise unenforceable and all other provisions shall remain in full force and effect.

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SECTION 5
SPECIAL CONTRACT CONDITIONS

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NOTE: SPECIAL CONTRACT CONDITIONS CONTAINED IN SECTION 5.0 WILL SUPERSEDE AND SUPPLEMENT GENERAL CONTRACT CONDITIONS (PUR 1000) CONTAINED IN SECTION 4.0.

5.1.   Definitions

The definitions found in Rule 60A-1.001, F.A.C. and other sections of this solicitation shall apply to any contract resulting from this solicitation. The following additional terms are also defined:

(a).   "Acceptance Date" means the date on which Lessee accepts installation of Equipment on a particular Equipment Schedule upon satisfactory completion of such acceptance tests as have been agreed to by Lessor and Lessee, which acceptance is evidenced by the execution and delivery by Lessee of a Certificate of Acceptance.

(b).   "Authorized Dealer" ("dealer") means an agent/reseller/dealer/subcontractor authorized by the Manufacturer or Private Label Distributor, in writing, to provide equipment and/or services, to State Term Contract customers, under the direct supervision of the Manufacturer or Private Label Distributor.

(c).   "Business Day" shall mean a calendar day, excluding Saturdays, Sundays and all days in which banking institutions in the State of Florida are closed.

(d).   "CMBE" means a Certified Minority Business Enterprise as certified by the State of Florida Office of Supplier Diversity.

(e).   "First Time Fix" is the measurement of a successful service and technical support call. It is defined by the dealer's or manufacturer's ability to remedy the underlying issue on the first service call. This measurement shall be that no other service calls are placed for the same issue within a 90 day period of time.

(f).   "Lessee" is any State of Florida Agency or Other Eligible User as defined in Section 3, which has executed a purchase against the State Term Contract to which these terms and conditions are a part.

(g).   "Lessor" is an awarded Contractor of the State Term Contract to which these terms and conditions apply.

(h).   "Line Item Catalog" means the spreadsheet located within the ARAVO Content Management Tool used when a punch-out site (see below) is not available or feasible.

(i).   "MFMP" means MyFloridaMarketPlace, the State's e-Procurement system.

(j).   "MFMP Service Provider" means the third party company operating the State's e-Procurement system, MyFloridaMarketPlace.

(k).   "Ordering Instructions" means the detailed information listed in the ARAVO Content Management Tool and on the State Term Contract website when a Line Item Catalog is being used to place orders.

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(l). "Pricing Spreadsheet" shall set forth the quantity, model number, description, serial number and the price paid by Lessee of each leased item included therein. In addition, the spreadsheet shall state the lease term applicable to all Equipment included on the contract. Each pricing spreadsheet shall be deemed to incorporate the terms and conditions of this state term contract lease provisions.

(m). "Prime Contractor" means the vendor awarded the contract. Throughout this document, the Prime Contractor may also be referred to as the Vendor and Contractor .

(n). "Punch-out site" means the Contractor owned and maintained web-based electronic ordering system interfaced with the MFMP web-based electronic ordering system.

(o). "Response Time" means the arrival of a trained service person at the customer's site.

(p). "Service Call" is an on-site technician visit due to machine error or breakdown requiring the on-site services of an authorized service technician to remedy the error.

(q). "Service Response Time" is the time required to solve a service call beginning from the time the call is logged with the Successful Vendor until either an Authorized Service Technician arrives on site or the issue is resolved through the Successful Vendor's phone support.

(r). "State of Florida Contract Administrator" ("Contract Administrator") means the contact person(s) listed on the State of Florida's State Term Contract web page.

5.2. Notice to Contractor

The Contractor shall comply with all laws, rules, codes, ordinances, and licensing requirements that are applicable to the conduct of its business, including those of Federal, State, and local agencies having jurisdiction and authority. By way of non-exhaustive example, Chapter 287, F.S., and Chapter 60A, F.A.C., govern the Contract. By way of further non-exhaustive example, the Contractor shall comply with section 274A of the Immigration and Nationality Act, the Americans with Disabilities Act, and all prohibitions against discrimination on the basis of race, religion, sex, creed, national origin, handicap, marital status, or veteran's status. Violation of such laws shall be grounds for Contract termination.

Florida Information Technology Resource Security Policies and Standards- as defined in Rule 60DD-2, F.A.C and proposed Rule 71A-1 shall apply to this solicitation where necessary.

5.3. Contract Management

Contractor(s) agrees to the following contract management requirements:

(a). Contractor shall designate one of its employees as Contract Manager to act on its behalf with regard to management of this contract. Contractor shall provide designee's resume and a brief description of the employee's qualifications. The Contractor may not change its Contract Manager without providing the Department a replacement and shall submit written notification no less than ten (10) days prior to change to the State of Florida contract administrator. This individual will support multiple Customers and shall respond to calls and/or emails within twenty-four (24) hours. Customer support contact information shall be provided on the Vendor Information Form. Contractor shall also provide contact information for the designated employee's supervisor.

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(b).   Contractor shall provide toll-free customer service phone support from 8:00 AM to 5:00 PM (for the corresponding service time zone) Monday through Friday, except for State holidays. TDD (Telecommunication Device for the Deaf) or other suitable support access must be made available during the above customer service operating hours.

(c).   As part of contract management, the Contractor agrees to conduct Business Review Meetings, which may be held at a date, time and location to be mutually agreed upon, with the Department. These meetings are to be held one (1) to two (2) times per calendar year, not more than six months apart, unless additional meetings are necessary due to Vendor performance and/or compliance issues. The Department encourages Contractors to identify opportunities to generate lower costs. A continuous improvement effort, consisting of various ideas to enhance business efficiencies, may be discussed at the Business Review meetings or as identified. The agenda for the Business Review meetings will include:

- Contractor performance review
- Contract improvement
- Productivity improvement
- Increasing contract usage among the Eligible Users
- List and description of all service calls and timeframe for resolution

(d).   Contractor shall maintain at no additional cost to the State, and in a reasonably accessible location all records pertaining to its products and services provided to the Department under this Agreement for a period of five (5) years after expiration of contract. Product information shall consist of the following minimum activities:

- Contractor shall maintain all MFMP registration information up-to-date and current.

- Contractor shall establish, maintain (through the ARAVO Content Management Tool), and update, as product offerings are updated, a list of specific products and services to be included in a line-item catalog available through the MFMP web-based procurement system.

- Contractor shall maintain current data on machines Contractor has in place with State of Florida agencies and OEUs. The data provided shall be as outlined in the Equipment Summary Report. This report shall include the customer name, machine model numbers; volume of machines sold or leased, and total dollar value.

5.4.   Contract Reporting Requirements
Required reports for this contract are:
- Monthly fee reporting (and fee payment) via MyFloridaMarketPlace
- Quarterly reports detailing contract usage submitted to the contract administrator via email as detailed below.
- Other reports (as specified in Section 3) upon contract administrator's request

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5.4.1. Monthly Fee Reporting
Monthly fee reporting is required within the MyFloridaMarketPlace system and, shall include the total of all sales made to State of Florida agencies and OEUs referencing the contract number. Fee payments are due by the 15th of the month in which the Consolidated Billing Invoice (CBI) is generated (per Section 4.14.).

5.4.2. Quarterly Fee Reporting
The Contractor shall be responsible to submit contract spend reports to the Contract Manager using the (State Term Contract) STC Reporting Form provided by the contract administrator. The following data must be reported to the Department on a quarterly basis (January, April, July, and October) for the length of the contract. Report shall include:
- Contractor's Name
- Contractor's Contract Administrator contact information
- Contractor's contact information for the individual who compiled the report
- Reporting Period (State of Florida utilizes standard fiscal quarters; Q1 (July – Sept), Q2 (Oct – Dec), Q3 (Jan – Mar), Q4 (Apr - Jun)
- Total dollar value of purchases and leases per quarter separated by State Agency and Eligible User totals, and separated by purchase order and p-card order total dollar values.
- Total quarter dollar volumes purchase order, p-card order and cumulative total.
- Total spend with certified and non-certified woman/minority/service-disabled veteran owned business enterprises ("WMVBE") directly related to transactions under this contract. Reports shall include the :
  - period covered,
  - vendor name,
  - State of Florida minority vendor code,
  - Federal Employer Identification Number (FEIN) of each WMVBE utilized during the reporting period,
  - commodities and services provided by the WMVBE,
  - amount paid to each minority agent/dealer on behalf of each purchasing agency or Eligible User ordering under the terms of this contract

A sample report form shall be made available on the State Term Contract web site, and will be made available on the State of Florida State Term Contract web page.

Failure to provide quarterly reports within thirty (30) calendar days following the end of each quarter (October, January, April, and July) may result in the Contractor being found in default and cancellation of the contract by the Department.

Submission of the quarterly sales reports are the responsibility of the Contractor without prompting or notification by the Department. The Contractor shall submit the completed quarterly reports by email to the administrator of the resulting contract.

5.5.   Method of Payment/Purchasing Card Program (P-Card)
The method of payment for this Contract is a Customer purchase order, check or government credit card.

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Exhibit A

The State of Florida has implemented a purchasing card ("P-Card") program, which at the time of this contract solicitation, uses the Visa platform. Vendors may receive payment from State agencies by the State's Purchasing Card in the same manner as any other credit card purchases. P-Card acceptance for purchases and leases is a mandatory requirement for this solicitation, but is not the exclusive method of payment.

If the State changes its P-Card platform during the term of Contract resulting from this RFP, the Contractor shall make any necessary changes to accommodate the State's new P-Card platform within 30 days of notification of such change.

5.6. Product Availability and Restrictions
Equipment available to customers shall be new equipment only. It is anticipated that as equipment offered within the solicitation response is no longer produced and is considered to be end-of-life, the Contractor will provide replacements for said equipment at the discount level corresponding to the replacement's category level.

5.7. Delivery and Installation Requirements
Unit prices shall include delivery to the ordering Customer, F.O.B. destination, freight prepaid, delivery, uncrating, assembly, installation, making ready for use, removal of debris and instruction of Customer personnel. No other fees or charges will be paid by the Customer. Product shall be delivered within thirty (30) days after receipt of order. Contractor shall notify the Customer at least forty-eight (48) hours in advance of delivery so that necessary arrangements can be made. Contractor shall be responsible for any damages to building or individuals as a result of delivery and installation. If equipment ordered cannot be delivered with the 30 days, the customer must be given and order status updated, either verbally or via email, on a weekly basis.

5.8. Instructions and Maintenance Manual
At the time of the delivery, the Contractor or Reseller shall be required to furnish the Customer at least one (1) instruction manual and one (1) maintenance manual for each system ordered. Bulletins, revisions, and corrections shall be provided for each system purchased, as they are issued by the manufacturer. Each instruction and maintenance manual shall contain definitions of terms, definition of equipment, equipment capabilities, technical descriptions of equipment operations, description of malfunction identifications, trouble shooting procedures and detailed schematic and use instructions.

5.9. Warranty
Contractor shall fully warrant all items furnished from this solicitation against defects in materials and workmanship for a minimum period of ninety (90) days from date the equipment is accepted by the Customer. Acceptance is defined as when the product is installed, in good working order, made operational in accordance with standard specifications, and on-site training is completed. A signed and dated certificate of acceptance may be provided to the vendor by the customer. The 90 day warranty shall be on-site, parts and labor, next business day support and included in the product purchase price. The warranty shall cover material, labor and transportation charges, if any. Warranty for software includes any upgrades thereto during the warranty period. Warranties of less than ninety (90) days will not be accepted or considered and may render a Respondent non-responsive.

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All products must operate in accordance with the manufacturer's standard specifications and documentation. Should any defects in workmanship or materials, appear during the warranty period, the Contractor shall repair or replace such items immediately upon receipt of notice from the Customer at no additional expense.

5.10.   Equipment Reliability / Non-Performance

Awarded contractor is required to provide satisfactory service levels at all times. Degraded performance and/or excessive equipment down time shall not be acceptable. Excessive equipment down time is defined as two (2) or more service calls over a one (1) month period for non-routine equipment wear and tear related issues or repeated repairs to the same piece of equipment. Should a piece of equipment (a) continue to malfunction during the warranty period after repeated service calls, (b) require excessive amount of remedial maintenance, or (c) in the opinion of the Customer is not providing satisfactory performance after five (5) service calls, the Contractor, after receiving notice in writing by the Customer that such a situation exists, agrees to remove and/or replace the defective unit (Customer's choice) within five (5) business days of such notice at no cost to the Customer. If the Customer requests removal of leased equipment, contractor will cancel the lease effective immediately with no additional payments due from Customer. Replaced units shall be new and as per the original specifications or better if original unit is no longer available.

Failure to comply with above requirements may result in the contract supplier being found in default and unilateral cancellation of the contract by the State.

5.11.   Factory Service Requirements

The Respondent agrees to maintain at least one factory-authorized service station and/or servicing dealer within the State of Florida to perform warranty repairs and adjustments throughout the Contract Term. Respondent must update the ordering instructions form throughout the Contract Term as needed. The Contractor shall promptly notify the Department of any changes thereto, however the Parties expressly agree that changes to the Service Representative List are not Contract Amendments and do not require a formal written agreement. This arrangement shall not relieve the Contractor of its duty to maintain at least one (1) authorized service location within the State of Florida.

The Contractor may offer the State Agencies and Eligible Users "after warranty" service agreements for the maintenance and repair of goods after the initial warranty expires. The Contractor shall provide pricing for this additional service as a separate item on the pricing spreadsheets.

5.12.   Security and Confidentiality

Contractors, providers, and partners employed by agencies or acting on behalf of agencies shall comply with the rule, guidelines, agency security policies, and employ adequate security measures to protect agency information, applications, data, resources, and services.
Contractors/Vendors are required to notify the customer/agency within 24 hours of a suspected or confirmed data breach.

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5.13. Purchase and Lease Provisions

Customers will be authorized to purchase or lease equipment by issuance of a purchase order referencing the contract number. The manufacturer's lease or service agreement form will not be used since the contract resulting from this RFP and the purchase order will constitute the complete agreement.

Note: Should the Contractor present and customer sign, a contract and/or service agreement, that document shall be void and non-binding.

All State Agencies are required to receive pre-approval from the Department of Financial Services PRIOR TO entering into a lease in excess of the annual Category Two threshold (currently $25,000). No lease shall exceed 5 years. All State agencies are urged to review the Chief Financial Officer's latest memorandum addressing leases and deferred-payment purchases of equipment when considering the leasing or purchasing of equipment.

5.13.1. Leases

Lease prices shall remain firm throughout the lease period selected by the Lessee. Lease agreements shall be effective on the first day following the executed Certificate of Acceptance. No interim rent or interim term may be charged under any circumstances. The date of acceptance is that date listed on the Certificate of Acceptance Form after equipment has been installed, tested and Customer trained. Leases shall only be executed under this Contract if the Contractor is the Lessor. No third party lease agreements are acceptable. Maintenance/Service and Supplies plan must be must be obtained for the duration of the original lease term.

Available Lease Periods:

2-Year Lease: A consecutive twenty-four (24) month equipment plan (not a lease purchase plan) which shall expire at the end of twenty-four (24) month period. No termination notice shall be required by either party at end of lease.

3-Year Lease: A consecutive thirty-six (36) month equipment plan (not a lease purchase plan) which shall expire at the end of the thirty-six (36) month period. No termination notice shall be required by either party at end of lease.

4-Year Lease: A consecutive forty-eight (48) month equipment plan (not a lease purchase plan) which shall expire at the end of the forty-eight (48) month period. No termination notice shall be required by either party at end of lease.

Maintenance shall include full service including preventive maintenance, all service calls, travel, loaner equipment and no charge replacement of all defective or worn parts and machines. [Reminder: cost for maintenance agreement shall be included in the monthly lease price, but shown separately for informational purposes as maintenance agreement pricing is used when calculating a lease total cost analysis.]

5.13.2. Expiration of Lease

Lease agreements shall expire upon completion of the specified lease period and *shall not be automatically renewed* for a new lease period. The customer, within 30 days of lease

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expiration, shall make arrangements with the lessor to either have the equipment picked up upon lease end or notify lessor of intent to renew. A Customer's failure to notify the lessor of the intent to terminate does not constitute intent to renew.

All leased equipment not renewed shall be removed from customer's location within ten (10) days after expiration of lease at contractor's expense. Leases may be renewed under a maintenance plan if the five (5) year combined lease term has not been reached. All equipment removal shall be coordinated with customer.

5.13.3. Renewal of Lease

Lease renewals are permitted under this contract for the same equipment used during the original lease term. The combined time frame of the original lease term and the lease renewal shall not exceed 5 years. Pricing for lease renewals shall be the option selected pricing provided in the Maintenance Service and Supplies spreadsheet for the appropriate leased machine segment.

5.13.4. State of Florida Consolidated Equipment Financing Program (CEFP)/Purchases

Unless specifically exempted by the Department of Financial Services, all state agencies' deferred-payment purchases shall be acquired through the consolidated equipment financing program. For further details, go to http://www.myfloridacfo.com/aadir/statewide_financial_reporting/index.htm.

*Note: this financing is also available to state universities and state community colleges.

5.13.5. Lease Approval Checklist

Prior to entering into a lease in excess of the annual Category Two threshold (currently $25,000), State Agencies must submit a completed "Checklist for Requesting Department of Financial Services Approval to Lease Equipment (ref. Section 287.063, F.S.)" to the Department of Financial Services for preapproval. This form is located at: http://www.myfloridacfo.com/aadir/statewide_financial_reporting/index.htm.

5.13.6. Lease Cancellation for Convenience

Lease agreements may be canceled at any time during the lease agreement period by the lessee. A thirty (30) day cancellation notice, in writing, will be required of the lessee. All money due the lessor (excluding maintenance and supplies costs) for the remainder of the lease agreement period will be due and payable upon completion of the equipment removal, *except in documented cases of non-performance by the contractor or non-appropriations*. Upon cancellation without cause of a lease agreement by the lessee, the equipment will be returned to the lessor with transportation at the lessee's expense (including removal charges, if applicable).

5.13.7 Lease Cancellation Due To Non-Performance

The initial lease agreement may be cancelled at any time during the lease period for contractor or equipment non-performance (as outlined in section 5, Special Conditions, and section 6, Technical Specifications). If the lessee requests removal of leased equipment, lessor will cancel the lease effective immediately with no additional payments

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due from customer. Equipment will be removed from lessee site within ten (10) days of such written notice at no cost to the lessee.

5.14.   Standard Support Levels

Contractors shall provide the following standard levels of support under the Contract:
- Inside delivery and Dealer set-up and installation at no cost to the customer;
- Minimum 90-day warranty for parts coverage and support;
- Maximum two (2) business days repair time, or replace with comparable equipment (replace with new equipment during the warranty period) (see Service Level Agreement);
- Toll-free telephone support and information;
- (Minimum: Business days 8:00 a.m. to 5:00 p.m., within corresponding time zone);
- Service response time minimum of 24 hours after receipt of problem call;
- Access to all software or firmware updates installed or bundled with the product for the term of the full warranty;
- 30-day money back guarantee, return to vendor, with no restocking fee or comparable charge;
- Standard End-User Training;

5.15.   Optional Support Levels

Optional Support that may be offered includes, but is not limited to:
- Warranty upgrades may be purchased at time of purchase or any time afterwards during the product life cycle;
- Warranty service response upgrades; e.g., on site, 4 hour response, or next business day;
- Extended End-User Training

Optional support levels resulting in increased cost to Customers shall be clearly and separately identified on the Contractor's authorized product and price list submitted on the pricing spreadsheets. Integrated components shall carry the same support level and warranty provisions as the system. By way of non-exclusive example, paper feed units, data security kits, finishers, network/fax boards, hard drives, and large capacity trays. Customers shall not be required to purchase maintenance from Contractor and may enter into separate agreements for maintenance and support with entities other than Contractor.

5.16.   Service and Response

Awarded contractor shall respond to all service calls within twenty-four (24) hours after notification. Standard business hours are defined as Monday through Friday, 8:00 AM – 5:00 PM, excluding Saturdays, Sundays and nationally and state observed holidays. For the purposes of the contract resulting from this bid, response time shall mean the arrival of a trained service person at the user's site. A telephone call, unless it results in solving the problem, shall not be deemed an acceptable service response. Repeated failure to provide service to all specified areas within the contracted time will result in the removal of the contractor from the contract.

An equivalent loaner piece of equipment with similar specifications must be provided, at no additional charge if the equipment cannot be repaired within two (2) work days of request for service. The invoice for lease or maintenance will be reduced by one-thirtieth (1/30) of the

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monthly base charge for each day that the equipment is inoperable and there is no loaner available beginning after the expiration of the (2) work days.

Contractor shall utilize only genuine or factory authorized replacement parts for repair of equipment. Under no circumstances will the Customer deliver or mail equipment to the contractor for repair. In responding to the solicitation, the Respondent certifies replacement parts will be available for five (5) years and each of the designated dealers is aware of and agrees to conform to all terms and conditions of this solicitation and resulting contract. Repair parts must be stocked at all service locations. Downtime in excess of four (4) work days may be cause for default.

Customers shall have the option to upgrade service response times for the entire lease term or on a per call basis at a published rate provided with solicitation response.

Vendors may offer Service exchange (equipment replaced with new machine of equal or better performance) in lieu of on-site service at the customer's preference.

In the event a designated dealer is non-responsive under a resulting contract, State Purchasing reserves the right to remove such designated dealer. If this occurs, the contract supplier shall designate an authorized replacement dealer within thirty (30) days of written notification by State Purchasing. Such action shall in no way relieve the contract supplier from liability and the obligation to fulfill the terms and conditions of the contract. Failure to comply shall be considered a default of the contract.

5.17. Maintenance Plans

Maintenance Plans shall be available for current contract equipment and for pre-contract (legacy) purchased equipment. In addition to the requirements listed within the Standard Support Levels (Section 5.13) maintenance plans for each submitted unit shall include, at a minimum, the following:

- Imprint supplies (toner/non-toner);
- Replaceable parts subject to wear over time (drums, fusers, etc. as applicable);
- Staples (if used by machine and stapling accessory is installed);
- Preventative maintenance service calls as recommended by the manufacturer;

5.17.2. Maintenance and Service of Leased Equipment

Contractor certifies acceptance of the following guarantees on leased units:

- All broken or defective parts not caused by neglect, misuse, or abuse and all necessary machine adjustments occasioned by such defective or broken parts will be covered by the Contractor during the term of the lease.
- The Contractor agrees to promptly repair or replace on a one for one basis without additional cost to the ordering entity.
- Contractor will be responsible for pick up and/or delivery of units that require service. If the required service cannot be completed within two (2) business days, the Contractor will provide an equivalent loaner piece of equipment to entity, at no additional charge.

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- While equipment is under a lease agreement, all rate changes and software updates shall be included.

5.18.   Relocation and Moving of Leased Equipment

Customer shall notify Contractor any time leased equipment is relocated to another physical street address. Relocation of leased equipment within the same building shall be performed by the Contractor at no charge. Relocation within the same complex shall be done at no charge unless equipment must be trucked to another building and then the submitted relocation charge is allowed and payable under this contract if a truck is necessary. For more complex relocation needs, Contractors shall submit prices estimates to the customer prior to any movement of the equipment.

5.19.   Contractor's State Contract Webpage

The Contract resulting from this solicitation will become a public document. DMS maintains a website used to display State Term Contracts and product information to eligible users and other interested entities.

The Awardee(s) shall, within thirty (30) days after the date of award listed on the Certification of Contract document, develop and maintain their own State of Florida web page to post approved and required Contract information, which shall include pricing, percentage discounts, terms, catalogs, ordering instructions, descriptive information, list of products that meet the State of Florida's approved green product labels / standards, and product pictures. The State Contract web page must maintain compatibility with the browser software being used by DMS, currently Internet Explorer 7.0. Contractor is responsible for any and all costs associated with providing this information to the State.

The web site must have the following required items:
- Accurate Contract pricing and equipment;
- Detailed item descriptions, model numbers, standard inclusions, optional accessories;
- Information to access product literature of awarded items, including photos of awarded products;
- Additional links to access technical product literature of awarded items;
- Authorized servicing dealers with current contact information;
- Maintenance options
- Contract authorized value-added services
- List of products that meet the State of Florida's approved green product labels / standards;
- The Universal Resource Locator (URL) for the Vendor's State Contract web page must be supplied to the Contract Administrator within 30 days of Contract award.

Continued disruption of service or inadequate access may be grounds for termination and removal from the Contract, subject to Section 4.23.

Contractors should note that the US Federal Trade Commission's Guides to the Use of Environmental Marketing Claims (Green Guides) regulate how companies label and advertise using environmental claims / terms (available at http://www.ftc.gov/bcp/grnrule/guides980427.htm) 16 C.F.R. Part 260 for details. It is the Prime Contractor's responsibility to accurately identify their products that meet the State of Florida's

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approved green product labels / standards (e.g., Energy Star, Green Seal) in their electronic catalog, punch-out site and on State Contract web page. For Florida approved green product labels / standards please see the State of Florida's Climate Friendly Preferred Products List (excel spreadsheet link). Failure to accurately represent green products may be cause for termination upon notice by the Department.

5.20. Contract Revisions

Though Contractors are responsible for maintaining their own contract information through their State Contract Web Page, any product updates to the originally approved equipment must be approved by the contract Administrator prior to being offered to Contract Customers. Product detail, options, and pricing must be submitted on the appropriate segment price sheet with any request to products. Changes to ordering instructions and servicing/dealers list must be submitted to the contract administrator prior to implementation. Upon review of the Contractor's state contract web page, should unauthorized information be discovered within the site, the contract link may be immediately suspended until the information is appropriately revised or the contract canceled due to non-compliance.

5.21. Electronic Invoicing / Billing

Equipment purchased on this State Term Contract shall be DIRECT BILLED BY THE CONTRACTOR OR AUTHORIZED DEALER. The Contractor must provide in-house financing. Third party billing providers/finance companies shall not be authorized for use.

Contractors must offer at a Customer's request, various payment terms. The terms for the reconciliation may be monthly, bi-monthly or quarterly. Billing terms must be clearly specified on the Customer's purchase order.

State Agencies shall be electronically billed through the MyFloridaMarketPlace (MFMP) system wherever able (see MFMP Invoicing Requirements). All other Eligible Users should be electronically direct billed whenever possible.

At a minimum, each leasing invoice shall provide the following information:
- Customer name;
- Service order/P.O. numbers for equipment being billed;
- Serial numbers equipment billed
- Account numbers
- Bill date
- Billing term
- Bill remittance address
- Begin and End counts used for billing
- In cases of fleet aggregate billing, invoice shall include total count reported by customer
- Overage counts (if any)
- CPC overage charge
- Adjustments (detailed information on all adjustments within the bill must be provided)
- Sub-total of current charges
- Net amount due

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At a minimum, invoices for equipment purchases and maintenance plans shall provide the following information:

- Customer name
- Service order/P.O. numbers for equipment being billed
- Serial numbers of equipment billed
- Account numbers
- Bill date
- Install date (purchase)/billing term (maintenance plan)
- Remittance address
- Net amount due

All invoices shall have a due date of no less than 30 days from the invoice creation date and, must be received by the customer within 7 days of the invoice creation date.

For electronic invoicing, before orders may be completed and invoicing from contractors or sub-contractors may begin, a test must be successfully conducted using the billing data transmitted from the contractor or sub-contractor to create an end-user invoice.

Over the life of the contract, changes to billing formats or data elements required by the State may occur. Contractors and sub-contractors will be required to adhere to these changes for all billing purposes.

5.22. Payments

Payment for equipment will be processed upon the satisfactory completion of delivery, installation, training, acceptance, and correct invoicing. Per Section 4.15 (PUR 1000), payment shall be made in accordance with sections 215.422 and 287.0585 of the Florida Statutes, which govern time limits for payment of invoices.

5.23. Taxes and Other Fees

Relocation charges shall be listed as a flat rate per machine.

Contractor and, all servicing dealers shall not charge any additional fees, including but not limited to, property taxes, delivery charges, pick-up charges, fuel surcharges, etc.

5.24. Requests for Quotes

Although not required for the State Term Contract resulting from this RFP, CUSTOMERS MAY COMPETITIVELY SET THE PRICE FOR ANY PURCHASE BY INITIATING A REQUEST FOR QUOTES ("RFQ") among the awardees within a Category. An RFQ is an oral or written request for written pricing or service information from a Contractor, for products available under the Contract from the Contractor. When the RFQ process is used, Customers should create and maintain written records of oral and written requests, and written quotes received. Where the RFQ process is used, quotes should be in writing but otherwise informal, and need not be received or posted publicly or at a particular time or place.

The RFQ process is not mandatory under this Contract but may be used solely at the Customer's discretion. Customers are encouraged to seek, and awarded vendors to provide, greater discounts for volume orders.

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5.25. Leased Equipment Risk of Loss/Equipment Insurance

The (Lessee) shall be relieved from property risks including: loss or damage to all Leased Item(s) during the periods of transportation, installation, and the Lease Term except when loss or damage is due to the negligent acts of the Lessee.

It is the responsibility of the Contractor to insure all leased equipment.

- In cases of loss during the original lease term, the Lessee shall provide the Contractor with a copy of the filed police report, via certified mail, within 5 business days of receiving the police report.

- In cases of damage during the original lease term, the Lessee shall provide the Contractor with pictures of the damage and a certified letter detailing the damage to the equipment dated within 5 business days of the damage occurring or being discovered. The Contractor shall remove the damaged equipment from the Lessee's location within 10 business days of receiving the certified letter.

- In cases of damage due to negligent acts by the Lessee during the original lease term, the Lessee shall provide the Contractor with pictures of the damage a certified letter detailing the damage to the equipment dated within 5 business days of the damage occurring or being discovered, and shall pay the balance due on the lease, less service and supplies, to the Contractor within 30 days of receiving an accurate invoice for the balance. The Contractor shall remove the damaged equipment from the Lessee's location within 10 business days of receiving the certified letter.

5.26. Price Discount Levels

At no time during the contract period may the discount be reduced. The discount percentages shall not be decreased (e.g. 65% -> 60%) during the term of this contract; however, discounts from SRP may be increased (e.g. 60% to 65%) during the term of the contract by the Awarded Vendors. The Contract Administrator must be notified of any such increase in discount and updated price sheets submitted for posting. Vendors are encouraged to offer additional discounts for promotional offers and/or large/fleet orders. Promotional offers must be submitted to the contract administrator for approval prior to being offered to customers. Approved promotional offers shall be posted on the STC web site.

After a twelve (12) month period, justifiable requests for a price decreases may be requested by DMS. Minimum price decreases shall be based upon the Producer Price Index (PPI) (for that specific industry) as published by the U.S. Bureau of Labor Statistics

The last published non-preliminary Producer Price Index for the month prior to award/anniversary date of the contract will be the baseline for the beginning (old) PPI Index. The most recent published Producer Price Index prior to the contract year to be priced will establish the reference data for the new PPI Index.

The last published non-preliminary Producer Price Index for the month prior to award/anniversary date of the contract will be the reference date for the beginning (old) PPI Index. The most recent published Producer Price Index prior to the contract year to be priced will establish the reference data for the New PPI Index.

As an example: the price de-escalation formula would be tied to the change in the commodity for Office Machinery Manufacturing, PPI Series ID PCU333313333313. The formula is calculated

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by dividing the New PPI Index by the Old PPI Index to identify the Price De-escalation Rate. The Old Discount is divided by the Price Escalation Rate to determine the New Discount. This formula may be applied after Year 1 of the contract and on each subsequent anniversary of the contract effective date.

Details on how this PPI has historically performed can be found at the Bureau of Labor Statistics web site and following the below steps:

- Go to BLS website: http://www.bls.gov/ppi/
- Click on the PPI Databases link
- Select Industry Data (One Screen)
- Box 1: Type "333313" in the "Select an Industry" box for the Office Machinery Mfg. category and hit the adjacent "Find" button.
- Box 2: Select "333313333313" for Office Machinery Mfg in the "Select One or More Products" box and hit the adjacent "Find" button
- Box 3: Click the "Add to Your Selection" button and then the "Get Data" button.
- A table similar to the one shown below will be created.

Series Id: PCU333313333313
Industry: Office machinery manufacturing
Product: Office machinery manufacturing
Base Date: 198506

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2000	120.5	120.5	120.5	120.6	120.6	120.4	120.7	120.7	120.7	120.7	120.7	120.1	120.6
2001	121.9	122.3	122.3	122.3	122.3	122.3	122.3	122.3	122.3	122.4	122.4	122.4	122.3
2002	122.5	122.5	122.5	122.5	123.3	123.3	123.3	123.3	123.3	123.2	123.2	123.1	123.0
2003	123.1	123.1	123.1	123.7	123.7	123.7	123.7	123.7	123.7	123.7	123.7	123.7	123.6
2004	123.7	123.6	123.8	125.5	125.6	125.6	125.6	125.6	125.6	125.6	125.4	125.4	125.1
2005	129.3	129.7	129.7	129.7	129.7	129.7	129.7	129.7	129.5	129.2	129.4	129.4	129.5
2006	129.4	129.4	127.8	127.7	127.7	127.7	127.8	127.8	127.8	127.7	125.2	125.1	127.6
2007	125.2	125.5	125.5	125.6	125.7	125.9	126.0	126.0	126.0	126.1	126.4	126.4	125.9
2008	126.8	126.9	127.2	127.6	128.5	128.5	129.1	129.6	129.6	130.1	130.1	130.1	128.7
2009	130.4	130.4	130.5	129.8	129.8	130.6	131.0	131.2	131.2	131.4	131.7 (P)	131.5 (P)	130.9 (P)
2010	132.2 (P)	132.0 (P)											

P: Preliminary. All indexes are subject to revision four months after original publication.

Calculation Example:
In this example, Feb 2006 is the first year anniversary of the contract. Therefore,
Old PPI: Jan 2006 PPI for Computer Printers = 129.4
New PPI: Jan 2007 PPI for Computer Printers = 125.5

Price De-escalation Formula:
New PPI / Old PPI = Price De-escalation Rate (rounded to four decimal points)
"Old Price Discount %" ÷ "Price De-escalation Rate" = New Price Discount % (rounded to two decimal points)

Calculation:
125.5 ÷ 129.4 = .9699 which equates to a Price De-escalation Rate of 96.99%
50% ÷ 96.99% = 51% (New Price Discount Percent)

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Any decreases negotiated during the term of the contract shall become effective no later than thirty (30) days after approval of the request.

5.27. Benchmark Report / Competitive Price Assurance

Upon request, to ensure the State continues to receive competitive market pricing, Contractor(s) shall report to the Department the following benchmark data:

- The benchmark data will compare the State's rates against rates contractually provided to other states and enterprises by the contractor, with attention given to a similar mix of products and services associated with other such contracts.
- The benchmark will emphasize those rates negotiated within the most recent twelve (12) months.
- The benchmark will be made for those services that represent the State's most significant purchase volumes.
- The benchmark will compare the State's rates against the best rates found in the industry (i.e., the top 10%) within the United States.
- Should it be found that the State's pricing is higher than the market benchmark, the Contractor shall unilaterally reduce the State's pricing, charges and/or discounts, as appropriate, to make the State's rates comparable to the benchmarked best rates. Any adjustments shall be made available to the Customers within thirty (30) days of notification of findings.

5.28. Additional Hardware and Services

Contractors may offer and the State may purchase equipment, systems or services as detailed on the Pricing Spreadsheets. When additional equipment, systems or services are proposed, a State Term Contract Product Change Form must be submitted to the Department for approval.

THE STATE OF FLORIDA CONTRACT ADMINISTRATOR <u>MUST</u> APPROVE ANY REPLACEMENT OR ADDITION OF EQUIPMENT, ACCESSORIES, SOFTWARE, OR SERVICES PRIOR TO ADDITION TO THE CONTRACT.

Percentage discounts for equipment, accessories and software must be consistent for each machine proposed. For example, if a 50% discount (off SRP) is proposed within a category, then the same percentage should apply to all types and models of equipment (including replacement models and services) available within that category (or minimally within that sub-category).

The ability to add equipment and services at a pre-determined (discounted) price is for the convenience and benefit of the Customer. The intent of this option is to promote "one-stop shopping" for the customer and to facilitate normal growth within the industry.

The Department reserves the right to prohibit the sale of any and all additional products and services outside the scope of this RFP. Abuse of this additional hardware, software, and services option to complete transactions for unauthorized commodities or services may be prosecuted under s. 858.22 F.S. or other applicable laws.

5.29. Installation and Environmental Requirements

Prior to order acceptance, Successful Vendor must advise Customer of any and all specialized installation and environmental Customer site requirements for the delivery and installation of contract equipment. This information should include, but is not limited to the following:

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- Air conditioning;
- Electrical requirements;
- Special grounding;
- Cabling requirements;
- Space requirements;
- Humidity and temperature limits, and;
- Any other considerations critical to the installation.

5.30. Insurance requirements

Within ten (10) calendar days after date of award on certification of contract document, contractor shall provide the Department with a certificate of insurance. During the contract term, the contractor at its sole expense shall provide commercial insurance of such a type and with such terms and limits as may be reasonably associated with the contract, which, as a minimum, shall be: workers' compensation and employer's liability insurance per Florida statutory limits (currently $100,000 per accident, $100,000 per person, and $500,000 policy aggregate) covering all employees engaged in any contract work; commercial general liability coverage on an occurrence basis in the minimum amount of $500,000 (defense cost shall be in excess of the limit of liability), naming the department as an additional insured; and automobile liability insurance covering all vehicles, owned or otherwise, used in the contract work, with minimum combined limits of $500,000, including hired and non-owned liability, and $5,000 medical payment. Providing and maintaining adequate insurance coverage is a material obligation of the contractor and is of the essence of the contract. The contract shall not limit the types of insurance contractor may desire to obtain or be required to obtain by law. The limits of coverage under each policy maintained by the contractor shall not be interpreted as limiting the contractor's liability and obligations under the contract. All insurance policies shall be through insurers authorized to write policies in Florida.

5.31. Return of Product

Any equipment delivered in poor condition, items delivered in excess of the amount authorized by the requisition form, or items not included on the requisition form or purchase order may, at the discretion of the Purchasers, will be returned to the Vendor at the Vendor's expense within 30 days. Credit for returned goods shall be made immediately after Vendor receives returned goods.

If any product is returned to a Vendor for Failure to Perform, the Vendor will, at the State's discretion, refund all amounts paid to the Vendor for such product or replace the product, and the following shall apply:

- Within twenty (20) days of written notification by the Purchaser, the Vendor will make arrangements for the return of the product.

- The Vendor will bear all shipping and insurance costs.

- Vendor will be liable for damages to the product, unless caused by fault or negligence of the Purchaser that occur during the return process.

Exhibit A

5.32. Survivability

Product placements made using the authority provided by this Contract will survive the Contract itself. Those Customers purchasing, or leasing the equipment will continue to receive ongoing service from the Successful Vendor at the agreed upon Contract rate through the term of their placement contract agreement. The Contract terms and conditions will survive the authorizing contract through that final term and any subsequent renewals and extensions.

Those Customers purchasing equipment will receive ongoing service from the Successful Vendor at the agreed upon Contract rate until the expiration of the Lease/Service Contract.

5.33. End of Life

State Agencies and other eligible users are required to take active measures to securely sanitize or destroy the hard drive of the device prior to release to contractor.

Management of Equipment at end of life will be the responsibility of the Contractor. The end-of-life management program included in Respondent's Response must include the following:
- A historic commitment to end-of-life management of Equipment after consumer use
- Parts reuse and materials recycling systems
- A packaging return system
- An equipment take-back program
- Hard drive buy-out option

5.34. Electrical Connections, Surge Protectors and Telephone Lines

It is recommended that all purchased and leased machines are connected to an external surge protector to protect their telephone, network and electronic components; this is in addition to any internal surge protector. Customers are not required to obtain surge protectors from the equipment vendor as at the time of solicitation surge protectors are available via STC 250-000-09-1.

5.35. Special Discounts/Promotions

Respondents are requested to quote any special discounts or promotions offered for equipment whose end use is restricted (educational discounts etc.). Bidders should include full details on all required qualifications for the special discounts as well as the duration.

5.36. Quantity Discount

Respondent may enter quantity discounts in the space provided in the price sheet or if space is insufficient, bidder may insert an additional tab listing such prices.

5.37. Trade-Ins

The State reserves the right to offer used equipment in trade as part of the purchase price, in accordance with values in effect at the time the item is traded. Trade-in equipment is represented by the State "as is" and expresses no warranty as to its condition. In the event that no trade-in allowance is offered or the allowance has not been accepted, the State reserves the right to retain possession of the equipment at the option of the agency. Equipment for trade-in shall be picked up by the contractor at the point indicated in the agency's purchase order and shall be removed at contractor's expense.

5.38. Environmental Performance Commitments and Past Record

Vendors must demonstrate strong environmental performance records and operate responsibly socially and economically by providing a description of the following:

- Vendor's environmental performance plan and goals, including an existing pollution prevention plan and environmental justice policy; and
- ISO 14001 certification or other environmental management systems or processes currently adopted and in operation.

All machines are required to operate satisfactorily using Recycled Content Paper.

5.39. State Funds

In accordance with Section 216.347, F.S., and as provided herein, the service provider or contractor may not expend any state funds for the purpose of lobbying the legislature, the judicial branch, the executive branch, or any state agency.

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Exhibit A

<center>

SECTION 6

TECHNICAL SPECIFICATIONS

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6.1. Definitions

The definitions found in <u>Rule 60A-1.001, F.A.C.</u>, and other sections of this solicitation shall apply to any contract resulting from this solicitation.

(a). "Copier": A walk-up unit whose sole function is to produce reproductions of documents placed on its glass plates; is not capable of performing faxing, print job or scanning to file functions.

(b). "Copier-based MFP" means a machine whose base unit is a copier which has been enhanced to perform faxing, print job, scan to file functions, and can be networked.

(c). "Printer" means a machine which is not capable of performing copying, faxing, or scanning functions; only produces printouts.

(d). "Printer-based MFP" means a machine whose base unit is a printer which has been enhanced to perform scanning, faxing and copying functions.

6.2. Products

The State of Florida is providing vendors with the opportunity to propose all available business class products which fall into the Categories listed below.

- Category 1: Copier-based MFPs (Monochrome, Hybrid; 8 ½ x 11 - 11x17)
  - Segment 2: 21-30 cpm
  - Segment 3: 31-40 cpm
  - Segment 4: 41-69 cpm
    - Segment 4.1: 41-50 cpm
    - Segment 4.2: 51-60 cpm
    - Segment 4.3: 61-69 cpm
  - Segment 5: 70-90 cpm
    - Segment 5.1: 70-80 cpm
    - Segment 5.2: 81-90 cpm
  - Segment 6: 91 cpm and higher
    - Segment 6.1: 91-100 cpm
    - Segment 6.2: 101-110 cpm
    - Segment 6.3: 111+ cpm
- Category 2: Printer-based MFPs (Monochrome, Hybrid; 8 ½ x 11 - 11x17 *desired*) with duty cycle (ppm) ranges of :)
  - Small Workgroup**:** 20,000 – 49,999
  - Medium Workgroup: 50,000 – 99,999
  - Large Workgroup: 100,000+
  - ~~Departmental~~
- Category 3: Printers (Monochrome, Color, Hybrid; 8 ½ x 11 - 11x17 *desired*) with duty cycle (ppm) ranges of:
  - Small Workgroup: 20,000 – 49,999

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- o Medium Workgroup: 50,000 – 99,999
- o Large Workgroup: 100,000+
- Category 4: Workgroup and Network Sheet Fed Scanners (Monochrome, Color)
    - o Desktop Workgroup: 16-30 ppm
    - o Departmental: 31-50 ppm
    - o Low-volume Production: 51-75 ppm
    - o Mid-volume Production: 65-100 ppm
    - o High-volume Production: 100 ppm and higher

(Segments above are as listed within the BLI Buying Guide for Document Scanners)

- Category 5: Plain Paper Facsimile Machines
    - o Low Volume: .5MB of memory (often upgradeable and 200 sheets or less paper capacity (standard configuration)
    - o Mid Volume: Memory ranging from .5MB to 1MB and 201-499 sheet paper capacity (standard configuration)
    - o High Volume: Memory of 1MB+ and 500+ sheet paper capacity (standard configuration)

6.3. Acceptable Equipment

Primary bids for the PURCHASE of the following shall be for new equipment only.

- multifunction products (MFPs),
- Printers
- Facsimile machines
- Scanners

Primary bids for the LEASE of the following shall be for new equipment only.

- multifunction products (MFPs),
- printers,
- Workgroup and network sheet fed scanners,

New equipment is defined as newly assembled equipment that is factory produced and has been assembled for the first time which contains new components that have been fully inspected, tested and fully meets product performance and reliability specifications. Equipment must be newly serialized and the state or its eligible customers must be the first user of the product and must have new equipment set of warranties.

It is understood that the state will benefit from any equipment revisions, updates, additions, technical improvements, or necessary modifications in the units offered during the term of this contract at no additional cost.

6.4. Emissions Standards
All Equipment shall meet, at a minimum, the following emissions standards:
- Devices do not emit ozone in excess of 0.02 mg/m3
- Devices do not emit dust in excess of 0.25 mg/m3
- Devices do not emit styrene in excess of 0.11 mg/m3

6.5. Associated Products and Services Submittal

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Bidders may offer associated products for each item. Associated products shall be listed as outlined in bid price pages.

Associated products shall be limited to attachments, options, additional features, supplies and software for each unit. The State reserves the right to accept or reject, at any time before or after award, any or all of the associated products at its discretion.

The associated product submittal shall be offered at the same or better discount than offered for the basic item.

The Respondent must submit with its bid the current suggested retail price list. As new price lists are issued introducing new accessories/attachments and price reductions, such price lists shall be submitted to the Contract administrator.

All new items requested to be added to the associated product line during the contract or any extension period must be offered in accordance with the solicitation discounting format. Acceptance of any or all associated products for inclusion in the resulting State Term Contract shall be at the sole discretion of the State.

6.6. Specifications
6.6.1. General Requirements
All parts (hardware and software) which are necessary for the unit to be complete and ready for operation, or which are normally furnished as standard equipment, shall be furnished by the successful bidder. Each unit shall be provided with all manufacturers' start-up supplies required to be fully operational. Supplies shall not include plain paper. Supplies bid as part of the maintenance plan may be Original Equipment Manufacturer (OEM) supplies. Authorized users who opt-out of using a vendor's submitted maintenance plan, and at their sole discretion in accordance with their purchasing guidelines, may purchase supplies from vendors other than State Term Contract vendors if in the best interest of the Customer.

6.6.2. Networking
For Respondents offering network multi-functionality, the following applies:

- Respondents shall provide software support staff that shall coordinate with authorized user personnel in charge of the computer network to ensure proper integration of products within the customer's office environment as well as answer questions and concerns of the equipment installed.

- Respondents are to provide a telephone number for service support for a minimum of 90 days after installation. Network installation and after installation network support is not part of this contract. Authorized users should plan network requirements and solicit additional costs for networking prior to selection of the machine.

- Equipment shall comply with all Customer network security requirements and shall provide network security kits as an available option or standard component.

- Equipment must comply with the security requirements specified in Rule 60DD-2, F.A.C. promulgated 2004, currently in transition to 71A-1 anticipated promulgation 2010.

6.6.3. Accessories

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Respondents are encouraged to offer all available accessories for each piece of equipment offered on the bid response. All accessories shall be offered at the same discount level and shall carry the same warranty as the base equipment.

6.6.4. Security Specifications

Overwrite/Encryption: All proposed equipment containing a hard drive must have as available options, HDD Overwrite and/or HDD Encryption capabilities. Data overwrite standards must US Department of Defense (DoD) standards for data overwrite.

In addition, equipment must comply with the security requirements specified in Rule 60DD-2, F.A.C. promulgated 2004, currently in transition to 71A-1 anticipated promulgation 2010.

6.6.5. Value Added Products and Services

Added Value products and services offered by Respondents deemed to be in the best interest of the State by the Department shall become a part of any Contract resulting from this solicitation.

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SECTION 7
ATTACHMENTS

REQUIRED FORMS

ATTACHMENT 1   **Certification Table**

ATTACHMENT 2   **Pricing Spreadsheets**

       2.1 **Copier-Based MFP Pricing Spreadsheet**

       2.2 **Copier-Based MFP Maintenance Pricing Spreadsheet**

       2.3 **Printer-Based MFP Pricing Spreadsheet**

       2.4 **Printer-Based MFP Maintenance Pricing Spreadsheet**

       2.5 **Printer Pricing Spreadsheet**

       2.6 **Printer Maintenance Pricing Spreadsheet**

       2.7 **Sheet Fed Scanner Pricing Spreadsheet**

       2.8 **Facsimile Specifications And Pricing Spreadsheet**

       2.9 **CoTerm Lease Rates**

ATTACHMENT 3   **Response Authorization Form**

ATTACHMENT 4   **Service Level Agreements**

ATTACHMENT 5   **Savings / Price Reduction Form**

ATTACHMENT 6   **Vendor Responsibility Questionnaire**

ATTACHMENT 7   **References**

ATTACHMENT 8   **Contact Information**

ATTACHMENT 9   **Ordering Instructions**

ATTACHMENT 10   **Authorized Dealers**

ATTACHMENT 11   **Emergency Situations Contact**

ATTACHMENT 12   **Certification of Drug-Free Workplace Program**

ATTACHMENT 13   **Punch-out Capability Questionnaire**

ATTACHMENT 14   **Questions for Vendors**

Note: **Some of the Attachments require signatures. Please submit these as PDF files after being signed.**

REFERENCE DOCUMENTS & SAMPLE FORMS

- **INSTRUCTIONS TO VENDORS**

- **VENDOR CHECKLIST**

- **STATE OF FLORIDA VENDOR CODES**

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Exhibit A

- **MYFLORIDAMARKETPLACE (MFMP) ELECTRONIC INVOICING REQUIREMENTS**
- **STATE TERM CONTRACT QUARTERLY REPORT FORM**
- **SAMPLE ARAVO TEMPLATE**

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Exhibit B

Make:	Konica Minolta				0.04590	0.02920	0.02380
Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A61G011	bizhub 284e -Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Duplex Unit, 250 GB HDD, USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing, Optional Authentication Device Connection, Service USB Firmware Updates, Developer Unit, and Drum Unit.	$7,743.00	75%	$1,935.75	$88.85	$56.52	$46.07
A3PMWY1	OC-511 Original Cover	$94.00	75%	$23.50	$1.08	$0.69	$0.56
7640018680	DK-510 Enhanced Copy Desk	$222.00	75%	$55.50	$2.55	$1.62	$1.32
	Total Base Configuration	**$8,059.00**	**75%**	**$2,014.75**	**$92.48**	**$58.83**	**$47.95**
Document Handling Options:							
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	$1,802.00	75%	$450.50	$20.68	$13.15	$10.72
A3CFWY1	DF-624 Reverse Automatic Document Feeder	$1,631.00	75%	$407.75	$18.72	$11.91	$9.70
Paper Supply Options:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	75%	$350.50	$16.09	$10.23	$8.34
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	75%	$228.25	$10.48	$6.66	$5.43
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	75%	$297.75	$13.67	$8.69	$7.09
Output Options:							
A2YUWY1	FS-533 Inner Finisher	$1,553.00	75%	$388.25	$17.82	$11.34	$9.24
A2YVWY1	JS-506 Job Separator Tray	$500.00	75%	$125.00	$5.74	$3.65	$2.98
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	75%	$463.75	$21.29	$13.54	$11.04
A3EPWYA	FS-534 + SD-511 50-Sheet Stapling Finisher+Saddle Stitcher Kit	$3,305.00	75%	$826.25	$37.92	$24.13	$19.66
A3ETW11	PK-520 Punch Kit (2/3 Holes) for FS-534	$586.00	75%	$146.50	$6.72	$4.28	$3.49
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	75%	$146.25	$6.71	$4.27	$3.48
Print Controller Options:							
	N/A						
Fax / Scan Options:							
4614506	Fax Stamp Unit	$48.00	75%	$12.00	$0.55	$0.35	$0.29
4614511	Spare Tx Marker Stamp 2	$27.00	75%	$6.75	$0.31	$0.20	$0.16
A22M011	Fax Kit (Fax Line 3, Fax Line 4)	$1,068.00	75%	$267.00	$12.26	$7.80	$6.35
A4MF012	FK-511 Fax Kit	$1,070.00	75%	$267.50	$12.28	$7.81	$6.37
A4NPWY1	Fax Mount Kit (for FK-508)	$120.00	75%	$30.00	$1.38	$0.88	$0.71
Security Options:							
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	75%	$105.75	$4.85	$3.09	$2.52
7640005261	HID Proximity Card 10 Pack	$69.00	75%	$17.25	$0.79	$0.50	$0.41
7640008394	AU-202H HID iClass Card Authentication Unit	$476.00	75%	$119.00	$5.46	$3.47	$2.83
7640013468	AU-204H Mag Stripe Card Reader	$423.00	75%	$105.75	$4.85	$3.09	$2.52
Misc. Options:							
7640006869	External Keyboard	$223.00	75%	$55.75	$2.56	$1.63	$1.33
A0PD016	LK-102 V3 - i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	$1,100.00	75%	$275.00	$12.62	$8.03	$6.55
A0PD017	LK-104 v3 - i-Option License Kit (Voice Guidance)	$785.00	75%	$196.25	$9.01	$5.73	$4.67
A0PD018	LK-105 v3 - i-Option License Kit (Searchable PDF)	$668.00	75%	$167.00	$7.67	$4.88	$3.97
A0PD019	LK-106 - i-Option License Kit (Bar Code Font)	$821.00	75%	$205.25	$9.42	$5.99	$4.88
A0PD01F	LK-107 - i-Option License Kit (Unicode)	$690.00	75%	$172.50	$7.92	$5.04	$4.11
A0PD01G	LK-108 - i-Option License Kit (OCR Font)	$191.00	75%	$47.75	$2.19	$1.39	$1.14
A0PD01H	LK-101 v3 - i-Option License Kit (Web Browser)	$53.00	75%	$13.25	$0.61	$0.39	$0.32
A0PD01J	LK-110 - i-Option License kit (OOXML File Conversion, Enhanced Image Data)	$1,500.00	75%	$375.00	$17.21	$10.95	$8.93
A0PD01K	LK-111 - i-Option License Kit (ThinPrint Client Support)	$250.00	75%	$62.50	$2.87	$1.83	$1.49
A0W4WY2	WT-506 - Working Table	$112.00	75%	$28.00	$1.29	$0.82	$0.67
A0X9WY1	AU-102 - Biometric Authentication Unit	$947.00	75%	$236.75	$10.87	$6.91	$5.63
A161192000	INFO-Palette Stylus PenStylus Pen for INFO-Palette Series	$30.00	75%	$7.50	$0.34	$0.22	$0.18
A4MHWY1	UK-204 - 2 GB Memory Upgrade Kit (for i-Option)	$290.00	75%	$72.50	$3.33	$2.12	$1.73
A4MJWY2	EK-606 - USB Host Board (Local Interface Kit)	$200.00	75%	$50.00	$2.30	$1.46	$1.19
A4MKWY2	EK-607 - USB Host Board (Local Interface Kit) with Bluetooth Printing Support	$279.00	75%	$69.75	$3.20	$2.04	$1.66
A4MMWY1	SC-508 - Copy Guard Kit	$1,225.00	75%	$306.25	$14.06	$8.94	$7.29
A4NMWY1	MK-735 - Mount Kit (Internally mounts AU-201H or AU-202H Card Authentication Unit)	$60.00	75%	$15.00	$0.69	$0.44	$0.36
A4NRWY1	KH-102 - Keyboard Holder (for External Keyboard)	$123.00	75%	$30.75	$1.41	$0.90	$0.73
A64TWY1	KP-101 10-Key Pad	$126.00	75%	$31.50	$1.45	$0.92	$0.75
7640013463	CS-1 Convenience Stapler	$317.00	75%	$79.25	$3.64	$2.31	$1.89
A4MEWY1	MK-730 Banner Paper Guide	$846.00	75%	$211.50	$9.71	$6.18	$5.03

Exhibit B

| | | | | | 0.04590 | 0.02920 | 0.02380 |

Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A5C4011	**bizhub C224e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Duplex Unit, 250 GB HDD,USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing**	$9,980.00	75%	$2,495.00	$114.52	$72.85	$59.38
A3PMWY1	OC- 511 Original Cover	$94.00	75%	$23.50	$1.08	$0.69	$0.56
7640017610	DK-510 Copy Desk	$222.00	75%	$55.50	$2.55	$1.62	$1.32
Total Base Configuration		**$10,296.00**	**75%**	**$2,574.00**	**$118.15**	**$75.16**	**$61.26**
Document Handling Options:							
A3CFWY1	DF-624 Reverse Automatic Document Feeder	$1,631.00	75%	$407.75	$18.72	$11.91	$9.70
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	$1,802.00	75%	$450.50	$20.68	$13.15	$10.72
PAPER SUPPLY OPTIONS/CABINET OPTIONS:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	75%	$350.50	$16.09	$10.23	$8.34
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	75%	$297.75	$13.67	$8.69	$7.09
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	75%	$228.25	$10.48	$6.66	$5.43
OUTPUT OPTIONS:							
A2YVWY1	JS-506 Job Separator Tray	$500.00	75%	$125.00	$5.74	$3.65	$2.98
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	75%	$463.75	$21.29	$13.54	$11.04
A2YUWY1	FS-533 Inner Finisher	$1,553.00	75%	$388.25	$17.82	$11.34	$9.24
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	75%	$146.25	$6.71	$4.27	$3.48
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	75%	$146.50	$6.72	$4.28	$3.49
A3ERWY1	SD-511 Saddle Stitcher (FS-534)	$1,450.00	75%	$362.50	$16.64	$10.59	$8.63
FAX / SCAN OPTIONS:							
A4MF012	FK-511 Fax Kit	$1,070.00	75%	$267.50	$12.28	$7.81	$6.37
4614506	SP-501 Fax Stamp Unit	$48.00	75%	$12.00	$0.55	$0.35	$0.29
4614511	Spare TX Marker Stamp 2	$27.00	75%	$6.75	$0.31	$0.20	$0.16
i-Option ACCESSORIES:							
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	75%	$13.25	$0.61	$0.39	$0.32
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	75%	$275.00	$12.62	$8.03	$6.55
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	75%	$196.25	$9.01	$5.73	$4.67
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	75%	$167.00	$7.67	$4.88	$3.97
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	75%	$205.25	$9.42	$5.99	$4.88
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	75%	$172.50	$7.92	$5.04	$4.11
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	75%	$47.75	$2.19	$1.39	$1.14
A0PD01J	LK-110 i-Option	$1,500.00	75%	$375.00	$17.21	$10.95	$8.93
A0PD01K	LK-111 i-Option	$250.00	75%	$62.50	$2.87	$1.83	$1.49
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	75%	$72.50	$3.33	$2.12	$1.73
MISC. OPTIONS:							
A0X9WY1	AU-102 Biometric Authentication Unit	$947.00	75%	$236.75	$10.87	$6.91	$5.63
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	75%	$105.75	$4.85	$3.09	$2.52
7640008394	AU-202H iClass Card Reader	$476.00	75%	$119.00	$5.46	$3.47	$2.83
7640013468	AU-204H Mag Stripe Card Reader	$423.00	75%	$105.75	$4.85	$3.09	$2.52
A4MEWY1	MK-730 Banner paper Guide	$846.00	75%	$211.50	$9.71	$6.18	$5.03
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	75%	$15.00	$0.69	$0.44	$0.36
A4MJWY2	EK-606 Local USB Interface Kit	$200.00	75%	$50.00	$2.30	$1.46	$1.19
A4MKWY2	EK-607 Local USB Interface Kit	$279.00	75%	$69.75	$3.20	$2.04	$1.66
7640006869	External Keyboard	$223.00	75%	$55.75	$2.56	$1.63	$1.33
A4NRWY1	KH-102 Keyboard Holder	$123.00	75%	$30.75	$1.41	$0.90	$0.73
A64TWY1	KP-101 10-Key Pad	$126.00	75%	$31.50	$1.45	$0.92	$0.75
A0W4WY2	WT-506 Working Table	$112.00	75%	$28.00	$1.29	$0.82	$0.67
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	75%	$21.50	$0.99	$0.63	$0.51
7640005261	HID Proximity Cards - 10 pack	$69.00	75%	$17.25	$0.79	$0.50	$0.41
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	75%	$306.25	$14.06	$8.94	$7.29
7640013463	CS-1 Convenience Stapler	$317.00	75%	$79.25	$3.64	$2.31	$1.89
A161192000	Stylus Pen for INFO-Palette Series	$30.00	75%	$7.50	$0.34	$0.22	$0.18

Exhibit B

					0.04590	0.02920	0.02380
Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A5C4011	**bizhub C224e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Duplex Unit, 250 GB HDD,USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing**	$9,980.00	75%	$2,495.00	$114.52	$72.85	$59.38
A3PMWY1	OC- 511 Original Cover	$94.00	75%	$23.50	$1.08	$0.69	$0.56
7640017610	DK-510 Copy Desk	$222.00	75%	$55.50	$2.55	$1.62	$1.32
Total Base Configuration		**$10,296.00**	**75%**	**$2,574.00**	**$118.15**	**$75.16**	**$61.26**
Document Handling Options:							
A3CFWY1	DF-624 Reverse Automatic Document Feeder	$1,631.00	75%	$407.75	$18.72	$11.91	$9.70
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	$1,802.00	75%	$450.50	$20.68	$13.15	$10.72
PAPER SUPPLY OPTIONS/CABINET OPTIONS:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	75%	$350.50	$16.09	$10.23	$8.34
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	75%	$297.75	$13.67	$8.69	$7.09
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	75%	$228.25	$10.48	$6.66	$5.43
OUTPUT OPTIONS:							
A2YVWY1	JS-506 Job Separator Tray	$500.00	75%	$125.00	$5.74	$3.65	$2.98
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	75%	$463.75	$21.29	$13.54	$11.04
A2YUWY1	FS-533 Inner Finisher	$1,553.00	75%	$388.25	$17.82	$11.34	$9.24
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	75%	$146.25	$6.71	$4.27	$3.48
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	75%	$146.50	$6.72	$4.28	$3.49
A3ERWY1	SD-511 Saddle Stitcher (FS-534)	$1,450.00	75%	$362.50	$16.64	$10.59	$8.63
FAX / SCAN OPTIONS:							
A4MF012	FK-511 Fax Kit	$1,070.00	75%	$267.50	$12.28	$7.81	$6.37
4614506	SP-501 Fax Stamp Unit	$48.00	75%	$12.00	$0.55	$0.35	$0.29
4614511	Spare TX Marker Stamp 2	$27.00	75%	$6.75	$0.31	$0.20	$0.16
i-Option ACCESSORIES:							
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	75%	$13.25	$0.61	$0.39	$0.32
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	75%	$275.00	$12.62	$8.03	$6.55
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	75%	$196.25	$9.01	$5.73	$4.67
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	75%	$167.00	$7.67	$4.88	$3.97
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	75%	$205.25	$9.42	$5.99	$4.88
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	75%	$172.50	$7.92	$5.04	$4.11
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	75%	$47.75	$2.19	$1.39	$1.14
A0PD01J	LK-110 i-Option	$1,500.00	75%	$375.00	$17.21	$10.95	$8.93
A0PD01K	LK-111 i-Option	$250.00	75%	$62.50	$2.87	$1.83	$1.49
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	75%	$72.50	$3.33	$2.12	$1.73
MISC. OPTIONS:							
A0X9WY1	AU-102 Biometric Authentication Unit	$947.00	75%	$236.75	$10.87	$6.91	$5.63
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	75%	$105.75	$4.85	$3.09	$2.52
7640008394	AU-202H iClass Card Reader	$476.00	75%	$119.00	$5.46	$3.47	$2.83
7640013468	AU-204H Mag Stripe Card Reader	$423.00	75%	$105.75	$4.85	$3.09	$2.52
A4MEWY1	MK-730 Banner paper Guide	$846.00	75%	$211.50	$9.71	$6.18	$5.03
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	75%	$15.00	$0.69	$0.44	$0.36
A4MJWY2	EK-606 Local USB Interface Kit	$200.00	75%	$50.00	$2.30	$1.46	$1.19
A4MKWY2	EK-607 Local USB Interface Kit	$279.00	75%	$69.75	$3.20	$2.04	$1.66
7640006869	External Keyboard	$223.00	75%	$55.75	$2.56	$1.63	$1.33
A4NRWY1	KH-102 Keyboard Holder	$123.00	75%	$30.75	$1.41	$0.90	$0.73
A64TWY1	KP-101 10-Key Pad	$126.00	75%	$31.50	$1.45	$0.92	$0.75
A0W4WY2	WT-506 Working Table	$112.00	75%	$28.00	$1.29	$0.82	$0.67
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	75%	$21.50	$0.99	$0.63	$0.51
7640005261	HID Proximity Cards - 10 pack	$69.00	75%	$17.25	$0.79	$0.50	$0.41
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	75%	$306.25	$14.06	$8.94	$7.29
7640013463	CS-1 Convenience Stapler	$317.00	75%	$79.25	$3.64	$2.31	$1.89
A161192000	Stylus Pen for INFO-Palette Series	$30.00	75%	$7.50	$0.34	$0.22	$0.18

Exhibit B

					0.04590	0.02920	0.02380
Make: Konica Minolta							
Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A5C2011	bizhub C284e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Duplex Unit, 250 GB HDD,USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing	$11,700.00	75%	$2,925.00	$134.26	$85.41	$69.62
A3PMWY1	OC- 511 Original Cover	$94.00	75%	$23.50	$1.08	$0.69	$0.56
7640017610	DK-510 Copy Desk	$222.00	75%	$55.50	$2.55	$1.62	$1.32
	Total Base Configuration	**$12,016.00**	**75%**	**$3,004.00**	**$137.89**	**$87.72**	**$71.50**
Document Handling Options:							
A3CFWY1	DF-624 Reverse Automatic Document Feeder	$1,631.00	75%	$407.75	$18.72	$11.91	$9.70
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	$1,802.00	75%	$450.50	$20.68	$13.15	$10.72
PAPER SUPPLY OPTIONS/CABINET OPTIONS:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	75%	$350.50	$16.09	$10.23	$8.34
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	75%	$297.75	$13.67	$8.69	$7.09
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	75%	$228.25	$10.48	$6.66	$5.43
OUTPUT OPTIONS:							
A2YVWY1	JS-506 Job Separator Tray	$500.00	75%	$125.00	$5.74	$3.65	$2.98
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	75%	$463.75	$21.29	$13.54	$11.04
A2YUWY1	FS-533 Inner Finisher	$1,553.00	75%	$388.25	$17.82	$11.34	$9.24
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	75%	$146.25	$6.71	$4.27	$3.48
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	75%	$146.50	$6.72	$4.28	$3.49
A3ERWY1	SD-511 Saddle Stitcher (FS-534)	$1,450.00	75%	$362.50	$16.64	$10.59	$8.63
FAX / SCAN OPTIONS:							
A4MF012	FK-511 Fax Kit	$1,070.00	75%	$267.50	$12.28	$7.81	$6.37
4614506	SP-501 Fax Stamp Unit	$48.00	75%	$12.00	$0.55	$0.35	$0.29
4614511	Spare TX Marker Stamp 2	$27.00	75%	$6.75	$0.31	$0.20	$0.16
i-Option ACCESSORIES:							
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	75%	$13.25	$0.61	$0.39	$0.32
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	75%	$275.00	$12.62	$8.03	$6.55
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	75%	$196.25	$9.01	$5.73	$4.67
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	75%	$167.00	$7.67	$4.88	$3.97
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	75%	$205.25	$9.42	$5.99	$4.88
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	75%	$172.50	$7.92	$5.04	$4.11
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	75%	$47.75	$2.19	$1.39	$1.14
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	$1,500.00	75%	$375.00	$17.21	$10.95	$8.93
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	$250.00	75%	$62.50	$2.87	$1.83	$1.49
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	75%	$72.50	$3.33	$2.12	$1.73
MISC. OPTIONS:							
A0X9WY1	AU-102 Biometric Authentication Unit	$947.00	75%	$236.75	$10.87	$6.91	$5.63
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	75%	$105.75	$4.85	$3.09	$2.52
7640008394	AU-202H iClass Card Reader	$476.00	75%	$119.00	$5.46	$3.47	$2.83
7640013468	AU-204H Mag Stripe Card Reader	$423.00	75%	$105.75	$4.85	$3.09	$2.52
A4MEWY1	MK-730 Banner paper Guide	$846.00	75%	$211.50	$9.71	$6.18	$5.03
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	75%	$15.00	$0.69	$0.44	$0.36
A4MJWY2	EK-606 Local USB Interface Kit	$200.00	75%	$50.00	$2.30	$1.46	$1.19
A4MKWY2	EK-607 Local USB Interface Kit	$279.00	75%	$69.75	$3.20	$2.04	$1.66
7640006869	External Keyboard	$223.00	75%	$55.75	$2.56	$1.63	$1.33
A4NRWY1	KH-102 Keyboard Holder	$123.00	75%	$30.75	$1.41	$0.90	$0.73
A64TWY1	KP-101 10-Key Pad	$126.00	75%	$31.50	$1.45	$0.92	$0.75
A0W4WY2	WT-506 Working Table	$112.00	75%	$28.00	$1.29	$0.82	$0.67
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	75%	$21.50	$0.99	$0.63	$0.51
7640005261	HID Proximity Cards - 10 pack	$69.00	75%	$17.25	$0.79	$0.50	$0.41
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	75%	$306.25	$14.06	$8.94	$7.29
7640013463	CS-1 Convenience Stapler	$317.00	75%	$79.25	$3.64	$2.31	$1.89
A161192000	Stylus Pen for INFO-Palette Series	$30.00	75%	$7.50	$0.34	$0.22	$0.18

Exhibit B

Make:	Konica Minolta				0.04590	0.02920	0.02380
Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A61F011	bizhub 364e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Duplex Unit, 250 GB HDD, USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing, Optional Authentication Device Connection, Service USB Firmware Updates, Developer Unit, and Drum Unit.	$9,484.00	78%	$2,086.48	$95.77	$60.93	$49.66
A3PMWY1	OC-511 Original Cover	$94.00	78%	$20.68	$0.95	$0.60	$0.49
7640018680	DK-510 Enhanced Copy Desk	$222.00	78%	$48.84	$2.24	$1.43	$1.16
	Total Base Configuration	**$9,800.00**	**78%**	**$2,156.00**	**$98.96**	**$62.96**	**$51.31**
Document Handling Options:							
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	$1,802.00	78%	$396.44	$18.20	$11.58	$9.44
A3CFWY1	DF-624 Reverse Automatic Document Feeder	$1,631.00	78%	$358.82	$16.47	$10.48	$8.54
Paper Supply Options:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	78%	$308.44	$14.16	$9.01	$7.34
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	78%	$200.86	$9.22	$5.87	$4.78
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	78%	$262.02	$12.03	$7.65	$6.24
Output Options:							
A2YUWY1	FS-533 Inner Finisher	$1,553.00	78%	$341.66	$15.68	$9.98	$8.13
A2YVWY1	JS-506 Job Separator Tray	$500.00	78%	$110.00	$5.05	$3.21	$2.62
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	78%	$408.10	$18.73	$11.92	$9.71
A3EPWYA	FS-534 + SD-511 50-Sheet Stapling Finisher+Saddle Stitcher Kit	$3,305.00	78%	$727.10	$33.37	$21.23	$17.30
A3ETW11	PK-520 Punch Kit (2/3 Holes) for FS-534	$586.00	78%	$128.92	$5.92	$3.76	$3.07
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	78%	$128.70	$5.91	$3.76	$3.06
Print Controller Options:							
	N/A						
Fax / Scan Options:							
4614506	Fax Stamp Unit	$48.00	78%	$10.56	$0.48	$0.31	$0.25
4614511	Spare Tx Marker Stamp 2	$27.00	78%	$5.94	$0.27	$0.17	$0.14
A22M011	Fax Kit (Fax Line 3, Fax Line 4)	$1,068.00	78%	$234.96	$10.78	$6.86	$5.59
A4MF012	FK-511 Fax Kit	$1,070.00	78%	$235.40	$10.80	$6.87	$5.60
A4NPWY1	Fax Mount Kit (for FK-508)	$120.00	78%	$26.40	$1.21	$0.77	$0.63
Security Options:							
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	78%	$93.06	$4.27	$2.72	$2.21
7640005261	HID Proximity Card 10 Pack	$69.00	78%	$15.18	$0.70	$0.44	$0.36
7640008394	AU-202H HID iClass Card Authentication Unit	$476.00	78%	$104.72	$4.81	$3.06	$2.49
7640013468	AU-204H Mag Stripe Card Reader	$423.00	78%	$93.06	$4.27	$2.72	$2.21
Misc. Options:							
7640006869	External Keyboard	$223.00	78%	$49.06	$2.25	$1.43	$1.17
A0PD016	LK-102 V3 - i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	$1,100.00	78%	$242.00	$11.11	$7.07	$5.76
A0PD017	LK-104 v3 - i-Option License Kit (Voice Guidance)	$785.00	78%	$172.70	$7.93	$5.04	$4.11
A0PD018	LK-105 v3 - i-Option License Kit (Searchable PDF)	$668.00	78%	$146.96	$6.75	$4.29	$3.50
A0PD019	LK-106 - i-Option License Kit (Bar Code Font)	$821.00	78%	$180.62	$8.29	$5.27	$4.30
A0PD01F	LK-107 - i-Option License Kit (Unicode)	$690.00	78%	$151.80	$6.97	$4.43	$3.61
A0PD01G	LK-108 - i-Option License Kit (OCR Font)	$191.00	78%	$42.02	$1.93	$1.23	$1.00
A0PD01H	LK-101 v3 - i-Option License Kit (Web Browser)	$53.00	78%	$11.66	$0.54	$0.34	$0.28
A0PD01J	LK-110 - i-Option License kit (OOXML File Conversion, Enhanced Image Data)	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
A0PD01K	LK-111 - i-Option License Kit (ThinPrint Client Support)	$250.00	78%	$55.00	$2.52	$1.61	$1.31
A0W4WY2	WT-506 - Working Table	$112.00	78%	$24.64	$1.13	$0.72	$0.59
A0X9WY1	AU-102 - Biometric Authentication Unit	$947.00	78%	$208.34	$9.56	$6.08	$4.96
A161192000	INFO-Palette Stylus PenStylus Pen for INFO-Palette Series	$30.00	78%	$6.60	$0.30	$0.19	$0.16
A4MHWY1	UK-204 - 2 GB Memory Upgrade Kit (for i-Option)	$290.00	78%	$63.80	$2.93	$1.86	$1.52
A4MJWY2	EK-606 - USB Host Board (Local Interface Kit)	$200.00	78%	$44.00	$2.02	$1.28	$1.05
A4MKWY2	EK-607 - USB Host Board (Local Interface Kit) with Bluetooth Printing Support	$279.00	78%	$61.38	$2.82	$1.79	$1.46
A4MMWY1	SC-508 - Copy Guard Kit	$1,225.00	78%	$269.50	$12.37	$7.87	$6.41
A4NMWY1	MK-735 - Mount Kit (Internally mounts AU-201H or AU-202H Card Authentication Unit)	$60.00	78%	$13.20	$0.61	$0.39	$0.31
A4NRWY1	KH-102 - Keyboard Holder (for External Keyboard)	$123.00	78%	$27.06	$1.24	$0.79	$0.64
A64TWY1	KP-101 10-Key Pad	$126.00	78%	$27.72	$1.27	$0.81	$0.66
7640013463	CS-1 Convenience Stapler	$317.00	78%	$69.74	$3.20	$2.04	$1.66
A4MEWY1	MK-730 Banner Paper Guide	$846.00	78%	$186.12	$8.54	$5.43	$4.43

Exhibit B

					0.04590	0.02920	0.02380

Make: Konica Minolta

Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A5C1011	bizhub C364e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Duplex Unit, 250 GB HDD,USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing	$15,440.00	78%	$3,396.80	$155.91	$99.19	$80.84
A3PMWY1	OC- 511 Original Cover	$94.00	78%	$20.68	$0.95	$0.60	$0.49
7640017610	DK-510 Copy Desk	$222.00	78%	$48.84	$2.24	$1.43	$1.16
	Total Base Configuration	**$15,756.00**	**78%**	**$3,466.32**	**$159.10**	**$101.22**	**$82.49**
Document Handling Options:							
A3CFWY1	DF-624 Reverse Automatic Document Feeder	$1,631.00	78%	$358.82	$16.47	$10.48	$8.54
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	$1,802.00	78%	$396.44	$18.20	$11.58	$9.44
PAPER SUPPLY OPTIONS/CABINET OPTIONS:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	78%	$308.44	$14.16	$9.01	$7.34
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	78%	$262.02	$12.03	$7.65	$6.24
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	78%	$200.86	$9.22	$5.87	$4.78
OUTPUT OPTIONS:							
A2YVWY1	JS-506 Job Separator Tray	$500.00	78%	$110.00	$5.05	$3.21	$2.62
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	78%	$408.10	$18.73	$11.92	$9.71
A2YUWY1	FS-533 Inner Finisher	$1,553.00	78%	$341.66	$15.68	$9.98	$8.13
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	78%	$128.70	$5.91	$3.76	$3.06
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	78%	$128.92	$5.92	$3.76	$3.07
A3ERWY1	SD-511 Saddle Stitcher (FS-534)	$1,450.00	78%	$319.00	$14.64	$9.31	$7.59
FAX / SCAN OPTIONS:							
A4MF012	FK-511 Fax Kit	$1,070.00	78%	$235.40	$10.80	$6.87	$5.60
4614506	SP-501 Fax Stamp Unit	$48.00	78%	$10.56	$0.48	$0.31	$0.25
4614511	Spare TX Marker Stamp 2	$27.00	78%	$5.94	$0.27	$0.17	$0.14
i-Option ACCESSORIES:							
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	78%	$11.66	$0.54	$0.34	$0.28
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	78%	$242.00	$11.11	$7.07	$5.76
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	78%	$172.70	$7.93	$5.04	$4.11
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	78%	$146.96	$6.75	$4.29	$3.50
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	78%	$180.62	$8.29	$5.27	$4.30
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	78%	$151.80	$6.97	$4.43	$3.61
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	78%	$42.02	$1.93	$1.23	$1.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	$250.00	78%	$55.00	$2.52	$1.61	$1.31
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	78%	$63.80	$2.93	$1.86	$1.52
MISC. OPTIONS:							
A0X9WY1	AU-102 Biometric Authentication Unit	$947.00	78%	$208.34	$9.56	$6.08	$4.96
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	78%	$93.06	$4.27	$2.72	$2.21
7640008394	AU-202H iClass Card Reader	$476.00	78%	$104.72	$4.81	$3.06	$2.49
7640013468	AU-204H Mag Stripe Card Reader	$423.00	78%	$93.06	$4.27	$2.72	$2.21
A4MEWY1	MK-730 Banner paper Guide	$846.00	78%	$186.12	$8.54	$5.43	$4.43
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	78%	$13.20	$0.61	$0.39	$0.31
A4MJWY2	EK-606 Local USB Interface Kit	$200.00	78%	$44.00	$2.02	$1.28	$1.05
A4MKWY2	EK-607 Local USB Interface Kit	$279.00	78%	$61.38	$2.82	$1.79	$1.46
7640006869	External Keyboard	$223.00	78%	$49.06	$2.25	$1.43	$1.17
A4NRWY1	KH-102 Keyboard Holder	$123.00	78%	$27.06	$1.24	$0.79	$0.64
A64TWY1	KP-101 10-Key Pad	$126.00	78%	$27.72	$1.27	$0.81	$0.66
A0W4WY2	WT-506 Working Table	$112.00	78%	$24.64	$1.13	$0.72	$0.59
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	78%	$18.92	$0.87	$0.55	$0.45
7640005261	HID Proximity Cards - 10 pack	$69.00	78%	$15.18	$0.70	$0.44	$0.36
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	78%	$269.50	$12.37	$7.87	$6.41
7640013463	CS-1 Convenience Stapler	$317.00	78%	$69.74	$3.20	$2.04	$1.66
A161192000	Stylus Pen for INFO-Palette Series	$30.00	78%	$6.60	$0.30	$0.19	$0.16

Exhibit B

Make:	Konica Minolta				0.04590	0.02920	0.02380
Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A61E011	bizhub 454e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Dual Scan Document Feeder, Duplex Unit, 250 GB HDD, USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing, Optional Authentication Device Connection, Service USB Firmware Updates, Developer Unit, and Drum Unit.	$12,616.88	78%	$2,775.71	$127.41	$81.05	$66.06
A4MDWY1	OT-506 Output Tray	$111.00	78%	$24.42	$1.12	$0.71	$0.58
7640018680	DK-510 Enhanced Copy Desk	$222.00	78%	$48.84	$2.24	$1.43	$1.16
	Total Base Configuration	**$12,949.88**	**78%**	**$2,848.97**	**$130.77**	**$83.19**	**$67.80**
Document Handling Options:							
	Included						
Paper Supply Options:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	78%	$308.44	$14.16	$9.01	$7.34
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	78%	$200.86	$9.22	$5.87	$4.78
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	78%	$262.02	$12.03	$7.65	$6.24
Output Options:							
A2YUWY1	FS-533 Inner Finisher	$1,553.00	78%	$341.66	$15.68	$9.98	$8.13
A2YVWY1	JS-506 Job Separator Tray	$500.00	78%	$110.00	$5.05	$3.21	$2.62
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	78%	$408.10	$18.73	$11.92	$9.71
A3EPWYA	FS-534 + SD-511 50-Sheet Stapling Finisher+Saddle Stitcher Kit	$3,305.00	78%	$727.10	$33.37	$21.23	$17.30
A3ETW11	PK-520 Punch Kit (2/3 Holes) for FS-534	$586.00	78%	$128.92	$5.92	$3.76	$3.07
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	78%	$128.70	$5.91	$3.76	$3.06
Print Controller Options:							
	N/A						
Fax / Scan Options:							
4614506	Fax Stamp Unit	$48.00	78%	$10.56	$0.48	$0.31	$0.25
4614511	Spare Tx Marker Stamp 2	$27.00	78%	$5.94	$0.27	$0.17	$0.14
A22M011	Fax Kit (Fax Line 3, Fax Line 4)	$1,068.00	78%	$234.96	$10.78	$6.86	$5.59
A4MF012	FK-511 Fax Kit	$1,070.00	78%	$235.40	$10.80	$6.87	$5.60
A4NPWY1	Fax Mount Kit (for FK-508)	$120.00	78%	$26.40	$1.21	$0.77	$0.63
Security Options:							
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	78%	$93.06	$4.27	$2.72	$2.21
7640005261	HID Proximity Card 10 Pack	$69.00	78%	$15.18	$0.70	$0.44	$0.36
7640008394	AU-202H HID iClass Card Authentication Unit	$476.00	78%	$104.72	$4.81	$3.06	$2.49
7640013468	AU-204H Mag Stripe Card Reader	$423.00	78%	$93.06	$4.27	$2.72	$2.21
Misc. Options:							
7640006869	External Keyboard	$223.00	78%	$49.06	$2.25	$1.43	$1.17
A0PD016	LK-102 V3 - i-Option License Kit (Enhanced PDF Encryption, PDF/A, Linearized PDF)	$1,100.00	78%	$242.00	$11.11	$7.07	$5.76
A0PD017	LK-104 v3 - i-Option License Kit (Voice Guidance)	$785.00	78%	$172.70	$7.93	$5.04	$4.11
A0PD018	LK-105 v3 - i-Option License Kit (Searchable PDF)	$668.00	78%	$146.96	$6.75	$4.29	$3.50
A0PD019	LK-106 - i-Option License Kit (Bar Code Font)	$821.00	78%	$180.62	$8.29	$5.27	$4.30
A0PD01F	LK-107 - i-Option License Kit (Unicode)	$690.00	78%	$151.80	$6.97	$4.43	$3.61
A0PD01G	LK-108 - i-Option License Kit (OCR Font)	$191.00	78%	$42.02	$1.93	$1.23	$1.00
A0PD01H	LK-101 v3 - i-Option License Kit (Web Browser)	$53.00	78%	$11.66	$0.54	$0.34	$0.28
A0PD01J	LK-110 - i-Option License kit (OOXML File Conversion, Enhanced Image Data)	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
A0PD01K	LK-111 - i-Option License Kit (ThinPrint Client Support)	$250.00	78%	$55.00	$2.52	$1.61	$1.31
A0W4WY2	WT-506 - Working Table	$112.00	78%	$24.64	$1.13	$0.72	$0.59
A0X9WY1	AU-102 - Biometric Authentication Unit	$947.00	78%	$208.34	$9.56	$6.08	$4.96
A161192000	INFO-Palette Stylus PenStylus Pen for INFO-Palette Series	$30.00	78%	$6.60	$0.30	$0.19	$0.16
A4MHWY1	UK-204 - 2 GB Memory Upgrade Kit (for i-Option)	$290.00	78%	$63.80	$2.93	$1.86	$1.52
A4MJWY2	EK-606 - USB Host Board (Local Interface Kit)	$200.00	78%	$44.00	$2.02	$1.28	$1.05
A4MKWY2	EK-607 - USB Host Board (Local Interface Kit) with Bluetooth Printing Support	$279.00	78%	$61.38	$2.82	$1.79	$1.46
A4MMWY1	SC-508 - Copy Guard Kit	$1,225.00	78%	$269.50	$12.37	$7.87	$6.41
A4NMWY1	MK-735 - Mount Kit (Internally mounts AU-201H or AU-202H Card Authentication Unit)	$60.00	78%	$13.20	$0.61	$0.39	$0.31
A4NRWY1	KH-102 - Keyboard Holder (for External Keyboard)	$123.00	78%	$27.06	$1.24	$0.79	$0.64
A64TWY1	KP-101 10-Key Pad	$126.00	78%	$27.72	$1.27	$0.81	$0.66
7640013463	CS-1 Convenience Stapler	$317.00	78%	$69.74	$3.20	$2.04	$1.66
A4MEWY1	MK-730 Banner Paper Guide	$846.00	78%	$186.12	$8.54	$5.43	$4.43

Exhibit B

Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Make: Konica Minolta					0.04590	0.02920	0.02380
Base Configuration							
A0R5012	**bizhub 501 Includes Drum, Developer, DF-613, Duplex Unit, 1024 MB Memory (max), Tray 1(500 sheets), Tray 2 (500 sheets), Intelligent Bypass (150 sheets), Total**	$12,915.00	78%	$2,841.30	$130.42	$82.97	$67.62
A0RC0Y3	DK-506 Desk/Storage Drawer	$209.00	78%	$45.98	$2.11	$1.34	$1.09
A0RA0Y1	OT-504 Output Tray	$158.00	78%	$34.76	$1.60	$1.01	$0.83
	Total Base Configuration	**$13,282.00**	**78%**	**$2,922.04**	**$134.13**	**$85.32**	**$69.54**
Document Handling Options:							
	Standard on Base Machine						
Paper Supply Options:							
A0R90Y1	LU-203 Large Capacity Tray (2K sheets)	$1,449.00	78%	$318.78	$14.63	$9.31	$7.59
A0RC0Y1	PC-206 500 x 2 Universal Cassette	$1,124.00	78%	$247.28	$11.35	$7.22	$5.89
A0RC011	PC-407 2500 Sheet Large Capacity Tray	$1,323.00	78%	$291.06	$13.36	$8.50	$6.93
Output Options:							
4347711	JS-502 Job Separator	$158.00	78%	$34.76	$1.60	$1.01	$0.83
Finisher Options:							
A0HN0Y1	FS-522 Base Finisher	$1,575.00	78%	$346.50	$15.90	$10.12	$8.25
A0PH0Y2	FS-523 Console Finisher	$2,993.00	78%	$658.46	$30.22	$19.23	$15.67
A0RD0Y1	RU-507 Relay Unit for FS-523	$263.00	78%	$57.86	$2.66	$1.69	$1.38
4510761	MT-502 Maibin Kit for FS-519/522/530	$1,050.00	78%	$231.00	$10.60	$6.75	$5.50
A0PGW21	SD-507 Saddle Kit	$1,355.00	78%	$298.10	$13.68	$8.70	$7.09
4512812	PU-501 Punch Kit for FS-522/FS-530	$525.00	78%	$115.50	$5.30	$3.37	$2.75
4625246	OT-602 Additional Tray for FS-519/522/530	$53.00	78%	$11.66	$0.54	$0.34	$0.28
Print Controller Options:							
A0P80Y1	IC-207 Imaging Controller	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
Fax / Scan Options:							
15LB	FK-502 Fax Board	$1,008.00	78%	$221.76	$10.18	$6.48	$5.28
16LA	MK-708 Mount Kit	$242.00	78%	$53.24	$2.44	$1.55	$1.27
16PA	ML-503	$242.00	78%	$53.24	$2.44	$1.55	$1.27
4614506	SP-501 Fax Stamp Unit	$45.00	78%	$9.90	$0.45	$0.29	$0.24
4614511	Spare TX Marker Stamp 2	$25.00	78%	$5.50	$0.25	$0.16	$0.13
Security Options:							
7640008435	HD-509 Hard Disk Kit (MXI)	$893.00	78%	$196.46	$9.02	$5.74	$4.68
7640005064	AU-201H HID Proximity Card Authentication Unit	$399.00	78%	$87.78	$4.03	$2.56	$2.09
7640005261	HID Proximity Cards - 10 pack	$65.00	78%	$14.30	$0.66	$0.42	$0.34
A07EWW0	WT-502 Working Table	$105.00	78%	$23.10	$1.06	$0.67	$0.55
A09MWY0	AU-101 Biometric Authentication Unit	$893.00	78%	$196.46	$9.02	$5.74	$4.68
A0PAWY1	SC-505 Security Kit	$525.00	78%	$115.50	$5.30	$3.37	$2.75
Misc. Options:							
A0P4WY1	EK-703 Local Interface Kit	$263.00	78%	$57.86	$2.66	$1.69	$1.38
7640013463	CS-1 Convenience Stapler	$299.00	78%	$65.78	$3.02	$1.92	$1.57
A0PD011	LK-101 i-Option License Kit	$50.00	78%	$11.00	$0.50	$0.32	$0.26
A0PD012	LK-102 i-Option License Kit (PDF Encryption)	$945.00	78%	$207.90	$9.54	$6.07	$4.95
A120WY1	UK-202 Upgrade Kit (for i-Option)	$294.00	78%	$64.68	$2.97	$1.89	$1.54
A0PD160200	Stylus Pen	$21.00	78%	$4.62	$0.21	$0.13	$0.11
A0PD160100	Stylus Pen Holder	$21.00	78%	$4.62	$0.21	$0.13	$0.11

Exhibit B

	Make: Konica Minolta				0.04590	0.02920	0.02380
Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A5C0011	**bizhub C454e Copier/Printer/Scanner - Includes PS, PCL & XPS Controller, Dual Scanner Document Feeder, 2 GB Standard Memory, Duplex Unit, 250 GB HDD,USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing, Optional Authentication Device Connection, Service USB Firmware Updates, CMYK Developer Units, Color Drum Units and Black Drum Unit.**	$24,410.00	78%	$5,370.20	$246.49	$156.81	$127.81
7640017610	DK-510 Copy Desk	$222.00	78%	$48.84	$2.24	$1.43	$1.16
A4MDWY1	OT-506 Output Tray	$111.00	78%	$24.42	$1.12	$0.71	$0.58
	Total Base Configuration	**$24,743.00**	**78%**	**$5,443.46**	**$249.85**	**$158.95**	**$129.55**
Document Handling Options:							
	Standard on Base Machine						
Paper Supply Options:							
A2XM013	PC-410 Large Capacity Cassette	$1,402.00	78%	$308.44	$14.16	$9.01	$7.34
A2XMWY2	PC-210 2-way Paper Feed Cabinet	$1,191.00	78%	$262.02	$12.03	$7.65	$6.24
A2XMWY1	PC-110 Paper Feed Cabinet	$913.00	78%	$200.86	$9.22	$5.87	$4.78
A0TJWY4	LU-204 Large Capacity Unit	$3,339.00	78%	$734.58	$33.72	$21.45	$17.48
A03NWY2	LU-301 Large Capacity Unit	$1,781.00	78%	$391.82	$17.98	$11.44	$9.33
Output Options:							
A2YVWY1	JS-506 Job Separator Tray	$500.00	78%	$110.00	$5.05	$3.21	$2.62
Finisher Options:							
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	78%	$408.10	$18.73	$11.92	$9.71
A2YUWY1	FS-533 Inner Finisher	$1,553.00	78%	$341.66	$15.68	$9.98	$8.13
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	$585.00	78%	$128.70	$5.91	$3.76	$3.06
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	78%	$128.92	$5.92	$3.76	$3.07
A3ERWY1	SD-511 Saddle Stitcher (FS-534)	$1,450.00	78%	$319.00	$14.64	$9.31	$7.59
Print Controller Options:							
A4FRWY2	IC-414 Fiery Image Controller	$4,158.00	78%	$914.76	$41.99	$26.71	$21.77
A4MGWY1	VI-506 Video Interface Card	$296.00	78%	$65.12	$2.99	$1.90	$1.55
7640004312	EFI Hot Folders	$875.00	78%	$192.50	$8.84	$5.62	$4.58
7640004313	EFI AutoTrap	$875.00	78%	$192.50	$8.84	$5.62	$4.58
45109642	ES-2000 Spectrophotometer	$1,348.00	78%	$296.56	$13.61	$8.66	$7.06
7640009476	EFI Fiery SeeQuence Impose	$2,650.00	78%	$583.00	$26.76	$17.02	$13.88
7640009477	EFI Fiery SeeQuence Compose	$1,166.00	78%	$256.52	$11.77	$7.49	$6.11
7640009478	EFI Fiery SeeQuence Impose+Compose Suite	$3,179.00	78%	$699.38	$32.10	$20.42	$16.65
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	$3,400.00	78%	$748.00	$34.33	$21.84	$17.80
7640017030	EFI IC-414 Productivity Package	$4,500.00	78%	$990.00	$45.44	$28.91	$23.56
Fax / Scan Options:							
A4MF012	FK-511 Fax Kit	$1,070.00	78%	$235.40	$10.80	$6.87	$5.60
4614506	SP-501 Fax Stamp Unit	$48.00	78%	$10.56	$0.48	$0.31	$0.25
4614511	Spare TX Marker Stamp 2	$27.00	78%	$5.94	$0.27	$0.17	$0.14
iOptions:							
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	78%	$11.66	$0.54	$0.34	$0.28
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	78%	$242.00	$11.11	$7.07	$5.76
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	78%	$172.70	$7.93	$5.04	$4.11
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	78%	$146.96	$6.75	$4.29	$3.50
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	78%	$180.62	$8.29	$5.27	$4.30
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	78%	$151.80	$6.97	$4.43	$3.61
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	78%	$42.02	$1.93	$1.23	$1.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	$250.00	78%	$55.00	$2.52	$1.61	$1.31
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	78%	$63.80	$2.93	$1.86	$1.52
Misc. Options:							
A0X9WY1	AU-102 Biometric Authentication Unit	$947.00	78%	$208.34	$9.56	$6.08	$4.96
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	78%	$93.06	$4.27	$2.72	$2.21
7640008394	AU-202H iClass Card Reader	$476.00	78%	$104.72	$4.81	$3.06	$2.49
7640013468	AU-204H Mag Stripe Card Reader	$423.00	78%	$93.06	$4.27	$2.72	$2.21
A4MEWY1	MK-730 Banner paper Guide	$846.00	78%	$186.12	$8.54	$5.43	$4.43
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	78%	$13.20	$0.61	$0.39	$0.31
A4MJWY1	EK-606 Local USB Interface Kit	$200.00	78%	$44.00	$2.02	$1.28	$1.05
A4MKWY1	EK-607 Local USB Interface Kit	$279.00	78%	$61.38	$2.82	$1.79	$1.46
7640006869	External Keyboard	$223.00	78%	$49.06	$2.25	$1.43	$1.17
A4NRWY1	KH-102 Keyboard Holder	$123.00	78%	$27.06	$1.24	$0.79	$0.64
A64TWY1	KP-101 10-Key Pad	$126.00	78%	$27.72	$1.27	$0.81	$0.66
A0W4WY2	WT-506 Working Table	$112.00	78%	$24.64	$1.13	$0.72	$0.59
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	78%	$18.92	$0.87	$0.55	$0.45
7640005261	HID Proximity Cards - 10 pack	$69.00	78%	$15.18	$0.70	$0.44	$0.36
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	78%	$269.50	$12.37	$7.87	$6.41
7640013463	CS-1 Convenience Stapler	$317.00	78%	$69.74	$3.20	$2.04	$1.66
A161192000	Stylus Pen for INFO-Palette Series	$30.00	78%	$6.60	$0.30	$0.19	$0.16

Exhibit B

Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs 0.04590	36 Month Term Costs 0.02920	48 Month Term Costs 0.02380
Make: Konica Minolta							
Base Configuration							
A55V017	bizhub 754e Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Dual Scan Document Feeder, Duplex Unit, 250 GB HD, USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing	$35,280.00	79%	$7,408.80	$340.06	$216.34	$176.33
A092WW1	OT-503 Output Tray	$112.00	79%	$23.52	$1.08	$0.69	$0.56
	Total Base Configuration	**$35,392.00**	**79%**	**$7,432.32**	**$262.06**	**$217.03**	**$176.89**
PAPER SUPPLY OPTIONS:							
A0TJWY4	LU-204 Large Capacity Unit	$3,339.00	78%	$734.58	$33.72	$21.45	$17.48
A03NWY2	LU-301 Large Capacity Unit	$1,781.00	78%	$391.82	$17.98	$11.44	$9.33
OUTPUT OPTIONS:							
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	$3,020.00	78%	$664.40	$30.50	$19.40	$15.81
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	$1,670.00	78%	$367.40	$16.86	$10.73	$8.74
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	$863.00	78%	$189.86	$8.71	$5.54	$4.52
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	$500.00	78%	$110.00	$5.05	$3.21	$2.62
A109W12	ZU-606 Z-Folding Unit (FS-535)	$5,510.00	78%	$1,212.20	$55.64	$35.40	$28.85
A10AWY1	PI-505 Post Inserter for FS-526	$1,113.00	78%	$244.86	$11.24	$7.15	$5.83
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	78%	$408.10	$18.73	$11.92	$9.71
A3EPWYA	FS-534 + SD-511 Kit	$3,305.00	78%	$727.10	$33.37	$21.23	$17.30
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	78%	$128.92	$5.92	$3.76	$3.07
FAX / SCAN OPTIONS:							
A4MF012	FK-511 Fax Kit	$1,070.00	78%	$235.40	$10.80	$6.87	$5.60
4614506	SP-501 Fax Stamp Unit	$48.00	78%	$10.56	$0.48	$0.31	$0.25
4614511	Spare TX Marker Stamp 2	$27.00	78%	$5.94	$0.27	$0.17	$0.14
A4NPWY1	MK-728 Mount Kit (3rd&4th Fax Line Mount Kit)	$120.00	78%	$26.40	$1.21	$0.77	$0.63
A22M011	FK-508 Fax Board	$1,068.00	78%	$234.96	$10.78	$6.86	$5.59
i-Option ACCESSORIES:							
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	78%	$242.00	$11.11	$7.07	$5.76
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	78%	$11.66	$0.54	$0.34	$0.28
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	78%	$172.70	$7.93	$5.04	$4.11
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	78%	$146.96	$6.75	$4.29	$3.50
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	78%	$180.62	$8.29	$5.27	$4.30
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	78%	$151.80	$6.97	$4.43	$3.61
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	78%	$42.02	$1.93	$1.23	$1.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	$250.00	78%	$55.00	$2.52	$1.61	$1.31
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	78%	$63.80	$2.93	$1.86	$1.52
MISC. OPTIONS:							
A0X9WY1	AU-102 Biometric Authentication Unit	$947.00	78%	$208.34	$9.56	$6.08	$4.96
7640005064	AU-201H HID Proximity Card Authentication Unit	$423.00	78%	$93.06	$4.27	$2.72	$2.21
7640008394	AU-202H iClass Card Reader	$476.00	78%	$104.72	$4.81	$3.06	$2.49
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	78%	$13.20	$0.61	$0.39	$0.31
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	$279.00	78%	$61.38	$2.82	$1.79	$1.46
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	$200.00	78%	$44.00	$2.02	$1.28	$1.05
7640006869	External Keyboard	$223.00	78%	$49.06	$2.25	$1.43	$1.17
7640013468	AU-204H Mag Stripe Card Reader	$423.00	78%	$93.06	$4.27	$2.72	$2.21
A4NRWY1	KH-102 Keyboard Holder	$123.00	78%	$27.06	$1.24	$0.79	$0.64
A64TWY1	KP-101 10-Key Pad	$126.00	78%	$27.72	$1.27	$0.81	$0.66
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	78%	$18.92	$0.87	$0.55	$0.45
A0W4WY2	WT-506 Working Table	$112.00	78%	$24.64	$1.13	$0.72	$0.59
7640005261	HID Proximity Cards - 10 pack	$69.00	78%	$15.18	$0.70	$0.44	$0.36
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	78%	$269.50	$12.37	$7.87	$6.41
7640013463	CS-1 Convenience Stapler	$317.00	78%	$69.74	$3.20	$2.04	$1.66
A161192000	Stylus Pen for INFO-Palette Series	$30.00	78%	$6.60	$0.30	$0.19	$0.16

Exhibit B

					0.04590	0.02920	0.02380
Make: Konica Minolta							

Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs	36 Month Term Costs	48 Month Term Costs
Base Configuration							
A2X0017	bizhub C754e - Includes PS, PCL & XPS Controller, 2 GB Standard Memory, Dual Scan Document Feeder, Duplex Unit, 250 GB HD, USB Interfaces for Scan-to-USB Thumb Drive/Print-from-USB Thumb Drive, USB Local Printing	$39,621.01	79%	$8,320.41	$381.91	$242.96	$198.03
A092WW1	OT-503 Output Tray	$112.00	79%	$23.52	$1.08	$0.69	$0.56
	Total Base Configuration	$39,733.01	79%	$8,343.93	$382.99	$243.65	$198.59
Document Handling Options:							
	Standard on Base Machine						
Paper Supply Options:							
A0TJWY4	LU-204 Large Capacity Unit	$3,339.00	78%	$734.58	$33.72	$21.45	$17.48
A03NWY2	LU-301 Large Capacity Unit	$1,780.80	78%	$391.78	$17.98	$11.44	$9.32
Finisher Options:							
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	$3,020.00	78%	$664.40	$30.50	$19.40	$15.81
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	$1,670.00	78%	$367.40	$16.86	$10.73	$8.74
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	$863.00	78%	$189.86	$8.71	$5.54	$4.52
A092WW1	OT-503 Output Tray	$112.00	78%	$24.64	$1.13	$0.72	$0.59
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray) for FS-526	$500.32	78%	$110.07	$5.05	$3.21	$2.62
A109W12	ZU-606 Z-Folding Unit (FS-535)	$5,509.88	78%	$1,212.17	$55.64	$35.40	$28.85
A10AWY1	PI-505 Post Inserter for FS-526	$1,113.00	78%	$244.86	$11.24	$7.15	$5.83
A3EPWY1	FS-534 50-Sheet Stapling Finisher	$1,855.00	78%	$408.10	$18.73	$11.92	$9.71
A3ERWY1	SD-511 Saddle Stitcher (FS-534)	$1,450.00	78%	$319.00	$14.64	$9.31	$7.59
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	$586.00	78%	$128.92	$5.92	$3.76	$3.07
Print Controller Options:							
A4FRWY1	IC-414 Fiery Image Controller	$4,158.00	78%	$914.76	$41.99	$26.71	$21.77
A4MGWY1	VI-506 Video Interface Card	$296.00	78%	$65.12	$2.99	$1.90	$1.55
7640004312	EFI Hot Folders	$874.50	78%	$192.39	$8.83	$5.62	$4.58
7640004313	EFI AutoTrap	$874.50	78%	$192.39	$8.83	$5.62	$4.58
45109642	ES-2000 Spectrophotometer	$1,348.00	78%	$296.56	$13.61	$8.66	$7.06
7640009476	EFI Fiery SeeQuence Impose	$2,650.00	78%	$583.00	$26.76	$17.02	$13.88
7640009477	EFI Fiery SeeQuence Compose	$1,166.00	78%	$256.52	$11.77	$7.49	$6.11
7640009478	EFI Fiery SeeQuence Impose+Compose Suite	$3,178.94	78%	$699.37	$32.10	$20.42	$16.64
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	$3,400.00	78%	$748.00	$34.33	$21.84	$17.80
Fax / Scan Options:							
A4MF012	FK-511 Fax Kit	$1,070.00	78%	$235.40	$10.80	$6.87	$5.60
4614506	SP-501 Fax Stamp Unit	$48.00	78%	$10.56	$0.48	$0.31	$0.25
4614511	Spare TX Marker Stamp 2	$26.50	78%	$5.83	$0.27	$0.17	$0.14
Security Options:							
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	$1,100.00	78%	$242.00	$11.11	$7.07	$5.76
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	$53.00	78%	$11.66	$0.54	$0.34	$0.28
A0PD017	LK-104 v3 i-Option License Kiit (Voice Guidance)	$785.00	78%	$172.70	$7.93	$5.04	$4.11
A0PD018	LK-105 v3 (Searchable PDF)	$668.00	78%	$146.96	$6.75	$4.29	$3.50
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	$821.00	78%	$180.62	$8.29	$5.27	$4.30
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	$690.00	78%	$151.80	$6.97	$4.43	$3.61
A0PD01G	LK-108 i-Option License Kit (OCR Font)	$191.00	78%	$42.02	$1.93	$1.23	$1.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion,Enhanced Image Data)	$1,500.00	78%	$330.00	$15.15	$9.64	$7.85
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	$250.00	78%	$55.00	$2.52	$1.61	$1.31
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	$290.00	78%	$63.80	$2.93	$1.86	$1.52
Misc. Options:							
A0X9WY1	AU-102 Biometric Authentication Unit	$946.58	78%	$208.25	$9.56	$6.08	$4.96
7640005064	AU-201H HID Proximity Card Authentication Unit	$422.94	78%	$93.05	$4.27	$2.72	$2.21
7640008394	AU-202H iClass Card Reader	$475.94	78%	$104.71	$4.81	$3.06	$2.49
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	$60.00	78%	$13.20	$0.61	$0.39	$0.31
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	$278.78	78%	$61.33	$2.82	$1.79	$1.46
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	$200.34	78%	$44.07	$2.02	$1.29	$1.05
7640006869	External Keyboard	$222.60	78%	$48.97	$2.25	$1.43	$1.17
7640013468	AU-204H Mag Stripe Card Reader	$422.94	78%	$93.05	$4.27	$2.72	$2.21
A4NRWY1	KH-102 Keyboard Holder	$123.00	78%	$27.06	$1.24	$0.79	$0.64
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	$86.00	78%	$18.92	$0.87	$0.55	$0.45
A0W4WY2	WT-506 Working Table	$112.00	78%	$24.64	$1.13	$0.72	$0.59
7640005261	HID Proximity Cards - 10 pack	$68.90	78%	$15.16	$0.70	$0.44	$0.36
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	$1,225.00	78%	$269.50	$12.37	$7.87	$6.41
7640013463	CS-1 Convenience Stapler	$316.94	78%	$69.73	$3.20	$2.04	$1.66

Exhibit B

Part Number	Item Description	SRP	% disc. off SRP	State of FL Purchase Price	24 Month Term Costs 0.04590	36 Month Term Costs 0.02920	48 Month Term Costs 0.02380
Make: Konica Minolta							
Base Configuration							
A4EW011	bizhub PRO 951 : Built-in controller with PCL/PS3, (1) Drum, (1) Developer, 512 MB System Memory, 768 MB DRAM, Tray 1/2 : 1,500 sheets each, Total Standard Paper Capacity: 3,000 sheets (9,000 sheets max.). Requires 220V (NEMA receptacle#6-20R).	$42,000.00	80%	$8,400.00	$385.56	$245.28	$199.92
	Total Base Configuration	**$42,000.00**	**80%**	**$8,400.00**	**$385.56**	**$245.28**	**$199.92**
Document Handling Options:							
	Standard on Base Machine						
Paper Supply Options:							
A4EYWY1	PF-706 Large capacity paper feed unit	$6,455.00	80%	$1,291.00	$59.26	$37.70	$30.73
A4F0WY1	LU-409 Large capacity paper feed unit (letter size)	$2,226.00	80%	$445.20	$20.43	$13.00	$10.60
A4F1WY1	LU-410 Large capacity paper feed unit (12x18)	$3,116.00	80%	$623.20	$28.60	$18.20	$14.83
A08RWY1	PP-701 Pre-Printed Paper Feed Enhance Kit (For PF-701 and PF-702)	$1,336.00	80%	$267.20	$12.26	$7.80	$6.36
Finisher Options:							
A4F3WY1	FS-532 100 sheet staple finisher	$5,205.00	80%	$1,041.00	$47.78	$30.40	$24.78
A4F4WY1	SD-510 Saddle Stitch Kit	$1,977.00	80%	$395.40	$18.15	$11.55	$9.41
A4FAW11	PK-522 punch kit	$835.00	80%	$167.00	$7.67	$4.88	$3.97
A4F8WY2	ZU-608 Z-folding unit	$5,510.00	80%	$1,102.00	$50.58	$32.18	$26.23
A4F5WY1	MK-732 (mount kit for PI-502)	$445.00	80%	$89.00	$4.09	$2.60	$2.12
A5A8WY1	UK-205 (upgrade kit for eCopy)	$35.00	80%	$7.00	$0.32	$0.20	$0.17
A04HWY2	PI-502 Multi-Post Inserter	$1,113.00	80%	$222.60	$10.22	$6.50	$5.30
A0N9W11	GP-501 GBC Punch Unit (punch dies sold separately)	$18,232.00	80%	$3,646.40	$167.37	$106.47	$86.78
A0NAW11	DS-501 3 Hole Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
A0NCW11	DS-502 19 Hole Cerlox Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
A0NDW11	DS-503 32 Hole Wirebind Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
A0NEW11	DS-504 21 Hole Wirebind Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
A0NFW11	DS-505 44 Hole Color Coil Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
A0NGW11	DS-506 11 Hole Velobind Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
A0NHW11	DS-507 32 Hole Proclick Punch Die	$1,484.00	80%	$296.80	$13.62	$8.67	$7.06
Print Controller Options:							
Fax / Scan Options:							
	N/A ON PRODUCTION PRINT COPIERS						
Security Options:							
Misc. Options:							
A0W5WY1	HD-511 Removable HDD Inner Case Kit for 1200/1051	$1,410.00	80%	$282.00	$12.94	$8.23	$6.71
A0W6WY2	RH-101 Removable HDD Kit	$3,487.00	80%	$697.40	$32.01	$20.36	$16.60

Exhibit B

KONICA MINOLTA POWER FILTER PRICING							
Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	24- Months	36- Months	48- Months
ESP Power Filters							
XGPCS15DKM	ESP Diagnostic Power Filter 120V/15A Outlet Power Filter *for models: bizhub 223, 283, 363, 423, 501, 951, C224e, C284e, C364e, 224e, 284e, 364e*	$275.00	22.000%	$214.50	$9.85	$6.26	$5.11
XGPCS20DKM	ESP Diagnostic Power Filter 120V/20A *for models: 454e, 751, 754, 754e, C454, C454e, C554, C652, C754, C754e*	$307.00	22.000%	$239.46	$10.99	$6.99	$5.70
XGPCS20820DKM	ESP Diagnostic Power Filter 208V/20A, 1 Outlet Power Filter *for model: bizhub PRO 951*	$381.00	29.450%	$268.80	$12.34	$7.85	$6.40

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
**PAGESCOPE ENTERPRISE SUITE**
This Activation Kit is Required with Each and All Account Manager, Authentication Manager and/or My Panel Manager Sales Orders.
PSESSC100	System Certificate for PSES. (App Specialist Dispatch. For Direct Channel Only)	$0	$0	$0		
This Annual On-Site Service is Required with Each and All Account Manager, Authentication Manager and/or My Panel Manager Sales Orders.
PSESONSITE100	PSES One Year On Site Support	$1,500	$0	$1,500		
DELIVERY: Each PageScope Enterprise Suite ORDER listed below MUST include item 7640008085, Level 1 Solutions Delivery Charge.
**PageScope Account Manager**
A0E00Y9	Account Manager Module License - PageScope Account Manager Software - includes One year of Maintenence	$605	$0	$605	See below Delivery Charge	See below Professional Service Charges
A0E00Y4	5 Device Licenses for PageScope Account Manager	$415	$0	$415	"	"
A0E00Y5	25 Device Licenses for PageScope Account Manager	$1,625	$0	$1,625	"	"
A0E00Y7	100 Device Licenses for PageScope Account Manager	$6,350	$0	$6,350	"	"
A0E00Y8	500 Device Licenses for PageScope Account Manager	$28,550	$0	$28,550	"	"
**PageScope Authentication Manager**
A0DY0Y9	Authentication Manager Module License - PageScope Authentication Manager Software - Includes One year of Maintenance	$1,482	$0	$1,482	"	"
A0DY013	5 Device Licenses for PageScope Authentication Manager	$415	$0	$415	"	"
A0DY0Y5	25 Device Licenses for PageScope Authentication Manager	$1,625	$0	$1,625	"	"
A0DY0Y7	100 Device Licenses for PageScope Authentication Manager	$6,350	$0	$6,350	"	"
A0DY0Y8	500 Device Licenses for PageScope Authentication Manager	$28,550	$0	$28,550	"	"
**PageScope MyPanel Manager**
A0PF0Y9	MyPanel Manager Module License - PageScope MyPanel Manager Sofware - Includes One year of Maintenance	$605	$0	$605	"	"
A0PF0Y4	5 Device Licenses for PageScope MyPanel Manager	$415	$0	$415	"	"
A0PF0Y5	25 Device Licenses for PageScope MyPanel Manager	$1,625	$0	$1,625	"	"
A0PF0Y7	100 Device Licenses for PageScope MyPanel Manager	$6,350	$0	$6,350	"	"
A0PF0Y8	500 Device Licenses for PageScope MyPanel Manager	$28,550	$0	$28,550	"	"
**PageScope MyPrint Manager**
A2AR0Y9	My Print Manager Module License - PageScope My Print Manager Software - Includes One year of Maintenance	$508	$0	$508	"	"
A2AR0Y4	My Print Manager 5 device licenses	$430	$0	$430	"	"
A2AR0Y5	My Print Manager 25 device licenses	$1,673	$0	$1,673	"	"
A2AR0Y7	My Print Manager 100 device licenses	$6,525	$0	$6,525	"	"
A2AR0Y8	My Print Manager 500 device licenses	$29,375	$0	$29,375	"	"
**Authentication Unit Gateway (AUG)**
A0DY015	Biometric Authentication Unit Gateway -1 Certificate is required per Authentication Manager when authenticating using AU-101 and PageScope Authentication Manager	$1,850	$0	$1,850	"	"
**Maintenance**
MANDATORY FIRST YEAR AGREEMENT - All Software Maintenance to be ordered on a per month basis.
A0E00YA	Account Manager Maint Ext 3 year	$210	$0	$210	"	"
A0E00YC	Account Manager Maint Ext 1 year	$82	$0	$82	"	"
A0E00YD	Account Manager Maint Ext 1 month	$7	$0	$7	"	"
A0E00YE	Account Manager Maint Renewal	$24	$0	$24	"	"
A0DY0YA	Authentication Manager Maint Ext 3 years	$389	$0	$389	"	"
A0DY0YC	Authentication Manager Maint Ext 1 year	$152	$0	$152	"	"
A0DY0YD	Authentication Manager Maint Ext 1 month	$13	$0	$13	"	"
A0DY0YE	Authentication Manager Maint Renewal	$24	$0	$24	"	"
A0PF0YA	My Panel Manager Maint Ext 3 years	$210	$0	$210	"	"
A0PF0YC	My Panel Manager Maint Ext 1 year	$82	$0	$82	"	"
A0PF0YD	My Panel Manager Maint Ext 1 month	$7	$0	$7	"	"
A0PF0YE	My Panel Manager Maint Renewal	$24	$0	$24	"	"
7640005113	AUG 1 Month Maintenance	$31	$0	$31	"	"
A2AR0YC	My Print Manager Maint Ext 1 year	$75	$0	$75	"	"
A2AR0YA	My Print Manager Maint Ext 3 years	$191	$0	$191	"	"
A2AR0YD	My Print Manager Maint Ext 1 month	$6	$0	$6	"	"
A2AR0YE	My Print Manager Maint Renewal	$24	$0	$24	"	"
**Professional Services**
7640005179	PSES Installation/Integration Fee (Daily Charge) Final price based on configuration defined in SOW.	$1,750	$0	$1,750		
7640005180	PSES Installation/Integration Fee (1/2 Day Charge) Final price based on configuration defined in SOW.	$950	$0	$950		
This is a Setup fee for ALL current MFP's in the field to be integrated with PSES - Existing MFP Accounts. (See the Notes Section for details)
7640005181	Installed MFP Setup Fee (Price is per unit)	$150	$0	$150		
**Delivery Fees**
7640008085	Solutions Delivery Charge - Level 1	$18	$0	$18		
**eCopy ScanStantions**
**eCopy ScanStation for MFP**
Order (1) eCopy ScanStation for each MFP proposed.
NOTE: 10 copies of eCopy PDF Pro Office software is included with a ScanStation

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
If your customer requires software to assist in performing post scanning tasks, please use the items on the eCopy PDF Pro Office tab.						
DELIVERY: Each eCopy ScanStation MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
INSTALLATION: Each eCopy ScanStation MUST include item 7640008117, KMBS Installation Fee for eCopy ScanStations (per ScanStation).						
7640014235	eCopy ScanStation v5.1 Suite XP MFD − 3YR M&S	$5,704.00	0%	$5,704	See below Delivery Charge	See below Installation Charges
7640014236	eCopy ScanStation v5.1 Suite XP MFD − 4YR M&S	$6,187.00	0%	$6,187	"	"
7640014237	eCopy ScanStation v5.1 Suite XP MFD − 5YR M&S	$6,649.00	0%	$6,649	"	"
eCopy ScanStation for Scanners						
THESE ITEMS ARE TO CONNECT ISIS SCANNERS ONLY --- THE SHARESCAN SOFTWARE LICENCING IS DIFFERENT FROM THE MFP VERSION						
NOTE: 10 copies of eCopy PDF Pro Office software is included with a ScanStation						
If your customer requires software to assist in performing post scanning tasks, please use the items on the eCopy PDF Pro Office tab.						
DELIVERY: Each eCopy ScanStation for Scanners MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
INSTALLATION: Each eCopy ScanStation for Scanners MUST include item 7640008117, KMBS Installation Fee for eCopy ScanStations (per ScanStation).						
7640014241	eCopy ScanStation v5.1 Suite XP SCAN − 3YR M&S	$5,704.00	0%	$5,704	"	"
7640014242	eCopy ScanStation v5.1 Suite XP SCAN − 4YR M&S	$6,187.00	0%	$6,187	"	"
7640014243	eCopy ScanStation v5.1 Suite XP SCAN − 5YR M&S	$6,649.00	0%	$6,649	"	"
eCopy Application Connectors						
These are additional connectors and require 1 x item 76400002416 (Advanced Installation & Training) for each item number sold. They are above and beyond the basic integration and training fees included in the main system. Each connector carries a 3 year minimum warranty.						
7640014262	Microsoft SharePoint Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014263	Microsoft SharePoint Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014264	Microsoft SharePoint Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014265	OpenText Fax Server, RightFax Edition Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014266	OpenText Fax Server, RightFax Edition Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014267	OpenText Fax Server, RightFax Edition Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014268	OpenText Content Server Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014269	OpenText Content Server Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014270	OpenText Content Server Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014271	OpenText DM, eDOCS Edition Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014272	OpenText DM, eDOCS Edition Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014273	OpenText DM, eDOCS Edition Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014274	Autonomy iManage WorkSite Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014275	Autonomy iManage WorkSite Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014276	Autonomy iManage WorkSite Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014277	EMC Documentum Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014278	EMC Documentum Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014279	EMC Documentum Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014280	Quick Connect Connector - 3YR	$1,081.00	0%	$1,081	"	"
7640014281	Quick Connect Connector - 4YR	$1,173.00	0%	$1,173	"	"
7640014282	Quick Connect Connector - 5YR	$1,260.00	0%	$1,260	"	"
eCopy Document Services and Extenders						
These are additional services and require 1 x item 76400002416 (Advanced Installation & Training) for each item number sold. They are above and beyond the basic integration and training fees included in the main system. Each service carries a 3 year minimum warranty.						
7640014250	Bates/Endorsement Service − 3 YR	$1,081.00	0%	$1,081	"	"
7640014251	Bates/Endorsement Service − 4 YR	$1,173.00	0%	$1,173	"	"
7640014252	Bates/Endorsement Service − 5 YR	$1,260.00	0%	$1,260	"	"
7640014253	Cost Recovery Service − 3YR	$1,081.00	0%	$1,081	"	"
7640014254	Cost Recovery Service − 4YR	$1,173.00	0%	$1,173	"	"
7640014255	Cost Recovery Service − 5YR	$1,260.00	0%	$1,260	"	"
7640014256	Barcode Recognition Service − 3YR	$1,081.00	0%	$1,081	"	"
7640014257	Barcode Recognition Service − 4YR	$1,173.00	0%	$1,173	"	"
7640014258	Barcode Recognition Service − 5YR	$1,260.00	0%	$1,260	"	"
7640014259	Forms Processing Extender − 3YR	$1,353.00	0%	$1,353	"	"
7640014260	Forms Processing Extender − 4YR	$1,467.00	0%	$1,467	"	"
7640014261	Forms Processing Extender − 5YR	$1,577.00	0%	$1,577	"	"
7640015900	Xerox Docushare Connector - 3 YR M&S	$1,926.00	0%	$1,926	"	"
7640015901	Xerox Docushare Connector - 4 YR M&S	$2,096.00	0%	$2,096	"	"
7640015902	Xerox Docushare Connector - 5 YR M&S	$2,266.00	0%	$2,266	"	"
7640015903	SalesForce Connector - 3 YR M&S	$1,926.00	0%	$1,926	"	"
7640015904	SalesForce Connector - 4 YR M&S	$2,096.00	0%	$2,096	"	"
7640015905	SalesForce Connector - 5 YR M&S	$2,266.00	0%	$2,266	"	"
7640015906	HP Trim Connector - 3 YR M&S	$1,926.00	0%	$1,926	"	"
7640015907	HP Trim Connector - 4 YR M&S	$2,096.00	0%	$2,096	"	"
7640015908	HP Trim Connector - 5 YR M&S	$2,266.00	0%	$2,266	"	"
7640015909	Microsoft SharePoint Connector Server Edition - 3 YR M&S	$1,564.00	0%	$1,564	"	"
7640015910	Microsoft SharePoint Connector Server Edition - 4 YR M&S	$1,702.00	0%	$1,702	"	"
7640015911	Microsoft SharePoint Connector Server Edition - 5 YR M&S	$1,840.00	0%	$1,840	"	"
7640015912	Sage 50 Accounts Connector - 3 YR M&S	$1,564.00	0%	$1,564	"	"
7640015913	Sage 50 Accounts Connector - 4 YR M&S	$1,702.00	0%	$1,702	"	"
7640015914	Sage 50 Accounts Connector - 5 YR M&S	$1,840.00	0%	$1,840	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640015915	Sage ACT Connector - 3 YR M&S	$1,564.00	0%	$1,564	"	"
7640015916	Sage ACT Connector - 4 YR M&S	$1,702.00	0%	$1,702	"	"
7640015917	Sage ACT Connector - 5 YR M&S	$1,840.00	0%	$1,840	"	"
Maintenance & Support						
These should be used for current installations that wish to extend past the initial lease period.						
Item number 7640014318 is for SOFTWARE MAINTENANCE ONLY - ScanStation hardware is NOT included						
7640014318	eCopy ShareScan v5.1 Suite 1 year M&S Renewal	$359.00	0%	$359	"	"
7640014319	eCopy Connector and Extenders v5 1 year M&S Renewal	$95.00	0%	$95	"	"
7640014574	Forms Processing Extender 1 year M&S Renewal	$119.00	0%	$119	"	"
Integration & Training						
Advanced Integration and Training - is for those customers that require additional training above and beyond the basic integration//training that comes with the system. If a customer requires this service after the initial order						
System Engineers and Sales Rep should work together to write the order for the proper amount of hours to complete.						
7640002416	eCopy Advanced Integration and End User Training - One Hour.	$200.00	0%	$200	"	"
Delivery Fees						
7640008090	Solutions Delivery Charge - Level 6	$173.00	0%	$173	"	"
Installation Fees						
7640008117	KMBS Installation Fee for eCopy Scan Stations	$600.00	0%	$600	"	"

ShareScan Elements Volume

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Volume Integrated eCopy ShareScan Elements for MFPs						
Please refer to the notes below for what is included in the Integrated eCopy ShareScan Suite ShareScan v5 Elements bundles with 1 seats of eCopy PDF Pro Office Software						
It is required for all Integrated eCopy orders to include the LK-101 and UK-201, 202 or 203 kits for each MFP connection Please refer to the notes section for MFP and kit configurations. Pricing and item codes for the LK and UK Kits can be found in the MFP Price Book.						
INSTALLATION: eCopy Integrated ShareScan MUST include item 7640008117, KMBS Installation Fee for eCopy ScanStations - this will be used for 1-5 MFP connections. Over 5 MFP's will require the appropriate quantity of professional services hours (7640002416) to complete the installation, configuration and end user training for your customer.						
PLEASE CONSULT A SYSTEM ENGINEER OR BIS GROUP MEMBER for quotation.						
3-24 units for a single End User						
ESDL376AXT350B	eCopy Integrated v5 Elements –Volume disc 3-24 units – 3YR M&S	$580.00	0%	$580	"	"
ESDL376AXT450B	eCopy Integrated v5 Elements –Volume disc 3-24 units – 4YR M&S	$641.00	0%	$641	"	"
ESDL376AXT550B	eCopy Integrated v5 Elements –Volume disc 3-24 units – 5YR M&S	$703.00	0%	$703	"	"
25-49 units for a single End User						
ESDL376AXT350C	eCopy Integrated v5 Elements –Volume disc 25-49 units – 3YR M&S	$540.00	0%	$540	"	"
ESDL376AXT450C	eCopy Integrated v5 Elements –Volume disc 25-49 units – 4YR M&S	$601.00	0%	$601	"	"
ESDL376AXT550C	eCopy Integrated v5 Elements –Volume disc 25-49 units – 5YR M&S	$663.00	0%	$663	"	"
50+ units for a single End User						
ESDL376AXT350D	eCopy Integrated v5 Elements –Volume disc 50+ units – 3YR M&S	$505.00	0%	$505	"	"
ESDL376AXT450D	eCopy Integrated v5 Elements –Volume disc 50+ units – 4YR M&S	$566.00	0%	$566	"	"
ESDL376AXT550D	eCopy Integrated v5 Elements –Volume disc 50+ units – 5YR M&S	$628.00	0%	$628	"	"
Volume Application Connectors						
These are additional connectors and require the correct calculation of item 76400002416 (Advanced Installation & Training) for each additional item number sold. Calculations will inclued all time required for installation and end user training for the total number of volume units						
3-24 units for a single End User						
ESDC676AXT350B	eCopy Forms Processing Extender 3-9 Units 3YR M&S	$912.00	0%	$912	"	"
ESDC676AXT450B	eCopy Forms Processing Extender 3-9 Units 4YR M&S	$1,026.00	0%	$1,026	"	"
ESDC676AXT550B	eCopy Forms Processing Extender 3-9 Units 5YR M&S	$1,140.00	0%	$1,140	"	"
ESDC276AXT350B	Bates/Endorsement Service Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDC276AXT450B	Bates/Endorsement Service Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDC276AXT550B	Bates/Endorsement Service Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDC376AXT350B	Cost Recovery Service Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDC376AXT450B	Cost Recovery Service Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDC376AXT550B	Cost Recovery Service Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDC476AXT350B	Barcode Recognition Service Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDC476AXT450B	Barcode Recognition Service Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDC476AXT550B	Barcode Recognition Service Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDB476AXT350B	Microsoft SharePoint Connector Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDB476AXT450B	Microsoft SharePoint Connector Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDB476AXT550B	Microsoft SharePoint Connector Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDB576AXT350B	OpenText Fax Server, RightFax Edition Connector Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDB576AXT450B	OpenText Fax Server, RightFax Edition Connector Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDB576AXT550B	OpenText Fax Server, RightFax Edition Connector Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDB776AXT350B	OpenText Content Server Connector Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
ESDB776AXT450B	OpenText Content Server Connector Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDB776AXT550B	OpenText Content Server Connector Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDB876AXT350B	OpenText DM, eDOCS Edition Connector Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDB876AXT450B	OpenText DM, eDOCS Edition Connector Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDB876AXT550B	OpenText DM, eDOCS Edition Connector Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDB976AXT350B	Autonomy iManage WorkSite Connector Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDB976AXT450B	Autonomy iManage WorkSite Connector Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDB976AXT550B	Autonomy iManage WorkSite Connector Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDC176AXT350B	EMC Documentum Connector Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDC176AXT450B	EMC Documentum Connector Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDC176AXT550B	EMC Documentum Connector Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
ESDC976AXT350B	Quick Connect Volume disc 3-9 Units 3YR M&S	$760.00	0%	$760	"	"
ESDC976AXT450B	Quick Connect Volume disc 3-9 Units 4YR M&S	$855.00	0%	$855	"	"
ESDC976AXT550B	Quick Connect Volume disc 3-9 Units 5YR M&S	$950.00	0%	$950	"	"
10-49 units for a single End User						
ESDC676AXT350C	eCopy Forms Processing Extender 10-49 Units 3YR M&S	$750.00	0%	$750	"	"
ESDC676AXT450C	eCopy Forms Processing Extender 10-49 Units 4YR M&S	$864.00	0%	$864	"	"
ESDC676AXT550C	eCopy Forms Processing Extender 10-49 Units 5YR M&S	$978.00	0%	$978	"	"
ESDC276AXT350C	Bates/Endorsement Service Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDC276AXT450C	Bates/Endorsement Service Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDC276AXT550C	Bates/Endorsement Service Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDC376AXT350C	Cost Recovery Service Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDC376AXT450C	Cost Recovery Service Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDC376AXT550C	Cost Recovery Service Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDC476AXT350C	Barcode Recognition Service Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDC476AXT450C	Barcode Recognition Service Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDC476AXT550C	Barcode Recognition Service Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDB476AXT350C	Microsoft SharePoint Connector Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDB476AXT450C	Microsoft SharePoint Connector Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDB476AXT550C	Microsoft SharePoint Connector Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDB576AXT350C	OpenText Fax Server, RightFax Edition Connector Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDB576AXT450C	OpenText Fax Server, RightFax Edition Connector Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDB576AXT550C	OpenText Fax Server, RightFax Edition Connector Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDB776AXT350C	OpenText Content Server Connector Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDB776AXT450C	OpenText Content Server Connector Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDB776AXT550C	OpenText Content Server Connector Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDB876AXT350C	OpenText DM, eDOCS Edition Connector Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDB876AXT450C	OpenText DM, eDOCS Edition Connector Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDB876AXT550C	OpenText DM, eDOCS Edition Connector Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDB976AXT350C	Autonomy iManage WorkSite Connector Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDB976AXT450C	Autonomy iManage WorkSite Connector Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDB976AXT550C	Autonomy iManage WorkSite Connector Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDC176AXT350C	EMC Documentum Connector Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDC176AXT450C	EMC Documentum Connector Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDC176AXT550C	EMC Documentum Connector Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
ESDC976AXT350C	Quick Connect Volume disc 10-49 Units 3YR M&S	$720.00	0%	$720	"	"
ESDC976AXT450C	Quick Connect Volume disc 10-49 Units 4YR M&S	$815.00	0%	$815	"	"
ESDC976AXT550C	Quick Connect Volume disc 10-49 Units 5YR M&S	$910.00	0%	$910	"	"
50+ units for a single End User						
ESDC676AXT350D	eCopy Forms Processing Extender 50+ Units 3YR M&S	$588.00	0%	$588	"	"
ESDC676AXT450D	eCopy Forms Processing Extender 50+ Units 4YR M&S	$702.00	0%	$702	"	"
ESDC676AXT550D	eCopy Forms Processing Extender 50+ Units 5YR M&S	$816.00	0%	$816	"	"
ESDC276AXT350D	Bates/Endorsement Service Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDC276AXT450D	Bates/Endorsement Service Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
ESDC276AXT550D	Bates/Endorsement Service Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDC376AXT350D	Cost Recovery Service Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDC376AXT450D	Cost Recovery Service Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDC376AXT550D	Cost Recovery Service Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDC476AXT350D	Barcode Recognition Service Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDC476AXT450D	Barcode Recognition Service Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDC476AXT550D	Barcode Recognition Service Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDB476AXT350D	Microsoft SharePoint Connector Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDB476AXT450D	Microsoft SharePoint Connector Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDB476AXT550D	Microsoft SharePoint Connector Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDB576AXT350D	OpenText Fax Server, RightFax Edition Connector Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDB576AXT450D	OpenText Fax Server, RightFax Edition Connector Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDB576AXT550D	OpenText Fax Server, RightFax Edition Connector Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDB776AXT350D	OpenText Content Server Connector Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDB776AXT450D	OpenText Content Server Connector Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDB776AXT550D	OpenText Content Server Connector Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDB876AXT350D	OpenText DM, eDOCS Edition Connector Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDB876AXT450D	OpenText DM, eDOCS Edition Connector Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDB876AXT550D	OpenText DM, eDOCS Edition Connector Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDB976AXT350D	Autonomy iManage WorkSite Connector Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDB976AXT450D	Autonomy iManage WorkSite Connector Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDB976AXT550D	Autonomy iManage WorkSite Connector Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
ESDC176AXT350D	EMC Documentum Connector Volume disc 50+ Units 3YR M&S	$585.00	0%	$585	"	"
ESDC176AXT450D	EMC Documentum Connector Volume disc 50+ Units 4YR M&S	$680.00	0%	$680	"	"
ESDC176AXT550D	EMC Documentum Connector Volume disc 50+ Units 5YR M&S	$775.00	0%	$775	"	"
Maintenance & Support						
eCopy Maintenance & Support is included in the base product price - 1 Year Add-ons can be added on to match the length of the extended coverage desired. These will be used if a customer wishes to extend past a lease term.						
7640014317	eCopy ShareScan v5.1 Office 1 year M&S Renewal	$179.00	0%	$179	"	"
7640014318	eCopy ShareScan v5.1 Suite 1 year M&S Renewal	$359.00	0%	$359	"	"
7640014319	eCopy Connector and Extenders v5 1 year M&S Renewal	$95.00	0%	$95	"	"
7640014574	Forms Processing Extender 1 year M&S Renewal	$119.00	0%	$119	"	"
Integration & Training						
Advanced Integration and Training - is for those customers that require additional training above and beyond the basic integration//training that comes with the system. If a customer requires this service after the initial order - System Engineers should engage the Sales Rep to write the order for the proper amount of hours to complete.						
This item may also be used for mutiple unit (volume) installations over 5 units. Please calulate installation AND training time requirements with all volume installations						
7640002416	eCopy Advanced Integration and End User Training - One Hour.	$200.00	0%	$200	"	"
7640008117	KMBS Installation Fee for eCopy Scan Stations	$600.00	0%	$600	"	"
	Integrated eCopy					
Integrated eCopy ShareScan Office for MFP's						
Please refer to the notes below for what is included in Integrated eCopy ShareScan v5.1 Office						
NOTE - ShareScan v5 Office bundles with 5 seats of eCopy PDF Pro Office Software						
It is required for all Integrated eCopy orders to include the LK-101 and UK-201, 202 or 203 kits for each MFP connection Please refer to the notes section for MFP and kit configurations. Pricing and item codes for the LK and UK Kits can be found in the MFP Price Book.						
DELIVERY: Each eCopy Integrated ShareScan MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
INSTALLATION: eCopy Integrated ShareScan MUST include item 7640008117, KMBS Installation Fee for eCopy - this will be used for 1-5 MFP connections. Over 5 MFP's will require the appropriate quantity of professional services hours (7640002416) to complete the installation and configuration for your customer. PLEASE CONSULT A SYSTEM ENGINEER OR BIS GROUP MEMBER for a quotation						
7640014208	Integrated eCopy ShareScan v5.1 Office – 3YR M&S	$2,033.00	0%	$2,033	See below Delivery Charge	See below Installation Charges
7640014209	Integrated eCopy ShareScan v5.1 Office – 4YR M&S	$2,205.00	0%	$2,205	"	"
7640014210	Integrated eCopy ShareScan v5.1 Office – 5YR M&S	$2,370.00	0%	$2,370	"	"
Integrated eCopy ShareScan Suite for MFPs						
Please refer to the notes below for what is included in the Integrated eCopy ShareScan Suite						
ShareScan v5 Suite bundles with 10 seats of eCopy PDF Pro Office Software						
It is required for all Integrated eCopy orders to include the LK-101 and UK-201, 202 or 203 kits for each MFP connection Please refer to the notes section for MFP and kit configurations. Pricing and item codes for the LK and UK Kits can be found in the MFP Price Book.						
DELIVERY: Each eCopy Integrated ShareScan MUST include item 7640008087, Level 3 Solutions Delivery Charge.						

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
INSTALLATION: eCopy Integrated ShareScan MUST include item 7640008117, KMBS Installation Fee for eCopy ScanStations - this will be used for 1-5 MFP connections. Over 5 MFP's will require the appropriate quantity of professional services hours (7640002416) to complete the installation and configuration for your customer. PLEASE CONSULT AN APPLICATON SPECIALIST OR BIS GROUP MEMBER for quotation.						
7640014205	Integrated eCopy ShareScan v5.1 Suite − 3YR M&S	$4,073.00	0%	$4,073	"	"
7640014206	Integrated eCopy ShareScan v5.1 Suite − 4YR M&S	$4,417.00	0%	$4,417	"	"
7640014207	Integrated eCopy ShareScan v5.1 Suite − 5YR M&S	$4,747.00	0%	$4,747	"	"
Integrated eCopy ShareScan Elements for MFPs						
Please refer to the notes below for what is included in the Integrated eCopy ShareScan Suite						
ShareScan v5 Elements bundles with 1 seat of eCopy PDF Pro Office Software						
It is required for all Integrated eCopy orders to include the LK-101 and UK-201, 202 or 203 kits for each MFP connection Please refer to the notes						
section for MFP and kit configurations. Pricing and item codes for the LK and UK Kits can be found in the MFP Price Book.						
INSTALLATION: eCopy Integrated ShareScan MUST include item 7640008117, KMBS Installation Fee for eCopy ScanStations - this will be used for 1-5 MFP connections. Over 5 MFP's will require the appropriate quantity of professional services hours (7640002416) to complete the installation and configuration for your customer. PLEASE CONSULT A SYSTEM ENGINEER OR BIS GROUP MEMBER for quotation.						
ESDL376AKL350	eCopy Integrated v5 Elements - Single Seat − 3YR M&S	$698.00	0%	$698	"	"
ESDL376AKL450	eCopy Integrated v5 Elements - Single Seat − 4YR M&S	$759.00	0%	$759	"	"
ESDL376AKL550	eCopy Integrated v5 Elements - Single Seat − 5YR M&S	$821.00	0%	$821	"	"
Application Connectors						
New Item Codes have been made for the Integrated Application Connectors below.						
CONNECTORS FOR THE SCANSTATION CANNOT BE USED ON THE INTEGRATED PRODUCT						
These are additional connectors and require 1 x item 76400002416 (Advanced Installation & Training) for each item number sold. They are above and beyond the basic integration and training fees included in the main system. Each connector carries a 3 year minimum warranty.						
DELIVERY: Each eCopy Application Connector MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640014262	Microsoft SharePoint Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014263	Microsoft SharePoint Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014264	Microsoft SharePoint Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014265	OpenText Fax Server, RightFax Edition Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014266	OpenText Fax Server, RightFax Edition Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014267	OpenText Fax Server, RightFax Edition Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014268	OpenText Content Server Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014269	OpenText Content Server Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014270	OpenText Content Server Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014271	OpenText DM, eDOCS Edition Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014272	OpenText DM, eDOCS Edition Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014273	OpenText DM, eDOCS Edition Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014274	Autonomy iManage WorkSite Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014275	Autonomy iManage WorkSite Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014276	Autonomy iManage WorkSite Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014277	EMC Documentum Connector − 3YR	$1,081.00	0%	$1,081	"	"
7640014278	EMC Documentum Connector − 4YR	$1,173.00	0%	$1,173	"	"
7640014279	EMC Documentum Connector − 5YR	$1,260.00	0%	$1,260	"	"
7640014280	Quick Connect Connector - 3YR	$1,081.00	0%	$1,081	"	"
7640014281	Quick Connect Connector - 4YR	$1,173.00	0%	$1,173	"	"
7640014282	Quick Connect Connector - 5YR	$1,260.00	0%	$1,260	"	"
eCopy Document Services						
New Item Codes have been made for the Integrated Document Services below.						
DOCUMENT SERVICES FOR THE SCANSTATION CANNOT BE USED ON THE INTEGRATED PRODUCT						
These are additional services and require 1 x item 76400002416 (Advanced Installation & Training) for each item number sold. They are above and beyond the basic integration and training fees included in the main system. Each service carries a 3 year minimum warranty.						
DELIVERY: Each eCopy Document Service Option MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640014250	Bates/Endorsement Service − 3 YR	$1,081.00	0%	$1,081	"	"
7640014251	Bates/Endorsement Service − 4 YR	$1,173.00	0%	$1,173	"	"
7640014252	Bates/Endorsement Service − 5 YR	$1,260.00	0%	$1,260	"	"
7640014253	Cost Recovery Service − 3YR	$1,081.00	0%	$1,081	"	"
7640014254	Cost Recovery Service − 4YR	$1,173.00	0%	$1,173	"	"
7640014255	Cost Recovery Service − 5YR	$1,260.00	0%	$1,260	"	"
7640014256	Barcode Recognition Service − 3YR	$1,081.00	0%	$1,081	"	"
7640014257	Barcode Recognition Service − 4YR	$1,173.00	0%	$1,173	"	"
7640014258	Barcode Recognition Service − 5YR	$1,260.00	0%	$1,260	"	"
7640014259	Forms Processing Extender − 3YR	$1,353.00	0%	$1,353	"	"
7640014260	Forms Processing Extender − 4YR	$1,467.00	0%	$1,467	"	"
7640014261	Forms Processing Extender − 5YR	$1,577.00	0%	$1,577	"	"
7640015900	Xerox Docushare Connector - 3 YR M&S	$1,926.00	0%	$1,926	"	"
7640015901	Xerox Docushare Connector - 4 YR M&S	$2,096.00	0%	$2,096	"	"
7640015902	Xerox Docushare Connector - 5 YR M&S	$2,266.00	0%	$2,266	"	"
7640015903	SalesForce Connector - 3 YR M&S	$1,926.00	0%	$1,926	"	"
7640015904	SalesForce Connector - 4 YR M&S	$2,096.00	0%	$2,096	"	"
7640015905	SalesForce Connector - 5 YR M&S	$2,266.00	0%	$2,266	"	"
7640015906	HP Trim Connector - 3 YR M&S	$1,926.00	0%	$1,926	"	"
7640015907	HP Trim Connector - 4 YR M&S	$2,096.00	0%	$2,096	"	"

Exhibit B

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640015908	HP Trim Connector - 5 YR M&S	$2,266.00	0%	$2,266	"	"
7640015909	Microsoft SharePoint Connector Server Edition - 3 YR M&S	$1,564.00	0%	$1,564	"	"
7640015910	Microsoft SharePoint Connector Server Edition - 4 YR M&S	$1,702.00	0%	$1,702	"	"
7640015911	Microsoft SharePoint Connector Server Edition - 5 YR M&S	$1,840.00	0%	$1,840	"	"
7640015912	Sage 50 Accounts Connector - 3 YR M&S	$1,564.00	0%	$1,564	"	"
7640015913	Sage 50 Accounts Connector - 4 YR M&S	$1,702.00	0%	$1,702	"	"
7640015914	Sage 50 Accounts Connector - 5 YR M&S	$1,840.00	0%	$1,840	"	"
7640015915	Sage ACT Connector - 3 YR M&S	$1,564.00	0%	$1,564	"	"
7640015916	Sage ACT Connector - 4 YR M&S	$1,702.00	0%	$1,702	"	"
7640015917	Sage ACT Connector - 5 YR M&S	$1,840.00	0%	$1,840	"	"
Maintenance & Support						
eCopy Maintenance & Support is included in the base product price - 1 Year Add-ons can be added on to match the length of the extended coverage desired. These will be used if a customer wishes to extend past a lease term.						
7640014317	eCopy ShareScan v5.1 Office 1 year M&S Renewal	$179.00	0%	$179	"	"
7640014318	eCopy ShareScan v5.1 Suite 1 year M&S Renewal	$359.00	0%	$359	"	"
7640014319	eCopy Connector and Extenders v5 1 year M&S Renewal	$95.00	0%	$95	"	"
7640014574	Forms Processing Extender 1 year M&S Renewal	$119.00	0%	$119	"	"
Integration & Training						
Advanced Integration and Training - is for those customers that require additional training above and beyond the basic integration//training that comes with the system. If a customer requires this service after the initial order - Application Specialist should engage the Sales Rep to write the order for the proper amount of hours to complete.						
7640002416	eCopy Advanced Integration and End User Training - One Hour.	$200.00	0%	$200		
Installation Fees						
7640008117	KMBS Installation Fee for eCopy Scan Stations	$600.00	0%	$600		

eCopy Loyalty Program

eCopy ShareScan Loyalty						
Integrated eCopy ShareScan Loyalty MUST also include the KMBS Installation Fee item 7640008117 - this will be used for 1-5 MFP connections.						
Over 5 MFP's will require the appropriate quantity of professional services hours (7640002416) to complete the installation and configuration for your customer.						
PLEASE CONSULT AN APPLICATON SPECIALIST OR BIS GROUP MEMBER for a quotation.						
7640014226	Integrated eCopy ShareScan v5.1 Office Loyalty − 3YR M&S	$837.00	0%	$1,154	See below Delivery Charge	See below Installation Charges
7640014227	Integrated eCopy ShareScan v5.1 Office Loyalty − 4YR M&S	$1,016.00	0%	$1,429	"	"
7640014228	Integrated eCopy ShareScan v5.1 Office Loyalty − 5YR M&S	$1,195.00	0%	$1,703	"	"
7640014223	Integrated eCopy ShareScan v5.1 Suite Loyalty − 3YR M&S	$1,377.00	0%	$1,809	"	"
7640014224	Integrated eCopy ShareScan v5.1 Suite Loyalty − 4YR M&S	$1,736.00	0%	$2,294	"	"
7640014225	Integrated eCopy ShareScan v5.1 Suite Loyalty − 5YR M&S	$2,095.00	0%	$2,779	"	"
Installation Fees						
7640008117	KMBS Installation Fee for eCopy Scan Stations	$600.00	0%	$700	"	"

eCopy PDF Pro Office Software

All eCopy PDF Pro Office software is delivered by electronic delivery ONLY, Please provide a valid customer email address at time of order.						
For KMBS System Engineer's to install this software, you must include item number 7640002416 for KMBS Professional Services.						
NOTE - 5, 10 and 20 seat licenses will come with UNIQUE product keys for the number of seats ordered						
DELIVERY: Since this is now delivered via electronic delivery NO delivery fee is required. Please provide a valid customer email address at time of order .						
1 Year Warranty						
7640015650	eCopy PDF Pro Office Single License, 1YR M&S	$197.00	0%	$197	See below Delivery Charge	See below Installation Charges
3 Year Warranty						
7640015651	eCopy PDF Pro Office Single License, 3YR M&S	$257.00	0%	$257	"	"
4 Year Warranty						
7640015652	eCopy PDF Pro Office Single License, 4YR M&S	$287.00	0%	$287	"	"
5 Year Warranty						
7640015653	eCopy PDF Pro Office Single License, 5YR M&S	$317.00	0%	$317	"	"
eCopy PDF Pro Office Software - Volume Pricing						
All eCopy PDF Pro Office software is delivered by electronic delivery ONLY, Please provide a valid customer email address at time of order						
Pricing is per seat and will be ONE COMMON license key for the number of seats ordered						
3 Year Warranty						
7640015696	eCopy PDF Pro Office - Volume Pricing 5 - 39 seats 3YR	$186.00	0%	$186	"	"
7640015697	eCopy PDF Pro Office - Volume Pricing 40 -199 seats 3YR	$172.00	0%	$172	"	"
7640015698	eCopy PDF Pro Office - Volume Pricing 200 - 399 seats 3YR	$163.00	0%	$163	"	"
7640015699	eCopy PDF Pro Office - Volume Pricing 400 - 999 seats 3YR	$139.00	0%	$139	"	"
7640015700	eCopy PDF Pro Office - Volume Pricing 1000 - 10000 seats 3YR	$118.00	0%	$118	"	"
4 Year Warranty						
7640015701	eCopy PDF Pro Office - Volume Pricing 5 - 39 seats 4YR	$208.00	0%	$208	"	"
7640015702	eCopy PDF Pro Office - Volume Pricing 40 -199 seats 4YR	$192.00	0%	$192	"	"
7640015703	eCopy PDF Pro Office - Volume Pricing 200 - 399 seats 4YR	$182.00	0%	$182	"	"
7640015704	eCopy PDF Pro Office - Volume Pricing 400 - 999 seats 4YR	$155.00	0%	$155	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640015705	eCopy PDF Pro Office - Volume Pricing 1000 - 10000 seats 4YR	$132.00	0%	$132	"	"
5 Year Warranty						
7640015706	eCopy PDF Pro Office - Volume Pricing 5 - 39 seats 5YR	$230.00	0%	$230	"	"
7640015707	eCopy PDF Pro Office - Volume Pricing 40 -199 seats 5YR	$212.00	0%	$212	"	"
7640015708	eCopy PDF Pro Office - Volume Pricing 200 - 399 seats 5YR	$201.00	0%	$201	"	"
7640015709	eCopy PDF Pro Office - Volume Pricing 400 - 999 seats 5YR	$171.00	0%	$171	"	"
7640015710	eCopy PDF Pro Office - Volume Pricing 1000 - 10000 seats 5YR	$146.00	0%	$146	"	"
Add On Maintenance & Support						
ADD-ON - eCopy Maintenance & Support is included in the base product price - 1 Year Add-ons can be added on to match the length of the extended coverage desired. These will be used if a customer wishes to extend past a lease term.						
Volume Pricing is per seat for the number of seats required						
7640015654	eCopy PDF PRO Office Single Licence 1YR Add on M&S	$30.00	0%	$30	"	"
7640015711	eCopy PDF Pro Office - Volume Pricing 5 - 39 seats - 1YR Add-on M&S	$22.00	0%	$22	"	"
7640015712	eCopy PDF Pro Office - Volume Pricing 40 -199 seats - 1YR Add-on M&S	$20.00	0%	$20	"	"
7640015713	eCopy PDF Pro Office - Volume Pricing 200 - 399 seats - 1YR Add-on M&S	$19.00	0%	$19	"	"
7640015714	eCopy PDF Pro Office - Volume Pricing 400 - 999 seats - 1YR Add-on M&S	$16.00	0%	$16	"	"
7640015715	eCopy PDF Pro Office - Volume Pricing 1000 - 10000 seats - 1YR Add-on M&S	$14.00	0%	$14	"	"
Installation Fees						
7640002416	eCopy Advanced Integration and End User Training - One Hour.	$200.00	0%	$200	"	"
Prism - DocForm/deskForm						
DELIVERY: Each Prism DeskRecord package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640008464	deskForm LE	$995.00	0%	$995	See below Delivery Charge	See below Installation Charges
7640009318	deskForm	$1,495.00	0%	$1,495	"	"
7640009319	deskForm Production	$3,995.00	0%	$3,995	"	"
7640009320	deskForm Plus	$4,995.00	0%	$4,995	"	"
DirectSmile Applications						
7640009321	DirectSmile Creator Pro; 7,500 Smilys	$1,495.00	0%	$1,495	"	"
7640009322	DirectSmile Creator Pro; Unlimited Smilys, Single Core	$4,995.00	0%	$4,995	"	"
7640009323	DirectSmile Creator Pro; Unlimited Smilys, Dual Core	$14,995.00	0%	$14,995	"	"
7640009324	DirectSmile, extra Workstation Designer	$995.00	0%	$995	"	"
7640009325	DirectSmile, first year mandatory maintenance	$1.00	0%	$1	"	"
DocForm Software						
DELIVERY: Each Prism DeskRecord package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640003121	DocForm, V5 Comprised of a DocForm application and one (1) DocForm Designer; allows for the creation, printing, and electronic distribution of variable data documents; allows up to 5 DocForm Clients; and Windows PC server based with unlimited printer outputs.	$4,900.00	0%	$4,900	"	"
7640003123	DocForm Professional, V5 Same as 7640003121. Additionally: allows for 6 to 20 DocForm Clients; features XML-driven automatic report generator; required for DocForm Web Server; required for Web presentment of forms; permits multiple DocForm installations on a single server; and, may be required for larger variable data applications.	$9,900.00	0%	$9,900	"	"
Add-on Modules						
7640009330	Additional outputs deskForm LE	$795.00	0%	$795	"	"
7640009331	Additional outputs for deskForm	$1,295.00	0%	$1,295	"	"
7640009332	Upgrade: deskForm LE to deskForm	$995.00	0%	$995	"	"
7640009333	Upgrade: deskForm LE to deskForm Production	$3,495.00	0%	$3,495	"	"
7640009334	Upgrade: deskForm LE to deskForm Plus	$4,495.00	0%	$4,495	"	"
7640009335	Upgrade: deskForm to deskForm Production	$2,995.00	0%	$2,995	"	"
7640009336	Upgrade: deskForm to deskForm Plus	$3,995.00	0%	$3,995	"	"
7640009337	Upgrade: deskForm Production to deskForm Plus	$1,495.00	0%	$1,495	"	"
Accessories						
7640003125	DocForm Designer One (1) extra DocForm Designer. Additional Designers can be used to allow others to remotely design document projects.	$500.00	0%	$500	"	"
7640003127	DocForm Server One (1) extra DocForm Server.	$4,400.00	0%	$4,400	"	"
7640003129	DocForm BackUp Version Same as the DocForm version used in production; however, this is a production back-up version for disaster and recovery environments; one (1) Back-up version per Primary Product allowed.	$2,450.00	0%	$2,450	"	"
7640003131	DocForm Test Platform Same as the DocForm version used in production; however, this is a test platform version for design and testing environments; one (1) Test Platform version per Primary Product allowed.	$2,450.00	0%	$2,450	"	"
7640003133	Client for TabletPC Allows the input from a single Windows® XP Tablet PC. One client required for each Tablet PC input. Tablet PC not included.	$995.00	0%	$995	"	"
7640003135	Client for Signature Pad Allows the input from a single signature pad. One client required for each signature pad input. Signature pad not included.	$495.00	0%	$495	"	"

Exhibit B

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640003137	Web Server Comprised of a DocForm Web-based application; allows the presentment of Web-based DocForm-generated eForms; allows DocForm Clients to interact with DocForm generated eForms and eDocuments presented over the Web through DocForm Web Server	$9,900.00	0%	$9,900	"	"
7640003139	Postal Cert Module Unlimited 1st YR Term The Postal Certification module is a fully integrated optional add-on that allows you to perform full postal sorts and other functions on your data within DocForm. Allows for processing of over 300,000 items of mail each year. Licensed on a yearly basis. This is the first year license.	$5,000.00	0%	$5,000	"	"
7640003141	Postal Cert Mod Unlimited 2nd+ YR Term Renewal of 7640003139 for a subsequent year after Year 1. Licensed on a yearly basis.	$3,500.00	0%	$3,500	"	"
7640003143	Postal Cert Module Limited 1st YR Term The Postal Certification module is a fully integrated optional add-on that allows you to perform full postal sorts and other functions on your data within DocForm. Allows for processing of under 300,000 items of mail each year. Licensed on a yearly basis. This is for the first year license.	$2,500.00	0%	$2,500	"	"
7640003145	Postal Cert Mod Limited 2nd+ YR Term Renewal of 7640003143 for a subsequent year after	$1,500.00	0%	$1,500	"	"
7640003147	Mixed Weight Add-On - 1st Year Mixed Weights allows a mailer to combine mail pieces of varying weights within the same mailing - i.e. multiple page billing statements. Licensed on a yearly basis. This is the first year.	$2,000.00	0%	$2,000	"	"
7640003149	Mixed Weight Add-On - 2nd+ Year Renewal of 7640003147 for a subsequent year after Year 1. Licensed on a yearly basis.	$1,200.00	0%	$1,200	"	"
7640003151	Geocoding Add-On - 1st Year Geocode provides location data based upon the latitude and longitude files. Geocode links your postal addresses with US geographical data. Licensed on a yearly basis. This is the first year.	$1,000.00	0%	$1,000	"	"
7640003153	Geocoding Add-On - 2nd+ Year Renewal of 7640003151 for a subsequent year after Year 1. Licensed on a yearly basis.	$1,000.00	0%	$1,000	"	"
7640003155	DocForm to DocForm Professional Upgrade	$6,485.00	0%	$6,485	"	"
7640003157	Postal Cert Upgrade Limit to Unlimited Upgrade from Limited (7640003143) to Unlimited (7640003139) version of the Postal Certification Module; must be done within the first year of purchase; subsequent years renewal rates would be at the Unlimited level.	$3,250.00	0%	$3,250	"	"
deskForm Maintenance						
7640009340	Monthly maintenance for: deskForm LE	$15.00	0%	$15	"	"
7640009341	Monthly maintenance for: deskForm	$23.00	0%	$23	"	"
7640009342	Monthly maintenance for: deskForm Production	$60.00	0%	$60	"	"
7640009343	Monthly maintenance for: deskForm Plus	$75.00	0%	$75	"	"
7640009344	Monthly maintenance for: DirectSmile Creator Pro; 7,500 Smilys	$23.00	0%	$23	"	"
7640009345	Monthly maintenance for: DirectSmile Creator Pro; Unlimited Smilys, Single Core	$75.00	0%	$75	"	"
7640009346	Monthly maintenance for: DirectSmile Creator Pro; Unlimited Smilys, Dual Core	$225.00	0%	$225	"	"
7640009347	Monthly maintenance for: DirectSmile, extra Workstation Designer	$15.00	0%	$15	"	"
7640009352	Monthly maintenance for: Additional outputs deskForm LE	$12.00	0%	$12	"	"
7640009353	Monthly maintenance for: Additional outputs for deskForm	$20.00	0%	$20	"	"
7640009354	Monthly maintenance for: Upgrade: deskForm LE to deskForm	$15.00	0%	$15	"	"
7640009355	Monthly maintenance for: Upgrade: deskForm LE to deskForm Production	$53.00	0%	$53	"	"
7640009356	Monthly maintenance for: Upgrade: deskForm LE to deskForm Plus	$68.00	0%	$68	"	"
7640009357	Monthly maintenance for: Upgrade: deskForm to deskForm Production	$45.00	0%	$45	"	"
7640009358	Monthly maintenance for: Upgrade: deskForm to deskForm Plus	$60.00	0%	$60	"	"
7640009359	Monthly maintenance for: Upgrade: deskForm Production to deskForm Plus	$23.00	0%	$23	"	"
DocForm Maintenance						
7640003122	DocForm, V5 1 MONTH MAINTENANCE	$79.00	0%	$79	"	"
7640003124	DocForm Enterprise, V5 1 MONTH MAINTENANCE	$160.00	0%	$160	"	"
7640003126	DocForm Designer 1MONTH MAINTENANCE	$8.00	0%	$8	"	"
7640003128	DocForm Server 1 MONTH MAINTENANCE	$71.00	0%	$71	"	"
7640003130	DocForm BackUp Version 1 MONTH MAINTENANCE	$40.00	0%	$40	"	"
7640003132	DocForm Test Platform 1 MONTH MAINTENANCE	$40.00	0%	$40	"	"
7640003134	Client for TabletPC 1 MONTH MAINTENANCE	$16.00	0%	$16	"	"
7640003136	Client for Signature Pad 1 MONTH MAINTENANCE	$8.00	0%	$8	"	"
7640003138	Web Server 1 MONTH MAINTENANCE	$160.00	0%	$160	"	"
7640003140	Postal Cert Module Unlimited 1 MONTH MAINTENANCE (1st Year)	$81.00	0%	$81	"	"
7640003142	Postal Cert Mod Unl 1 MONTH MAINTENANCE (2nd+ Year renewal)	$56.00	0%	$56	"	"
7640003144	Postal Cert Module Limited 1 MONTH MAINTENANCE (1st Year)	$40.00	0%	$40	"	"
7640003146	Postal Cert Mod Lim 1 MONTH MAINTENANCE (2nd+ Year renewal)	$24.00	0%	$24	"	"
7640003148	Mixed Weight Add-On - 1 MONTH MAINTENANCE (1st Year)	$32.00	0%	$32	"	"
7640003150	Mixed Weight Add-On - 1 MONTH MAINTENANCE (2nd+ Year renewal)	$19.00	0%	$19	"	"
7640003152	Geocoding Add-On - 1 MONTH MAINTENANCE (1st Year)	$16.00	0%	$16	"	"
7640003154	Geocoding Add-On - MONTH MAINTENANCE (2nd+ Year renewal)	$16.00	0%	$16	"	"
7640003156	DocForm to DocForm Professional, Upgrade - Maintenance	$104.00	0%	$104	"	"
7640003158	Postal Cert Upgrade Limit to Unlimited - Maintenance	$52.00	0%	$52	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Professional Services						
7640009338	Training: deskForm	$595.00	0%	$595	"	"
7640009339	Training: DirectSmile	$595.00	0%	$595	"	"
7640000794	Prism Project Services (Per HR) and/or Hourly Charge For Remote Training	$175.00	0%	$175	"	"
7640000795	Prism On-site Installation (NO T&E)	$2,500.00	0%	$2,500	"	"
7640000796	Prism On-site Installation (T&E INCL)	$3,500.00	0%	$3,500	"	"
7640000797	Prism Remote Internet Installation	$995.00	0%	$995	"	"
7640001335	Prism Training, 1 Day at Prism HQ	$995.00	0%	$995	"	"
7640000792	Prism Training, 2 Days at Prism HQ	$1,990.00	0%	$1,990	"	"
7640001336	Prism Training, 3 Days at Prism HQ	$2,985.00	0%	$2,985	"	"
7640001337	Prism Training -On-site (client), 1 day (NO T&E)	$2,750.00	0%	$2,750	"	"
7640000793	Prism Training-Onsite(client), 2 days (NO T&E)	$3,400.00	0%	$3,400	"	"
7640001338	Prism Training-On-site (client), 3 days (NO T&E)	$4,100.00	0%	$4,100	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18.00	0%	$18		
	Prism - DocRecord					
DocRecord Software / Base System						
A "Software Maintenance and Support Subscription Contract" is required for all Prism DocRecord Orders It is required for all DocRecord orders to include item# 7640000797.						
It is required for all sales of Prism DocRecord to include maintenance (found below) that will be delivered by Prism Software						
DELIVERY: Each Prism DocRecord package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
DR-20002	DOCRECORD DOCUMENT SERVER ; includes both local and web access	$1,495.00	0%	$1,495	See below Delivery Charge	See below Installation Charges
DR-20032	AUTOMATION SERVER Automatically index captured files into DocRecord Server	$3,500.00	0%	$3,500	"	"
DR-20050	WORKFLOW SERVER Provides document worklfow function for DocRecord. Also requires at least one concurrent workflow client.	$4,995.00	0%	$4,995	"	"
DR-20055	OCR SERVER For performing OCR (optical character recognition) on mid-to-high volumes of batch-scanned documents. Recommended when batch-scanned documents are required to be full-text OCR'd. Limited to input from 25 concurrent MFPs and/or scanners. One OCR Server required per 25 scanning devices.	$2,500.00	0%	$2,500	"	"
DR-20021	OCR BARCODE ENGINE Automated OCR (Optical Character Recognition) and barcode reading and processing	$500.00	0%	$500	"	"
DR-20100	DESKTOP EXTENDER Allows users, within their existing business application, to search the entire repository of documents in DocRecord based upon specific criteria. The Desktop Extender seamlessly integrates with your ERP, CRM, accounting, or other line-of-business application.	$250.00	0%	$250	"	"
DR-20070	Client License (1 additional concurrent user)	$470.00	0%	$470	"	"
DR-20071	Client License (5 additional concurrent users)	$2,125.00	0%	$2,125	"	"
DR-20072	Client License (10 additional concurrent users)	$4,230.00	0%	$4,230	"	"
DR-20073	Client License (25 additional concurrent users)	$10,500.00	0%	$10,500	"	"
DR-20074	Client License (50 additional concurrent users)	$20,750.00	0%	$20,750	"	"
DR-20075	Client License (100 additional concurrent users)	$40,000.00	0%	$40,000	"	"
DR-20076	Client License (250 additional concurrent users)	$50,000.00	0%	$50,000	"	"
DR-20077	Client License (500 additional concurrent users)	$87,500.00	0%	$87,500	"	"
DR-20078	Client License (750 additional concurrent users)	$112,500.00	0%	$112,500	"	"
DR-20079	Client License (1000 additional concurrent users)	$125,000.00	0%	$125,000	"	"
Add-on Modules						
DR-20080	Workflow Client License (1 concurrent user)	$300.00	0%	$300	"	"
DR-20085	Workflow Client License (5 concurrent users)	$1,445.00	0%	$1,445	"	"
DR-20081	Workflow Client License (10 concurrent users)	$2,750.00	0%	$2,750	"	"
DR-20082	Workflow Client License (25 concurrent users)	$6,250.00	0%	$6,250	"	"
DR-20083	Workflow Client License (50 concurrent users)	$11,250.00	0%	$11,250	"	"
DR-20084	Workflow Client License (100 concurrent users)	$20,000.00	0%	$20,000	"	"
DR-20090	INDEXING STATION Client seat for document indexing; for batch and volume document indexing (dedicated user)	$500.00	0%	$500	"	"
DR-70001	Pivot-In User (1) (dedicated user)	$3,495.00	0%	$3,495	"	"
DR-70005	Pivot-In User (5) (dedicated user)	$9,995.00	0%	$9,995	"	"
DR-70010	Pivot-In User (10) (dedicated user)	$14,995.00	0%	$14,995	"	"
DR-70025	Pivot-In User (25) (dedicated user)	$31,500.00	0%	$31,500	"	"
DR-70050	Pivot-In User (50) (dedicated user)	$56,500.00	0%	$56,500	"	"
DR-70100	Pivot-In User (100) (dedicated user)	$99,500.00	0%	$99,500	"	"
DR-20015	STANDALONE AUTOMATION SERVER Automatically index captured files into a third-party (not DocRecord) document management applications. Does not include DocRecord Server or any DocRecord users.	$4,500.00	0%	$4,500	"	"
Professional Services						
7640014968	Prism Software Integration and/or End-User Training - One Hour - Performed by KMBS	$200.00	0%	$200	"	"
DR-20016	Installation of the DocRecord Server(s) and creation of 3 document categories	$1,100.00	0%	$1,100	"	"
DR-20017	Creation of one (1) document category	$100.00	0%	$100	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
DR-20018	Creation of a scannable document single page template for DocRecord Automation Server (Note: Includes installation and configuration into DocRecord Automation Server)	$500.00	0%	$500	"	"
7640000794	Prism Project Services (Per HR) and/or Hourly Charge For Remote Training	$175.00	0%	$175	"	"
7640000795	Prism On-site Installation (NO T&E)	$2,500.00	0%	$2,500	"	"
7640000796	Prism On-site Installation (T&E INCL)	$3,500.00	0%	$3,500	"	"
7640000797	Prism Remote Internet Installation	$995.00	0%	$995	"	"
7640001335	Prism Training, 1 Day at Prism HQ	$995.00	0%	$995	"	"
7640000792	Prism Training, 2 Days at Prism HQ	$1,990.00	0%	$1,990	"	"
7640001336	Prism Training, 3 Days at Prism HQ	$2,985.00	0%	$2,985	"	"
7640001337	Prism Training -On-site (client), 1 day (NO T&E)	$2,750.00	0%	$2,750	"	"
7640000793	Prism Training-Onsite(client), 2 days (NO T&E)	$3,400.00	0%	$3,400	"	"
7640001338	Prism Training-On-site (client), 3 days (NO T&E)	$4,100.00	0%	$4,100	"	"
DR-80015	Basic training for DocRecord; remote via webex; not to exceed 1 hour	$250.00	0%	$250	"	"
DR-80020	Advanced training for DocRecord; remote via webex; not to exceed 4 hours	$1,000.00	0%	$1,000	"	"
Maintenance						
Standard Maintenance Notes:						
Maintenance level: M-F 5:00 AM to 5:00 PM (PST), no holidays. Includes all product updates and full-point upgrades.						
Order example: For 12 months of maintenance, the order would be placed as 12 each of the applicable part number.						
First Year: Maintenance is mandatory for the first 12 months of the product license						
DR-20002AM	One unit of DR-20002AM constitutes one year of maintenance for DR-20002	$270.00	0%	$270	"	"
DR-20032AM	One unit of DR-20032AM constitutes one year of maintenance for DR-20032	$630.00	0%	$630	"	"
DR-20050AM	One unit of DR-20050AM constitutes one year of maintenance for DR-20050	$900.00	0%	$900	"	"
DR-20055AM	One unit of DR-20055AM constitutes one year of maintenance for DR-20055	$450.00	0%	$450	"	"
DR-20021AM	One unit of DR-20021AM constitutes one year of maintenance for DR-20021	$90.00	0%	$90	"	"
DR-20100AM	One unit of DR-20100AM constitutes one year of maintenance for DR-20100	$45.00	0%	$45	"	"
DR-20070AM	One unit of DR-20070AM constitutes one year of maintenance for DR-20070	$85.00	0%	$85	"	"
DR-20071AM	One unit of DR-20071AM constitutes one year of maintenance for DR-20071	$383.00	0%	$383	"	"
DR-20072AM	One unit of DR-20072AM constitutes one year of maintenance for DR-20072	$762.00	0%	$762	"	"
DR-20073AM	One unit of DR-20073AM constitutes one year of maintenance for DR-20073	$1,890.00	0%	$1,890	"	"
DR-20074AM	One unit of DR-20074AM constitutes one year of maintenance for DR-20074	$3,735.00	0%	$3,735	"	"
DR-20075AM	One unit of DR-20075AM constitutes one year of maintenance for DR-20075	$7,200.00	0%	$7,200	"	"
DR-20076AM	One unit of DR-20076AM constitutes one year of maintenance for DR-20076	$9,000.00	0%	$9,000	"	"
DR-20077AM	One unit of DR-20077AM constitutes one year of maintenance for DR-20077	$15,750.00	0%	$15,750	"	"
DR-20078AM	One unit of DR-20078AM constitutes one year of maintenance for DR-20078	$20,250.00	0%	$20,250	"	"
DR-20079AM	One unit of DR-20079AM constitutes one year of maintenance for DR-20079	$22,500.00	0%	$22,500	"	"
DR-20080AM	One unit of DR-20080AM constitutes one year of maintenance for DR-20080	$27,000.00	0%	$27,000	"	"
DR-20080AM	One unit of DR-20080AM constitutes one year of maintenance for DR-20080	$27,000.00	0%	$27,000	"	"
DR-20085AM	One unit of DR-20085AM constitutes one year of maintenance for DR-20085	$261.00	0%	$261	"	"
DR-20081AM	One unit of DR-20081AM constitutes one year of maintenance for DR-20081	$495.00	0%	$495	"	"
DR-20082AM	One unit of DR-20082AM constitutes one year of maintenance for DR-20082	$1,125.00	0%	$1,125	"	"
DR-20083AM	One unit of DR-20083AM constitutes one year of maintenance for DR-20083	$2,025.00	0%	$2,025	"	"
DR-20084AM	One unit of DR-20084AM constitutes one year of maintenance for DR-20084	$3,600.00	0%	$3,600	"	"
DR-20090AM	One unit of DR-20090AM constitutes one year of maintenance for DR-20090	$90.00	0%	$90	"	"
DR-70001AM	One unit of DR-70001AM constitutes one year of maintenance for DR-70001	$630.00	0%	$630	"	"
DR-70005AM	One unit of DR-70005AM constitutes one year of maintenance for DR-70005	$1,800.00	0%	$1,800	"	"
DR-70010AM	One unit of DR-70010AM constitutes one year of maintenance for DR-70010	$2,700.00	0%	$2,700	"	"
DR-70025AM	One unit of DR-70025AM constitutes one year of maintenance for DR-70025	$5,670.00	0%	$5,670	"	"
DR-70050AM	One unit of DR-70050AM constitutes one year of maintenance for DR-70050	$10,170.00	0%	$10,170	"	"
DR-70100AM	One unit of DR-70100AM constitutes one year of maintenance for DR-70100	$17,910.00	0%	$17,910	"	"
DR-20015AM	One unit of DR-20015AM constitutes one year of maintenance for DR-20015	$810.00	0%	$810	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18.00	0%	$18		
	Prism - DocSystem/GroupPoint					
Software						
It is required for all GroupPoint orders to include item# 7640008458 for remote training and installation and applicable maintenance quantity of 12 to equal 1 year.)						
It is required for all sales of Prism GroupPoint to include maintenance (found below) that will be delivered by Prism Software.						
DELIVERY: Each Prism GroupPoint package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
GroupPoint Software						
7640008453	GroupPoint, 1 seat, basic	$395.00	0%	$395	See below Delivery Charge	See below Installation Charges
7640008454	GroupPoint, 3 seat, connect	$995.00	0%	$995	"	"
7640008455	GroupPoint, 5 seat, connect	$1,495.00	0%	$1,495	"	"
7640008456	GroupPoint, 10 seat, connect	$2,895.00	0%	$2,895	"	"
7640008457	GroupPoint MFP Connector	$100.00	0%	$100	"	"
DocSystem Software						
A "Software Maintenance and Support Subscription Contract" is required for all Prism Docsystem Orders						
It is required for all DocSystem orders to include item# 7640000797.						
It is required for all sales of Prism DocSystem to include maintenance (found below) that will be delivered by Prism Software						

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
DELIVERY: Each Prism DocSystem package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640012591	DocSystem	$1,495.00	0%	$1,495	"	"
7640012592	Additional Process For DocSystem	$995.00	0%	$995	"	"
7640002917	WorkFlow Agent Allows Remote User to sign/approve/update, using Signature pad (sold separately)	$495.00	0%	$495	"	"
7640002918	Administrator Extra DocSystem Administrator	$695.00	0%	$695	"	"
7640006871	DocSystem Integrated Connector	$495.00	0%	$495	"	"
Add-on Modules						
7640004608	eCopy Connector for DocSystem	$695.00	0%	$695	"	"
GroupPoint Maintenance						
7640008459	Monthly maintenance for: 1 GroupPoint seat	$5.93	0%	$6	"	"
7640008460	Monthly maintenance for: 3 GroupPoint seats	$14.93	0%	$15	"	"
7640008461	Monthly maintenance for: 5 GroupPoint seats	$23.00	0%	$23	"	"
7640008462	Monthly maintenance for: 10 GroupPoint seats	$44.00	0%	$44	"	"
7640008463	Monthly maintenance for: MFP Connector; Konica Minolta, bEST	$1.50	0%	$2	"	"
DocSystem Maintenance						
7640004609	eCopy Connector for DocSystem - 1 month maintenance	$10.43	0%	$10	"	"
7640012593	DocSystem 1 Month Maintenance	$22.00	0%	$22	"	"
7640012594	Add Process DocSystem1 Month Maint	$15.00	0%	$15	"	"
7640003030	Workflow Agent - 1 Month Maintenance	$7.00	0%	$7	"	"
7640003031	Administrator - 1 Month Maintenance	$10.00	0%	$10	"	"
Professional Services						
7640014968	Prism Software Integration and/or End-User Training - One Hour - Performed by KMBS	$200.00	0%	$200	"	"
7640008458	Training: GroupPoint	$595.00	0%	$595	"	"
7640000794	Prism Project Services (Per HR) and/or Hourly Charge For Remote Training	$175.00	0%	$175	"	"
7640000795	Prism On-site Installation (NO T&E)	$2,500.00	0%	$2,500	"	"
7640000796	Prism On-site Installation (T&E INCL)	$3,500.00	0%	$3,500	"	"
7640000797	Prism Remote Internet Installation	$995.00	0%	$995	"	"
7640001335	Prism Training, 1 Day at Prism HQ	$995.00	0%	$995	"	"
7640000792	Prism Training, 2 Days at Prism HQ	$1,990.00	0%	$1,990	"	"
7640001336	Prism Training, 3 Days at Prism HQ	$2,985.00	0%	$2,985	"	"
7640001337	Prism Training -On-site (client), 1 day (NO T&E)	$2,750.00	0%	$2,750	"	"
7640000793	Prism Training-Onsite(client), 2 days (NO T&E)	$3,400.00	0%	$3,400	"	"
7640001338	Prism Training-On-site (client), 3 days (NO T&E)	$4,100.00	0%	$4,100	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18.00	0%	$18		
Prism ScanPath						
DELIVERY: Each Prism ScanPath package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
Scan Path with ONE YEAR of Maintenance						
SP-20001	ScanPath, connection to one MFP; 1 year maintenance included	$785.00	0%	$785	See below Delivery Charge	See below Installation Charges
SP-21001	ScanPath Scan-to Workflow Module; 1 year maintenance included	$595.00	0%	$595	"	"
SP-21002	ScanPath Follow Printing Module; 1 year maintenance included	$595.00	0%	$595	"	"
SP-21003	ScanPath Scan-to Bar Code Cover Sheet Module; 1 year maintenance included (Note: Workflow Module included in this module)	$695.00	0%	$695	"	"
SP-21004	ScanPath Scan-to Bates Stamping Module; 1 year maintenance included	$695.00	0%	$695	"	"
SP-21005	ScanPath Scan-to HealthFlow; 1 year maintenance included (Note: Workflow Module included in this module)	$695.00	0%	$695	"	"
SP-21006	ScanPath Scan-to HIS (such as Cerner, Meditech, etc.); 1 year maintenance included (Note: Workflow Module included in this module)	$695.00	0%	$695	"	"
SP-21008	ScanPath Scan-to Lab; 1 year maintenance included (Note: Workflow Module included in this module)	$695.00	0%	$695	"	"
SP-21010	ScanPath Scan-to Pharmacy; 1 year maintenance included (Note: Workflow Module included in this module)	$695.00	0%	$695	"	"
SP-21013	Secure Healthcare Records Connector; Single output connector to HL7 2, HL7 3, CDA, CCD, X12, ePrescriptions; 1 year maintenance included (Requires one or more of the above scan-to healthcare modules)	$1,095.00	0%	$1,095	"	"
SP-20020	Additional ScanPath MFP connection; 1 year maintenance included	$325.00	0%	$325	"	"
Scan Path with up to FIVE YEARS of Maintenance						
SP-20005	ScanPath, connection to one MFP; Extended maintenance included	$942.00	0%	$942	"	"
SP-22001	ScanPath Workflow Module; Extended year maintenance included	$695.00	0%	$695	"	"
SP-22002	ScanPath Follow Printing Module; Extended year maintenance included	$695.00	0%	$695	"	"
SP-22003	ScanPath Scan-to Bar Code Cover Sheet Module; Extended year maintenance included (Note: Workflow Module included in this module)	$849.00	0%	$849	"	"
SP-22004	ScanPath Bates Stamping Module; Extended year maintenance included	$849.00	0%	$849	"	"
SP-22005	ScanPath Scan-to HealthFlow; Extended year maintenance included (Note: Workflow Module included in this module)	$849.00	0%	$849	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
SP-22006	ScanPath Scan-to HIS (such as Cerner, Meditech, etc.); Extended year maintenance included (Note: Workflow Module included in this module)	$849.00	0%	$849	"	"
SP-22008	ScanPath Scan-to Lab; Extended year maintenance included (Note: Workflow Module included in this module)	$849.00	0%	$849	"	"
SP-22010	ScanPath Scan-to Pharmacy; Extended year maintenance included (Note: Workflow Module included in this module)	$849.00	0%	$849	"	"
SP-22013	Secure Healthcare Records Connector; Single output connector to HL7 2, HL7 3, CDA, CCD, X12, ePrescriptions; Extended year maintenance included (Requires one or more of the above scan-to healthcare modules)	$1,395.00	0%	$1,395	"	"
SP-20025	Additional ScanPath MFP connection; Extended maintenance included	$395.00	0%	$395	"	"
SP-80001	ScanPath, Educational Market Promo, connection to one MFP; 1 year maintenance included	$784.70	0%	$785	"	"
Professional Services						
7640014968	Prism Software Integration and/or End-User Training - One Hour - Performed by KMBS	$200.00	0%	$200	"	"
7640000794	Prism Project Services (Per HR) and/or Hourly Charge For Remote Training	$175.00	0%	$175	"	"
SP-50001	Installation of ScanPath for the first bizhub MFP only (each bizhub requires an installation charge) NOTE: Requires a KMBS service technician to be on-site to verify installation and machine settings while Prism is installing ScanPath	$550.00	0%	$550	"	"
SP-50005	Installation of ScanPath for additional bizhub MFPs; example - this would be ScanPath installation to another bizhub after the first installation (each bizhub requires an installation charge) NOTE: Requires a KMBS service technician to be on-site to verify installation and machine settings while Prism is installing ScanPath	$150.00	0%	$150	"	"
Maintenance Renewal						
SP-20001M	One(1) year of maintenance RENEWAL	$141.30	0%	$141	"	"
SP-20001M5	Five (5) years maintenance RENEWAL	$489.84	0%	$490	"	"
SP-20020M	One (1) year of maintenance RENEWAL	$58.50	0%	$59	"	"
SP-20020M5	Five (5) years maintenance RENEWAL	$205.40	0%	$205	"	"
SP-21001M	One (1) year of maintenance RENEWAL	$107.10	0%	$107	"	"
SP-21001M5	Five (5) years maintenance RENEWAL	$361.40	0%	$361	"	"
SP-21002M	One (1) year of maintenance RENEWAL	$107.10	0%	$107	"	"
SP-21002M5	Five (5) years maintenance RENEWAL	$361.40	0%	$361	"	"
SP-21003M	One (1) year of maintenance RENEWAL	$125.10	0%	$125	"	"
SP-21003M5	Five (5) years maintenance RENEWAL	$441.48	0%	$441	"	"
SP-21004M	One (1) year of maintenance RENEWAL	$125.10	0%	$125	"	"
SP-21004M5	Five (5) years maintenance RENEWAL	$441.48	0%	$441	"	"
SP-21005M	One (1) year of maintenance RENEWAL	$125.10	0%	$125	"	"
SP-21005M5	Five (5) years maintenance RENEWAL	$441.48	0%	$441	"	"
SP-21006M	One (1) year of maintenance RENEWAL	$125.10	0%	$125	"	"
SP-21006M5	Five (5) years maintenance RENEWAL	$441.48	0%	$441	"	"
SP-21008M	One (1) year of maintenance RENEWAL	$125.10	0%	$125	"	"
SP-21008M5	Five (5) years maintenance RENEWAL	$441.48	0%	$441	"	"
SP-21010M	One (1) year of maintenance RENEWAL	$125.10	0%	$125	"	"
SP-21010M5	Five (5) years maintenance RENEWAL	$441.48	0%	$441	"	"
SP-21013M	One (1) year of maintenance RENEWAL	$197.10	0%	$197	"	"
SP-21013M5	Five (5) years maintenance RENEWAL	$725.40	0%	$725	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18.00	0%	$18	"	"
Prism Vertical Market Flow Products						
Prism Health Flow						
A "Software Maintenance and Support Subscription Contract" is required for all Prism DocRecord Orders. See NOTES Section.						
It is required for all sales of Prism Flow Products to include maintenance (found below) that will be delivered by Prism Software						
DELIVERY: Each Health Flow package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640015876	HealthFlow EDM-DR-60012- 10-user web base system & DocRecord Automation Server	$6,524.00	0%	$6,524	See below Delivery Charge	See below Installation Charges
7640015878	HealthFlow eForms-DF-20005	$8,428.00	0%	$8,428	"	"
7640015880	HealthFlow Enterprise-HF-20001	$13,348.00	0%	$13,348	"	"
7640015855	Scanable Document Template for Automation Server-DR-20018	$550.00	0%	$550	"	"
7640015857	Collaboration Application for Forms Committees-DF-22030	$4,900.00	0%	$4,900	"	"
7640014143	Form Building; Single Form Page	$250.00	0%	$250	"	"
7640015860	Form building single-side form-DF-30005	$550.00	0%	$550	"	"
7640015862	Form building double-side form- DF-30006	$850.00	0%	$850	"	"
Prism Legal Flow						
DELIVERY: Each Prism Legal Flow package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640015849	LegalFlow EDM-DR-63012 - 10-user web base system & DocRecord Automation Server	$6,524.00	0%	$6,524	"	"
7640015851	LegalFlow eForms-DF-23005	$8,428.00	0%	$8,428	"	"
7640015853	LegalFlow Enterprise-LF-20001	$13,348.00	0%	$13,348	"	"
7640015855	Scanable Document Template for Automation Server-DR-20018	$550.00	0%	$550	"	"
7640015857	Collaboration Application for Forms Committees-DF-22030	$4,900.00	0%	$4,900	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640014143	Form Building; Single Form Page	$250.00	0%	$250	"	"
7640015860	Form building single-side form-DF-30005	$550.00	0%	$550	"	"
7640015862	Form building double-side form- DF-30006	$850.00	0%	$850	"	"
Prism School Flow						
DELIVERY: Each Prism School Flow package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640015864	EducationFlow EDM Universities-DR-62012 - 10-user web base system & DocRecord Automation Server	$6,524.00	0%	$6,524	"	"
7640015866	SchoolFlow eForms-DF-21005	$8,428.00	0%	$8,428	"	"
7640015868	SchoolFlow Enterprise-SF-20001	$13,348.00	0%	$13,348	"	"
7640015855	Scanable Document Template for Automation Server-DR-20018	$550.00	0%	$550	"	"
7640015857	Collaboration Application for Forms Committees-DF-22030	$4,900.00	0%	$4,900	"	"
7640014143	Form Building; Single Form Page	$250.00	0%	$250	"	"
7640015860	Form building single-side form-DF-30005	$550.00	0%	$550	"	"
7640015862	Form building double-side form- DF-30006	$850.00	0%	$850	"	"
Prism Education Flow						
DELIVERY: Each Prism Education Flow package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640015870	EducationFlow EDM Universities-DR-62012	$6,524.00	0%	$6,524	"	"
7640015872	EducationFlow eForms-DF-22005	$8,428.00	0%	$8,428	"	"
7640015874	EducationFlow Enterprise-EF-20001	$13,348.00	0%	$13,348	"	"
7640015855	Scanable Document Template for Automation Server-DR-20018	$550.00	0%	$550	"	"
7640015857	Collaboration Application for Forms Committees-DF-22030	$4,900.00	0%	$4,900	"	"
7640014143	Form Building; Single Form Page	$250.00	0%	$250	"	"
7640015860	Form building single-side form-DF-30005	$550.00	0%	$550	"	"
7640015862	Form building double-side form- DF-30006	$850.00	0%	$850	"	"
Maintenance						
7640015850	Annual Maintenance for DR-63012	$1,175.00	0%	$1,175	"	"
7640015852	Annual Maintenance for DF-23005	$1,518.00	0%	$1,518	"	"
7640015854	Annual Maintenance for LF-20001	$2,403.00	0%	$2,403	"	"
7640015856	Annual Maintenance for DR-20018	$99.00	0%	$99	"	"
7640015858	Annual Maintenance for DF-22030	$882.00	0%	$882	"	"
7640015859	Annual Maintenance for DF-30000	$45.00	0%	$45	"	"
7640015861	Annual Maintenance for DF-30005	$99.00	0%	$99	"	"
7640015863	Annual Maintenance for DF-30006	$153.00	0%	$153	"	"
7640015865	Annual Maintenance for DR-61012	$1,175.00	0%	$1,175	"	"
7640015867	Annual Maintenance for DF-21005	$1,518.00	0%	$1,518	"	"
7640015869	Annual Maintenance for SF-20001	$2,403.00	0%	$2,403	"	"
7640015871	Annual Maintenance for DR-62012	$1,175.00	0%	$1,175	"	"
7640015873	Annual Maintenance for DF-22005	$1,518.00	0%	$1,518	"	"
7640015875	Annual Maintenance for EF-20001	$2,403.00	0%	$2,403	"	"
7640015877	Annual Maintenance for DR-60012	$1,175.00	0%	$1,175	"	"
7640015879	Annual Maintenance for DF-20005	$1,518.00	0%	$1,518	"	"
7640015881	Annual Maintenance for HF-20001	$2,403.00	0%	$2,403	"	"
Professional Services						
7640014968	Prism Software Integration and/or End-User Training - One Hour - Performed by KMBS	$200.00	0%	$200	"	"
7640000792	Prism Training, 2 Days at Prism HQ	$1,990.00	0%	$1,990	"	"
7640000793	Prism Training-Onsite(client), 2 days (NO T&E)	$3,400.00	0%	$3,400	"	"
7640000794	Prism Project Services (Per HR) and/or Hourly Charge For Remote Training	$175.00	0%	$175	"	"
7640000795	Prism On-site Installation (NO T&E)	$2,500.00	0%	$2,500	"	"
7640000796	Prism On-site Installation (T&E INCL)	$3,500.00	0%	$3,500	"	"
7640000797	Prism Remote Internet Installation	$995.00	0%	$995	"	"
7640001335	Prism Training, 1 Day at Prism HQ	$995.00	0%	$995	"	"
7640001336	Prism Training, 3 Days at Prism HQ	$2,985.00	0%	$2,985	"	"
7640001337	Prism Training -On-site (client), 1 day (NO T&E)	$2,750.00	0%	$2,750	"	"
7640001338	Prism Training-On-site (client), 3 days (NO T&E)	$4,100.00	0%	$4,100	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18	0%	$18	"	"
	Prism DocAudit					
Software						
It is required for all sales of Prism DocAudit to include maintenance and installation (found below) that will be delivered by Prism Software.						
Note: A KMBS technical representative must be on site at the time of Prism remote installation in order to enable the bizhub Image Log Transfer function on the MFP.						
DELIVERY: Each Prism DocAudit package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640017504	DocAudit Server only. This SKU includes NO bizhub device licenses. Each bizhub device must be ordered separately. Installation & maintenance additional. Works only with KMBS bizhub MFPs. One DocAudit application supports up to 100 bizhub MFPs (Prism part number: DA-10000)	$3,495.00	0%	$3,495	See below Delivery Charge	See below Installation Charges
7640017505	1 additional DocAudit MFP bizhub Connector. For 1 to 4 bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10001)	$695.00	0%	$695	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017506	1 additional DocAudit MFP bizhub Connector. For 5 to 9 bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10005)	$595.00	0%	$595	"	"
7640017507	1 additional DocAudit MFP bizhub Connector. For 10 to 49 bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10010)	$495.00	0%	$495	"	"
7640017508	1 additional DocAudit MFP bizhub Connector. For 50 to 99 bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10050)	$435.00	0%	$435	"	"
7640017509	1 additional DocAudit MFP bizhub Connector. For 100 to 149 bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10100)	$315.00	0%	$315	"	"
7640017510	1 additional DocAudit MFP bizhub Connector. For 150 to 200 bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10150)	$275.00	0%	$275	"	"
7640017511	1 additional DocAudit MFP bizhub Connector. For 200 and above bizhub device licenses. Installation & maintenance additional. Works only with KMBS bizhub MFPs (Prism part number: DA-10200)	$260.00	0%	$260	"	"
Maintenance						
7640017512	Annual Maintenance for DA-10000	$630.00	0%	$630	"	"
7640017513	Annual Maintenance for DA-10001	$126.00	0%	$126	"	"
7640017514	Annual Maintenance for DA-10005	$108.00	0%	$108	"	"
7640017515	Annual Maintenance for DA-10010	$90.00	0%	$90	"	"
7640017516	Annual Maintenance for DA-10050	$79.00	0%	$79	"	"
7640017517	Annual Maintenance for DA-10100	$57.00	0%	$57	"	"
7640017518	Annual Maintenance for DA-10150	$50.00	0%	$50	"	"
7640017519	Annual Maintenance for DA-10200	$47.00	0%	$47	"	"
Professional Services						
Note: A KMBS technical representative must be on site at the time of Prism remote installation in order to enable the bizhub Image Log Transfer function on the MFP.						
Installation: Each MFP used with Prism DocAudit MUST include a DocAudit Image Log MFP setup fee						
7640017400	Training and/or remote installation for DocAudit; 3 hours, remote via webex.	$595.00	0%	$595	"	"
7640017549	DocAudit Image Log MFP setup 1-3 MFPs. Price Per MFP	$200.00	0%	$200	"	"
7640017550	DocAudit Image Log MFP setup 3+ MFPs. Price Per MFP	$100.00	0%	$100	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18	0%	$18	"	"
MicroPress v8 Servers						
Hardware						
It is required for all MicroPress Systems to have FULL HARDWARE WARRANTY for the term of lease.						
Please see Extended Hardware section for more details.						
Mandatory Annual Support fee - $780, item 7640015962.						
This is for ongoing software support (i.e. installing minor updates) and on-site maintenance visits by the KMBS Service Dept.						
DELIVERY: Each MicroPress Base System MUST include item 7640008091, Level 7 Solutions Delivery Charge.						
INSTALLATION: Each MicroPress Base System MUST include item 7640008115, KMBS MicroPress Installation Fee.						
7640006800	MicroPress Solo for bizhub PRO C6500, C6501, C5500 and C5501. Workflow for single engine connectivity. Requires purchase of IC-408 controller and interface kits. Includes 22" LCD Monitor.	$12,990.00	0%	$12,990	See below Delivery Charge	See below Installation Charges
7640006802	MicroPress Solo for bizhub PRO 920. Workflow for single engine connectivity. Includes 22" LCD Monitor.	$12,990.00	0%	$12,990	"	"
7640008055	MicroPress Solo for bizhub PRO 950 Workflow for single engine connectivity. Includes 22" LCD Monitor.	$12,990.00	0%	$12,990	"	"
7640008303	MicroPress Solo for bizhub PRO 1200/1200P/1051 Workflow for single engine connectivity. Includes 22" LCD Monitor.	$12,990.00	0%	$12,990	"	"
7640006803	MicroPress Solo for bizhub PRO 1050 and 1050e. Workflow for single engine connectivity. Includes 22" LCD Monitor.	$12,990.00	0%	$12,990	"	"
7640006804	MicroPress Solo for Kodak DigiMaster EX110, EX125, EX150. Workflow for single engine connectivity. Includes 22" LCD Monitor.	$15,990.00	0%	$15,990	"	"
7640015167	MicroPress Solo for bizhub PRESS C7000/C6000. Workflow for single engine connectivity. Requires the purchase of the IC-413 Controller.	$15,990.00	0%	$15,990	"	"
7640006805	MicroPress Plus Server. Workflow for up to 4 engines, connectivity not included. Includes 22" LCD Monitor.	$25,990.00	0%	$25,990	"	"
7640006806	MicroPress Max Server. Workflow for up to 12 engines, connectivity not included. Includes 22" LCD Monitor.	$42,410.00	0%	$42,410	"	"
7640008444	Micropress Max Enterprise Server. Windows Server platform. Workflow for up to 12 engines. All engine connectivty is optional. Includes 22" LCD Monitor.	$48,690.00	0%	$48,690	"	"
MicroPress - Upgrades						
7640006832	MicroPress Solo to Plus Server Upgrade. Includes license enabler. Order one per server. Hardware requirement: Dell OptiPlex 960. Third party hardware is not supported by EFI.	$20,990.00	0%	$20,990	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016069	MicroPress 8 Windows 7 OS Update: English	$499.00	0%	$499	"	"
New MicroPress 8 Solo, Plus, and Max Servers will be loaded with the Windows 7 Professional Service Pack 1 x64 onward.						
Operating System from November 1, 2011						
MicroPress - Hardware Accessories **For ALL MicroPress Servers**						
DELIVERY: Each MicroPress PowerStation (Stand/Furniture), item 7640002103, MUST include item 7640008090, Level 6						
Solutions Delivery Charge.						
7640002103	MicroPress PowerStation (Stand/Furniture)	$656.00	0%	$656	"	"
MicroPress - Connectivity / Print Links **For PLUS and MAX Servers only**						
MicroPress PLUS and MAX Servers ARE NOT PACKAGED with CONNECTIVITY KITS.						
You MUST order ONE CONNECTIVITY KIT FOR EACH bizhub Pro 1050 and bizhub PRO 920 quoted.						
MICROPRESS does not work with 7085's.						
Must order ONE densitometer for calibration of Color Engines						
DELIVERY: Each MicroPress Connectivity Kit MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
7640001453	Konica Minolta bizhubPro 1050 Enablement Kit	$5,000.00	0%	$5,000	"	"
7640008054	Konica Minolta PRO 950 Connectivity Kit	$5,000.00	0%	$5,000	"	"
7640008302	Konica Minolta PRO 1200/1200P/1051 Connectivity Kit	$5,000.00	0%	$5,000	"	"
7640001841	Konica Minolta bizhub PRO 920 Connectivity Kit	$5,000.00	0%	$5,000	"	"
7640006882	6565km Connectivity for C5500, C5501, C6500, C6501	$5,000.00	0%	$5,000	"	"
7640015168	MicroPress connectivity kit for the bizhub PRESS C7000/C6000. Includes the license enabler. Requires the purchase of the IC-413 Controller.	$8,000.00	0%	$8,000	"	"
7640006883	OPC-VE	$3,120.00	0%	$3,120	"	"
7640005330	DigiMaster Connector for MicroPress	$8,000.00	0%	$8,000	"	"
MicroPress - Networking Accessories **For PLUS and MAX Servers only**						
You should order a 1000MBPS NIC for each engine you want to connect to unless you are using a switch.						
Note that NICs 7640012393 and 76400394 are only for MicroPress Max models with Dell Precision T7500 hardware.						
You should order a 1000MBPS Switch for the Production server if you plan to drive (2) or more engines.						
DELIVERY: Each 1000 Mbps 16-Port Switch, item 7640006885, MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640006886	Single Port NIC Card, PCI, 10/1000 Mbps. For Plus, Max , and Max Enterprise models only: OptiPlex 960, Precision T7400, PowerEdge 1800/2900	$200.00	0%	$200	"	"
7640006887	Dual Port NIC Card, PCI, 10/1000 Mbps. For Plus, Max , and Max Enterprise models only: OptiPlex 960, Precision T7400, PowerEdge 1800/2900	$930.00	0%	$930	"	"
7640006885	1000 Mbps 16-Port Switch	$2,200.00	0%	$2,200	"	"
7640012393	Single Port NIC Card, PCIe, 10/1000 Mbps. For Max models only with Dell Precision T7500 hardware.	$200.00	0%	$200	"	"
7640012394	Dual Port NIC Card, PCIe, 10/1000 Mbps. For Max models only with Dell Precision T7500 hardware.	$930.00	0%	$930	"	"
MicroPress SOLO Server - Software Options						
7640006888	Remote TRueEdit- 3 License for Solo	$2,000.00	0%	$2,000	"	"
7640006889	Remote TRueEdit- 10 License for Solo	$7,000.00	0%	$7,000	"	"
7640006890	Remote TRueEdit- 25 License for Solo	$13,500.00	0%	$13,500	"	"
7640006893	TRueScript for Solo and Plus	$5,000.00	0%	$5,000	"	"
7640006808	MicroSpool for Solo. Open Prepress Interface spooler.	$3,000.00	0%	$3,000	"	"
7640006810	OCR for Solo/Plus. Allows users to modify document contents and create editable files regardless of source.	$2,500.00	0%	$2,500	"	"
7640006809	TruePCL for Solo/Plus. PCL Page Description interpreter.	$750.00	0%	$750	"	"
MicroPress SOLO Server - Scanning Solutions						
7640006812	MicroImager 2.7 for Solo/Plus. Provides ability to manipulate scanned input and define workflows (software only); SCSI Scanner connection to MicroPress is not recommended.	$2,600.00	0%	$2,600	"	"
7640006811	MicroImager 2.7 Standalone. Provides ability to manipulate scanned input and define workflows (software plus dongle); Order when wishing to run MicroImager software on a server other than the main MicroPress; Recommended for optimized scanning. SCSI scanner connection to MicroPress is not recommended.	$2,600.00	0%	$2,600	"	"
7640006813	ScanStation for MicroPress 8. Standalone server with MicroImager software and dongle.	$8,000.00	0%	$8,000	"	"
MicroPress PLUS Server - Software Options						
Up to 2 RIPS can be loaded onto a MicroPress Plus Server. Minimum requirements for non-MicroPress servers with 3 or 4 Remote PowerRIPs: Dual 2.4 GHz Processors w/2.0GB RAM & Windows 2000 Server						
7640006891	Remote TRueEdit- 10 License for Plus and Max	$5,000.00	0%	$5,000	"	"
7640006892	Remote TRueEdit- 25 License for Plus and Max	$11,500.00	0%	$11,500	"	"
7640006893	TRueScript for Solo and Plus	$5,000.00	0%	$5,000	"	"
7640006810	OCR for Solo/Plus. Allows users to modify document contents and create editable files regardless of source.	$2,500.00	0%	$2,500	"	"
7640006809	TruePCL for Solo/Plus. PCL Page Description interpreter.	$750.00	0%	$750	"	"
7640006807	Remote PowerRIP License for MicroPress 8. License for installation of one MicroPress RIP on a non-MicroPress server. Includes MultiRIP utility and dongle.	$3,720.00	0%	$3,720	"	"
7640006884	PowerRIP	$3,100.00	0%	$3,100	"	"
7640006894	Remote Power RIP add-on license	$3,100.00	0%	$3,100	"	"
MicroPress PLUS Server - Scanning Solutions						

Exhibit B

 KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640006812	MicroImager 2.7 for Solo/Plus. Provides ability to manipulate scanned input and define workflows (software only); SCSI Scanner connection to MicroPress is not recommended.	$2,600.00	0%	$2,600	"	"
7640006811	MicroImager 2.7 Standalone. Provides ability to manipulate scanned input and define workflows (software plus dongle); Order when wishing to run MicroImager software on a server other than the main MicroPress; Recommended for optimized scanning. SCSI scanner connection to MicroPress is not recommended.	$2,600.00	0%	$2,600	"	"
7640006813	ScanStation for MicroPress 8. Standalone server with MicroImager software and dongle.	$8,000.00	0%	$8,000	"	"
MicroPress MAX Server - Software Options						
Up to 4 RIPS can be loaded onto a MicroPress MAX Server. Minimum requirements for non-MicroPress servers with 3 or 4						
Remote PowerRIPs: Dual 2.4 GHz Processors w/2.0GB RAM & Windows 2000 Server.						
7640006807	Remote PowerRIP License for MicroPress 8. License for installation of one MicroPress RIP on a non-MicroPress server. Includes MultiRIP utility and dongle.	$3,720.00	0%	$3,720	"	"
7640006884	PowerRIP	$3,100.00	0%	$3,100	"	"
7640006894	Remote Power RIP add-on license	$3,100.00	0%	$3,100	"	"
7640006891	Remote TRueEdit- 10 License for Plus and Max	$5,000.00	0%	$5,000	"	"
7640006892	Remote TRueEdit- 25 License for Plus and Max	$11,500.00	0%	$11,500	"	"
MicroPress MAX Server - Scanning Solutions						
7640006811	MicroImager 2.7 Standalone. Provides ability to manipulate scanned input and define workflows (software plus dongle); Order when wishing to run MicroImager software on a server other than the main MicroPress; Recommended for optimized scanning. SCSI scanner connection to MicroPress is not recommended.	$2,600.00	0%	$2,600	"	"
7640006813	ScanStation for MicroPress 8. Standalone server with MicroImager software and dongle.	$8,000.00	0%	$8,000	"	"
Extended Warranty						
It is required for all MicroPress Systems to have FULL HARDWARE WARRANTY for the term of lease. MicroPress Solo, Plus and MaxServers come with a 3 YR HARDWARE WARRANTY FROM DELL for the PC only.						
If your lease term is 5 years, you MUST ADD ADDITIONAL 2 YEAR HARDWARE WARRANTY.						
7640006829	Solo 2 Year Hardware Warranty Extension- Years 4 & 5	$1,000.00	0%	$1,000	"	"
7640006831	Max 2 Year Hardware Warranty Extension- Years 4 & 5	$6,000.00	0%	$6,000	"	"
7640006830	Plus 2 Year Hardware Warranty Extension- Years 4 & 5	$1,300.00	0%	$1,300	"	"
7640008445	Max Enterprise 2 Year Hardware Warranty Extension - Years 4 & 5	$6,000.00	0%	$6,000	"	"
7640008446	ScanStation 2 Year Hardware Warranty Extension - Years 4 & 5	$1,000.00	0%	$1,000	"	"
7640006895	MicroPress License Admin Fee	$1,000.00	0%	$1,000	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29.00	0%	$29		
7640008087	Solutions Delivery Charge - Level 3	$41.00	0%	$41		
7640008090	Solutions Delivery Charge - Level 6	$173.00	0%	$173		
7640008091	Solutions Delivery Charge - Level 7	$288.00	0%	$288		
Installation Fees						
7640008115	KMBS Installation Fee for MicroPress Systems and Major Upgrades	$1,500.00	0%	$1,500		
Maintenance						
7640015962	MicroPress Annual Support by KMBS	$780.00	0%	$780		
Equitrac Express						
If Equitrac is performing the installation it is required for all orders to include item# 7640001054.						
Please refer to Equitrac Quote for price information.						
7640017052	Equitrac Express 4: Suite 3YR M&S - EQ4EESU1-3PB	$3,627.00	0%	$3,627	See below Delivery Charge	See below Installation Charges
7640017053	Equitrac Express 4: Suite 4YR M&S - EQ4EESU1-4PB	$3,906.00	0%	$3,906	"	"
7640017054	Equitrac Express 4: Suite 5YR M&S - EQ4EESU1-5PB	$4,185.00	0%	$4,185	"	"
7640017055	Equitrac Express 4: Small Campus Edition 3YR M&S - EQ4EESC1-3PB	$1,425.00	0%	$1,425	"	"
7640017056	Equitrac Express 4: Small Campus Edition 4YR M&S - EQ4EESC1-4PB	$1,535.00	0%	$1,535	"	"
7640017057	Equitrac Express 4: Small Campus Edition 5YR M&S - EQ4EESC1-5PB	$1,645.00	0%	$1,645	"	"
7640017058	Equitrac Express 4: Suite upgrade (EO3/EE3/EE4 SCE/PAS/PRS) 3YR M&S - EQ4EESUU-3PB	$1,807.00	0%	$1,807	"	"
7640017059	Equitrac Express 4: Suite upgrade (EO3/EE3/EE4 SCE/PAS/PRS) 4YR M&S - EQ4EESUU-4PB	$1,946.00	0%	$1,946	"	"
7640017060	Equitrac Express 4: Suite upgrade (EO3/EE3/EE4 SCE/PAS/PRS) 5YR M&S - EQ4EESUU-5PB	$2,085.00	0%	$2,085	"	"
7640017061	Equitrac Express 4: SCE upgrade (EO3 SBE/EE3 SCE/PAS/PRS) 3YR M&S - EQ4EESCU-3PB	$715.00	0%	$715	"	"
7640017062	Equitrac Express 4: SCE upgrade (EO3 SBE/EE3 SCE/PAS/PRS) 4YR M&S - EQ4EESCU-4PB	$770.00	0%	$770	"	"
7640017063	Equitrac Express 4: SCE upgrade (EO3 SBE/EE3 SCE/PAS/PRS) 5YR M&S - EQ4EESCU-5PB	$825.00	0%	$825	"	"
Additional Print Server Licenses						
7640017076	EO4/EE4: Print Server 3yr M&S - EQ4PS001-3PB	$1,755.00	0%	$1,755	"	"
7640017077	EO4/EE4: Print Server 4yr M&S - EQ4PS001-4PB	$1,890.00	0%	$1,890	"	"
7640017078	EO4/EE4: Print Server 5yr M&S - EQ4PS001-5PB	$2,025.00	0%	$2,025	"	"
7640017079	EO4/EE4: Print Server upgrade 3yr M&S - EQ4PS00U-3PB	$845.00	0%	$845	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017080	EO4/EE4: Print Server upgrade 4yr M&S - EQ4PS00U-4PB	$910.00	0%	$910	"	"
7640017081	EO4/EE4: Print Server upgrade 5yr M&S - EQ4PS00U-5PB	$975.00	0%	$975	"	"
7640017082	EO4/EE4: Print Server (10) 3yr M&S - EQ4PS010-3PB	$14,321.00	0%	$14,321	"	"
7640017083	EO4/EE4: Print Server (10) 4yr M&S - EQ4PS010-4PB	$15,423.00	0%	$15,423	"	"
7640017084	EO4/EE4: Print Server (10) 5yr M&S - EQ4PS010-5PB	$16,525.00	0%	$16,525	"	"
7640017085	EO4/EE4: Cluster Enabler 3yr M&S - EQ4CLS01-3PB	$4,953.00	0%	$4,953	"	"
7640017086	EO4/EE4: Cluster Enabler 4yr M&S - EQ4CLS01-4PB	$5,334.00	0%	$5,334	"	"
7640017087	EO4/EE4: Cluster Enabler 5yr M&S - EQ4CLS01-5PB	$5,715.00	0%	$5,715	"	"
7640017088	EO4/EE4: Cluster Enabler upgrade 3yr M&S - EQ4CLS0U-3PB	$2,613.00	0%	$2,613	"	"
7640017089	EO4/EE4: Cluster Enabler upgrade 4yr M&S - EQ4CLS0U-4PB	$2,814.00	0%	$2,814	"	"
7640017090	EO4/EE4: Cluster Enabler upgrade 5yr M&S - EQ4CLS0U-5PB	$3,015.00	0%	$3,015	"	"
Embedded Device Licenses (Specific to a single device selected at activation)						
7640017091	EO4/EE4: Embedded Device 3yr M&S - EQ4ED001-3PB	$650.00	0%	$650	"	"
7640017092	EO4/EE4: Embedded Device 4yr M&S - EQ4ED001-4PB	$700.00	0%	$700	"	"
7640017093	EO4/EE4: Embedded Device 5yr M&S - EQ4ED001-5PB	$750.00	0%	$750	"	"
7640017094	EO4/EE4: Embedded Device Upgrade 3yr M&S - EQ4ED00U-3PB	$125.00	0%	$125	"	"
7640017095	EO4/EE4: Embedded Device Upgrade 4yr M&S - EQ4ED00U-4PB	$135.00	0%	$135	"	"
7640017096	EO4/EE4: Embedded Device Upgrade 5yr M&S - EQ4ED00U-5PB	$145.00	0%	$145	"	"
7640017097	EO4/EE4: Embedded Device (10) 3yr M&S - EQ4ED010-3PB	$5,590.00	0%	$5,590	"	"
7640017098	EO4/EE4: Embedded Device (10) 4yr M&S - EQ4ED010-4PB	$6,020.00	0%	$6,020	"	"
7640017099	EO4/EE4: Embedded Device (10) 5yr M&S - EQ4ED010-5PB	$6,450.00	0%	$6,450	"	"
7640017100	EO4/EE4: Embedded Device (100) 3yr M&S - EQ4ED100-3PB	$44,070.00	0%	$44,070	"	"
7640017101	EO4/EE4: Embedded Device (100) 4yr M&S - EQ4ED100-4PB	$47,460.00	0%	$47,460	"	"
7640017102	EO4/EE4: Embedded Device (100) 5yr M&S - EQ4ED100-5PB	$50,850.00	0%	$50,850	"	"
7640017103	EO4/EE4: Embedded Device (500) 3yr M&S - EQ4ED500-3PB	$198,302.00	0%	$198,302	"	"
7640017104	EO4/EE4: Embedded Device (500) 4yr M&S - EQ4ED500-4PB	$213,556.00	0%	$213,556	"	"
7640017105	EO4/EE4: Embedded Device (500) 5yr M&S - EQ4ED500-5PB	$228,810.00	0%	$228,810	"	"
Connector Licenses						
Connector Licenses are compatible with PageCounter Terminals ONLY						
7640017106	EO4/EE4: External Data Connector 3yr M&S - EQ4DC001-3PB	$767.00	0%	$767	"	"
7640017107	EO4/EE4: External Data Connector 4yr M&S - EQ4DC001-4PB	$826.00	0%	$826	"	"
7640017108	EO4/EE4: External Data Connector 5yr M&S - EQ4DC001-5PB	$885.00	0%	$885	"	"
7640017109	EO4/EE4: External Data Connector upgrade 3yr M&S - EQ4DC00U-3PB	$377.00	0%	$377	"	"
7640017110	EO4/EE4: External Data Connector upgrade 4yr M&S - EQ4DC00U-4PB	$406.00	0%	$406	"	"
7640017111	EO4/EE4: External Data Connector upgrade 5yr M&S - EQ4DC00U-5PB	$435.00	0%	$435	"	"
7640017112	EE4: Campus Card Connector 3yr M&S - EQ4CC001-3PB	$5,507.00	0%	$5,507	"	"
7640017113	EE4: Campus Card Connector 4yr M&S - EQ4CC001-4PB	$5,931.00	0%	$5,931	"	"
7640017114	EE4: Campus Card Connector 5yr M&S - EQ4CC001-5PB	$6,355.00	0%	$6,355	"	"
7640017115	EE4: Campus Card Connector upgrade 3yr M&S - EQ4CC00U-3PB	$2,777.00	0%	$2,777	"	"
7640017116	EE4: Campus Card Connector upgrade 4yr M&S - EQ4CC00U-4PB	$2,991.00	0%	$2,991	"	"
7640017117	EE4: Campus Card Connector upgrade 5yr M&S - EQ4CC00U-5PB	$3,205.00	0%	$3,205	"	"
Workstation Licenses						
7640017118	EO4/EE4: Workstation Client (10) 3yr M&S - EQ4WS010-3PB	$658.00	0%	$658	"	"
7640017119	EO4/EE4: Workstation Client (10) 4yr M&S - EQ4WS010-4PB	$709.00	0%	$709	"	"
7640017120	EO4/EE4: Workstation Client (10) 5yr M&S - EQ4WS010-5PB	$760.00	0%	$760	"	"
7640017121	EO4/EE4: Workstation Client upgrade (10) 3yr M&S - EQ4WU010-3PB	$338.00	0%	$338	"	"
7640017122	EO4/EE4: Workstation Client upgrade (10) 4yr M&S - EQ4WU010-4PB	$364.00	0%	$364	"	"
7640017123	EO4/EE4: Workstation Client upgrade (10) 5yr M&S - EQ4WU010-5PB	$390.00	0%	$390	"	"
7640017124	EO4/EE4: Workstation Client (100) 3yr M&S - EQ4WS100-3PB	$3,081.00	0%	$3,081	"	"
7640017125	EO4/EE4: Workstation Client (100) 4yr M&S - EQ4WS100-4PB	$3,318.00	0%	$3,318	"	"
7640017126	EO4/EE4: Workstation Client (100) 5yr M&S - EQ4WS100-5PB	$3,555.00	0%	$3,555	"	"
7640017127	EO4/EE4: Workstation Client upgrade (100) 3yr M&S - EQ4WU100-3PB	$1,521.00	0%	$1,521	"	"
7640017128	EO4/EE4: Workstation Client upgrade (100) 4yr M&S - EQ4WU100-4PB	$1,638.00	0%	$1,638	"	"
7640017129	EO4/EE4: Workstation Client upgrade (100) 5yr M&S - EQ4WU100-5PB	$1,755.00	0%	$1,755	"	"
7640017130	EO4/EE4: Workstation Client (1000) 3yr M&S - EQ4WS01K-3PB	$13,216.00	0%	$13,216	"	"
7640017131	EO4/EE4: Workstation Client (1000) 4yr M&S - EQ4WS01K-4PB	$14,233.00	0%	$14,233	"	"
7640017132	EO4/EE4: Workstation Client (1000) 5yr M&S - EQ4WS01K-5PB	$15,250.00	0%	$15,250	"	"
7640017133	EO4/EE4: Workstation Client upgrade (1000) 3yr M&S	$6,586.00	0%	$6,586	"	"
7640017134	EO4/EE4: Workstation Client upgrade (1000) 4yr M&S	$7,093.00	0%	$7,093	"	"
7640017135	EO4/EE4: Workstation Client upgrade (1000) 5yr M&S	$7,600.00	0%	$7,600	"	"
Print Assistant Licenses						
7640017136	EE4: Print Assistant (10) 3yr M&S - EQ4PA010-3PB	$325.00	0%	$325	"	"
7640017137	EE4: Print Assistant (10) 3yr M&S - EQ4PA010-4PB	$350.00	0%	$350	"	"
7640017138	EE4: Print Assistant (10) 3yr M&S - EQ4PA010-5PB	$375.00	0%	$375	"	"
7640017139	EE4: Print Assistant upgrade (10) 3yr M&S - EQ4PU010-3PB	$169.00	0%	$169	"	"
7640017140	EE4: Print Assistant upgrade (10) 4yr M&S - EQ4PU010-4PB	$182.00	0%	$182	"	"
7640017141	EE4: Print Assistant upgrade (10) 5yr M&S - EQ4PU010-5PB	$195.00	0%	$195	"	"
7640017142	EE4: Print Assistant (100) 3yr M&S - EQ4PA100-3PB	$1,425.00	0%	$1,425	"	"
7640017143	EE4: Print Assistant (100) 4yr M&S - EQ4PA100-4PB	$1,535.00	0%	$1,535	"	"
7640017144	EE4: Print Assistant (100) 5yr M&S - EQ4PA100-5PB	$1,645.00	0%	$1,645	"	"
7640017145	EE4: Print Assistant upgrade (100) 3yr M&S - EQ4PU100-3PB	$715.00	0%	$715	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017146	EE4: Print Assistant upgrade (100) 4yr M&S - EQ4PU100-4PB	$770.00	0%	$770	"	"
7640017147	EE4: Print Assistant upgrade (100) 5yr M&S - EQ4PU100-5PB	$825.00	0%	$825	"	"
7640017148	EE4: Print Assistant (1000) 3yr M&S - EQ4PA01K-3PB	$5,507.00	0%	$5,507	"	"
7640017149	EE4: Print Assistant (1000) 4yr M&S - EQ4PA01K-4PB	$5,931.00	0%	$5,931	"	"
7640017150	EE4: Print Assistant (1000) 5yr M&S - EQ4PA01K-5PB	$6,355.00	0%	$6,355	"	"
7640017151	EE4: Print Assistant upgrade (1000) 3yr M&S - EQ4PU01K-3PB	$2,777.00	0%	$2,777	"	"
7640017152	EE4: Print Assistant upgrade (1000) 4yr M&S - EQ4PU01K-4PB	$2,991.00	0%	$2,991	"	"
7640017153	EE4: Print Assistant upgrade (1000) 5yr M&S - EQ4PU01K-5PB	$3,205.00	0%	$3,205	"	"
Release Station Licenses						
7640017154	EO4/EE4: Release Station 3yr M&S - EQ4RS001-3PB	$767.00	0%	$767	"	"
7640017155	EO4/EE4: Release Station 4yr M&S - EQ4RS001-4PB	$826.00	0%	$826	"	"
7640017156	EO4/EE4: Release Station 5yr M&S - EQ4RS001-5PB	$885.00	0%	$885	"	"
7640017157	EO4/EE4: Release Station upgrade 3yr M&S - EQ4RS00U-3PB	$377.00	0%	$377	"	"
7640017158	EO4/EE4: Release Station upgrade 4yr M&S - EQ4RS00U-4PB	$406.00	0%	$406	"	"
7640017159	EO4/EE4: Release Station upgrade 5yr M&S - EQ4RS00U-5PB	$435.00	0%	$435	"	"
7640017160	EO4/EE4: Release Station (10) 3yr M&S - EQ4RS010-3PB	$6,604.00	0%	$6,604	"	"
7640017161	EO4/EE4: Release Station (10) 4yr M&S - EQ4RS010-4PB	$7,112.00	0%	$7,112	"	"
7640017162	EO4/EE4: Release Station (10) 5yr M&S - EQ4RS010-5PB	$7,620.00	0%	$7,620	"	"
Web-Based Release Station Licenses						
7640017163	EO4/EE4: Web-based Release 3yr M&S - EQ4WR001-3PB	$359.00	0%	$359	"	"
7640017164	EO4/EE4: Web-based Release 4yr M&S -EQ4WR001-4PB	$387.00	0%	$387	"	"
7640017165	EO4/EE4: Web-based Release 5yr M&S - EQ4WR001-5PB	$415.00	0%	$415	"	"
7640017166	EO4/EE4: Web-based Release (10) 3yr M&S - EQ4WR010-3PB	$2,894.00	0%	$2,894	"	"
7640017167	EO4/EE4: Web-based Release (10) 4yr M&S - EQ4WR010-4PB	$3,117.00	0%	$3,117	"	"
7640017168	EO4/EE4: Web-based Release (10) 5yr M&S - EQ4WR010-5PB	$3,340.00	0%	$3,340	"	"
7640017169	EO4/EE4: Web-based Release (100) 3yr M&S - EQ4WR100-3PB	$22,035.00	0%	$22,035	"	"
7640017170	EO4/EE4: Web-based Release (100) 4yr M&S - EQ4WR100-4PB	$23,730.00	0%	$23,730	"	"
7640017171	EO4/EE4: Web-based Release (100) 5yr M&S - EQ4WR100-5PB	$25,425.00	0%	$25,425	"	"
7640017172	EO4/EE4: Web-based Release (500) 3yr M&S - EQ4WR500-3PB	$99,151.00	0%	$99,151	"	"
7640017173	EO4/EE4: Web-based Release (500) 4yr M&S - EQ4WR500-4PB	$106,778.00	0%	$106,778	"	"
7640017174	EO4/EE4: Web-based Release (500) 5yr M&S - EQ4WR500-5PB	$114,405.00	0%	$114,405	"	"
Equitrac Express 4 Enterprise Licenses* (Core functionality, price per network user)						
If Equitrac is performing the installation it is required for all orders to include item# 7640001054. Refer to Equitrac Quote for price information						
Equitrac Express 4 Enterprise pricing is based on individual users.						
Example 1: If a customer requests a 3500 user license, pricing will be: 3500 x $13.78 = $48,230 with 3 years of maintenance.						
Example 2: If a customer requests a 9999 user license, pricing will be: 9999 x $9.36 = $93,590 with 3 years of maintenance.						
7640017211	Equitrac Express 4: Core Enterprise License (1,000-4,999 users) 3yr M&S - EQ4EECEK-3PB	$14.00	0%	$14	"	"
7640017212	Equitrac Express 4: Core Enterprise License (1,000-4,999 users) 4yr M&S - EQ4EECEK-4PB	$15.00	0%	$15	"	"
7640017213	Equitrac Express 4: Core Enterprise License (1,000-4,999 users) 5yr M&S - EQ4EECEK-5PB	$16.00	0%	$16	"	"
7640017214	Equitrac Express 4: Core Enterprise License (5,000-9,999 users) 3yr M&S - EQ4EECE1-3PB	$10.00	0%	$10	"	"
7640017215	Equitrac Express 4: Core Enterprise License (5,000-9,999 users) 4yr M&S - EQ4EECE1-4PB	$11.00	0%	$11	"	"
7640017216	Equitrac Express 4: Core Enterprise License (5,000-9,999 users) 5yr M&S - EQ4EECE1-5PB	$11.00	0%	$11	"	"
7640017217	Equitrac Express 4: Core Enterprise License (10,000-24,999 users) 3yr M&S - EQ4EECE2-3PB	$9.00	0%	$9	"	"
7640017218	Equitrac Express 4: Core Enterprise License (10,000-24,999 users) 4yr M&S - EQ4EECE2-4PB	$9.00	0%	$9	"	"
7640017219	Equitrac Express 4: Core Enterprise License (10,000-24,999 users) 5yr M&S - EQ4EECE2-5PB	$10.00	0%	$10	"	"
7640017220	Equitrac Express 4: Core Enterprise License (25,000-49,999 users) 3yr M&S - EQ4EECE3-3PB	$8.00	0%	$8	"	"
7640017221	Equitrac Express 4: Core Enterprise License (25,000-49,999 users) 4yr M&S - EQ4EECE3-4PB	$9.00	0%	$9	"	"
7640017222	Equitrac Express 4: Core Enterprise License (25,000-49,999 users) 5yr M&S - EQ4EECE3-5PB	$9.00	0%	$9	"	"
7640017223	Equitrac Express 4: Core Enterprise License (50,000-99,999 users) 3yr M&S - EQ4EECE4-3PB	$8.00	0%	$8	"	"
7640017224	Equitrac Express 4: Core Enterprise License (50,000-99,999 users) 4yr M&S - EQ4EECE4-4PB	$8.00	0%	$8	"	"
7640017225	Equitrac Express 4: Core Enterprise License (50,000-99,999 users) 5yr M&S - EQ4EECE4-5PB	$9.00	0%	$9	"	"
7640017226	Equitrac Express 4: Core Enterprise License (100,000 and more users) 3yr M&S - EQ4EECE5-3PB	$7.00	0%	$7	"	"
7640017227	Equitrac Express 4: Core Enterprise License (100,000 and more users) 4yr M&S - EQ4EECE5-4PB	$8.00	0%	$8	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017228	Equitrac Express 4: Core Enterprise License (100,000 and more users) 5yr M&S - EQ4EECE5-5PB	$8.00	0%	$8	"	"
Equitrac Express 4 Enterprise Licenses* (Enhanced functionality, price per network user)						
7640017229	Equitrac Express 4: Enhanced Enterprise License (1,000-4,999 users) 3yr M&S - EQ4EEECK-3PB	$23.00	0%	$23	"	"
7640017230	Equitrac Express 4: Enhanced Enterprise License (1,000-4,999 users) 4yr M&S - EQ4EEECK-4PB	$25.00	0%	$25	"	"
7640017231	Equitrac Express 4: Enhanced Enterprise License (1,000-4,999 users) 5yr M&S - EQ4EEECK-5PB	$27.00	0%	$27	"	"
7640017232	Equitrac Express 4: Enhanced Enterprise License (5,000-9,999 users) 3yr M&S - EQ4EEEC1-3PB	$16.00	0%	$16	"	"
7640017233	Equitrac Express 4: Enhanced Enterprise License (5,000-9,999 users) 4yr M&S - EQ4EEEC1-4PB	$17.00	0%	$17	"	"
7640017234	Equitrac Express 4: Enhanced Enterprise License (5,000-9,999 users) 5yr M&S - EQ4EEEC1-5PB	$18.00	0%	$18	"	"
7640017235	Equitrac Express 4: Enhanced Enterprise License (10,000-24,999 users) 3yr M&S - EQ4EEEC2-3PB	$14.00	0%	$14	"	"
7640017236	Equitrac Express 4: Enhanced Enterprise License (10,000-24,999 users) 4yr M&S - EQ4EEEC2-4PB	$15.00	0%	$15	"	"
7640017237	Equitrac Express 4: Enhanced Enterprise License (10,000-24,999 users) 5yr M&S - EQ4EEEC2-5PB	$16.00	0%	$16	"	"
7640017238	Equitrac Express 4: Enhanced Enterprise License (25,000-49,999 users) 3yr M&S - EQ4EEEC3-3PB	$12.00	0%	$12	"	"
7640017239	Equitrac Express 4: Enhanced Enterprise License (25,000-49,999 users) 4yr M&S - EQ4EEEC3-4PB	$13.00	0%	$13	"	"
7640017240	Equitrac Express 4: Enhanced Enterprise License (25,000-49,999 users) 5yr M&S - EQ4EEEC3-5PB	$14.00	0%	$14	"	"
7640017241	Equitrac Express 4: Enhanced Enterprise License (50,000-99,999 users) 3yr M&S - EQ4EEEC4-3PB	$11.00	0%	$11	"	"
7640017242	Equitrac Express 4: Enhanced Enterprise License (50,000-99,999 users) 4yr M&S - EQ4EEEC4-4PB	$12.00	0%	$12	"	"
7640017243	Equitrac Express 4: Enhanced Enterprise License (50,000-99,999 users) 5yr M&S - EQ4EEEC4-5PB	$13.00	0%	$13	"	"
7640017244	Equitrac Express 4: Enhanced Enterprise License (100,000 and more users) 3yr M&S - EQ4EEEC5-3PB	$10.00	0%	$10	"	"
7640017245	Equitrac Express 4: Enhanced Enterprise License (100,000 and more users) 4yr M&S - EQ4EEEC5-4PB	$11.00	0%	$11	"	"
7640017246	Equitrac Express 4: Enhanced Enterprise License (100,000 and more users) 5yr M&S - EQ4EEEC5-5PB	$11.00	0%	$11	"	"
Trial and Media Kit Products (No Support)						
7640017247	Equitrac Express 4: CD media kit only - EQ4EEMED	$25.00	0%	$25	"	"
7640017248	Equitrac Express 4: NFR (Not for Resale) product - EQ4EENFR	$500.00	0%	$500	"	"
7640017249	Equitrac Express 4: New customer trial (45-day) - EQ4EETR1	$100.00	0%	$100	"	"
7640017250	Equitrac Express 4: New feature trial (45-day) - EQ4EETR2	$100.00	0%	$100	"	"
Professional Services (standard discounts may not apply)						
7640001054	Equitrac Installation Professional Services - EQDRINST	$1.00	0%	$1	"	"
7640014400	Consultative Design Review	$2,500.00	0%	$2,500	"	"
7640014401	Config Design and Scope of Work Develop	$6,000.00	0%	$6,000	"	"
7640017255	Consultative Design Review - EQCDSNRV	$2,500.00	0%	$2,500	"	"
7640017256	Configuration Design and Scope of Work Development - EQCDSNSW	$6,000.00	0%	$6,000	"	"
7640017257	Equitrac Direct Installation Services (per unit) - EQDRINST	$1.00	0%	$1	"	"
7640017258	Equitrac Direct Support Services (per unit) - EQDRSUPT	$1.00	0%	$1	"	"
7640017259	Professional Services Installation - One Day - EQIN1DAY	$1,600.00	0%	$1,600	"	"
7640017260	Professional Services Training - One Day - EQTR1DAY	$1,600.00	0%	$1,600	"	"
7640017261	Professional Services Installation - Four Hours - EQINS4HR	$800.00	0%	$800	"	"
7640017262	Professional Services Webinar - One Hour - EQWBN1HR	$200.00	0%	$200	"	"
7640017263	PS Per Diem Local - Per Day - EQPD1DAY	$200.00	0%	$200	"	"
7640017264	PS Per Diem Fee with Overnight - Per Day - EQPD1NGT	$400.00	0%	$400	"	"
7640017265	PS Per Diem Fee with Travel by Plane - Per Day - EQPD1AIR	$1,000.00	0%	$1,000	"	"
7640017266	Training Materials - 1 User - EQTRAIN1	$33.00	0%	$33	"	"
7640017267	Training Materials - 5 Users - EQTRAIN5	$165.00	0%	$165	"	"
7640017268	Training Materials - 10 Users - EQTRN010	$330.00	0%	$330	"	"
7640017269	Professional Service Small Unit - Description determined by Statement of Work - EQPSSMAL	$100.00	0%	$100	"	"
7640017270	Professional Service Large Unit- Description determined by Statement of Work - EQPSLARG	$1,000.00	0%	$1,000	"	"
PageCounter Hardware						
DELIVERY: Each Equitrac PageCounter Terminal MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
INSTALLATION: Each Equitrac PageCounter Terminal MUST include item 7640008126, KMBS Equitrac Installation Fee.						
7640017273	PageCounter (base) 5yr M&S - PC1CFE00-5PB	$1,050.00	0%	$1,050	"	"
7640017274	PageCounter with Magstripe 3yr M&S - PC1CFME0-3PB	$1,040.00	0%	$1,040	"	"

KONICA MINOLTA

State of Florida
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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017275	PageCounter with Magstripe 4yr M&S - PC1CFME0-4PB	$1,120.00	0%	$1,120	"	"
7640017276	PageCounter with Magstripe 5yr M&S - PC1CFME0-5PB	$1,200.00	0%	$1,200	"	"
7640017277	PageCounter with Mifare HID i-Class 3yr M&S - PC1CFX00-3PB	$1,235.00	0%	$1,235	"	"
7640017278	PageCounter with Mifare HID i-Class 4yr M&S - PC1CFX00-4PB	$1,330.00	0%	$1,330	"	"
7640017279	PageCounter with Mifare HID i-Class 5yr M&S - PC1CFX00-5PB	$1,425.00	0%	$1,425	"	"
7640017280	PageCounter with Legic 3yr M&S - PC1CFY00-3PB	$1,365.00	0%	$1,365	"	"
7640017281	PageCounter with Legic 4yr M&S - PC1CFY00-4PB	$1,470.00	0%	$1,470	"	"
7640017282	PageCounter with Legic 5yr M&S - PC1CFY00-5PB	$1,575.00	0%	$1,575	"	"
7640017283	PageCounter with HID 3yr M&S - PC1CFZ00-3PB	$1,300.00	0%	$1,300	"	"
7640017284	PageCounter with HID 4yr M&S - PC1CFZ00-4PB	$1,400.00	0%	$1,400	"	"
7640017285	PageCounter with HID 5yr M&S - PC1CFZ00-5PB	$1,500.00	0%	$1,500	"	"
7640017286	PageCounter with Keyboard 3yr M&S - PC3CFE00-3PB	$1,235.00	0%	$1,235	"	"
7640017287	PageCounter with Keyboard 4yr M&S - PC3CFE00-4PB	$1,330.00	0%	$1,330	"	"
7640017288	PageCounter with Keyboard 5yr M&S - PC3CFE00-5PB	$1,425.00	0%	$1,425	"	"
7640017289	PageCounter with Keyboard & Magstripe 3yr M&S - PC3CFME0-3PB	$1,300.00	0%	$1,300	"	"
7640017290	PageCounter with Keyboard & Magstripe 4yr M&S - PC3CFME0-4PB	$1,400.00	0%	$1,400	"	"
7640017291	PageCounter with Keyboard & Magstripe 5yr M&S - PC3CFME0-5PB	$1,500.00	0%	$1,500	"	"
7640017292	PageCounter with Keyboard & Mifare/HID i-Class 3yr M&S - PC3CFX00-3PB	$1,560.00	0%	$1,560	"	"
7640017293	PageCounter with Keyboard & Mifare/HID i-Class 4yr M&S - PC3CFX00-4PB	$1,680.00	0%	$1,680	"	"
7640017294	PageCounter with Keyboard & Mifare/HID i-Class 5yr M&S - PC3CFX00-5PB	$1,800.00	0%	$1,800	"	"
7640017295	PageCounter with Keyboard & Legic 3yr M&S - PC3CFY00-3PB	$1,755.00	0%	$1,755	"	"
7640017296	PageCounter with Keyboard & Legic 4yr M&S - PC3CFY00-4PB	$1,890.00	0%	$1,890	"	"
7640017297	PageCounter with Keyboard & Legic 5yr M&S - PC3CFY00-5PB	$2,025.00	0%	$2,025	"	"
7640017298	PageCounter with Keyboard & HID 3yr M&S - PC3CFZ00-3PB	$1,560.00	0%	$1,560	"	"
7640017299	PageCounter with Keyboard & HID 4yr M&S - PC3CFZ00-4PB	$1,680.00	0%	$1,680	"	"
7640017300	PageCounter with Keyboard & HID 5yr M&S - PC3CFZ00-5PB	$1,800.00	0%	$1,800	"	"
Pay Station Hardware						
DELIVERY: Each Equitrac Pay Station product MUST include item 7640008088, Level 4 Solutions Delivery Charge.						
INSTALLATION: Each Equitrac Pay Station product MUST include item 7640008126, KMBS Equitrac Installation Fee.						
7640017331	Pay Station Deposit Center (US$, bill only) 3yr M&S - EPAYUB00-3PB	$7,158.00	0%	$7,158	"	"
7640017332	Pay Station Deposit Center (US$, bill only) 4yr M&S - EPAYUB00-4PB	$7,709.00	0%	$7,709	"	"
7640017333	Pay Station Deposit Center (US$, bill only) 5yr M&S - EPAYUB00-5PB	$8,260.00	0%	$8,260	"	"
7640017334	Pay Station Deposit Center (US$, bill/magstripe) 3yr M&S - EPAYUB0M-3PB	$7,540.00	0%	$7,540	"	"
7640017335	Pay Station Deposit Center (US$, bill/magstripe) 4yr M&S - EPAYUB0M-4PB	$8,120.00	0%	$8,120	"	"
7640017336	Pay Station Deposit Center (US$, bill/magstripe) 5yr M&S - EPAYUB0M-5PB	$8,700.00	0%	$8,700	"	"
7640017337	Pay Station Deposit Center (US$, bill/coin/magstripe) 3yr M&S - EPAYUBCM-3PB	$9,360.00	0%	$9,360	"	"
7640017338	Pay Station Deposit Center (US$, bill/coin/magstripe) 4yr M&S - EPAYUBCM-4PB	$10,080.00	0%	$10,080	"	"
7640017339	Pay Station Deposit Center (US$, bill/coin/magstripe) 5yr M&S - EPAYUBCM-5PB	$10,800.00	0%	$10,800	"	"
7640017340	Pay Station Deposit Center (US$, bill/magstripe, card dispenser) 3yr M&S - EPAYUBMD-3PB	$9,490.00	0%	$9,490	"	"
7640017341	Pay Station Deposit Center (US$, bill/magstripe, card dispenser) 4yr M&S - EPAYUBMD-4PB	$10,220.00	0%	$10,220	"	"
7640017342	Pay Station Deposit Center (US$, bill/magstripe, card dispenser) 5yr M&S - EPAYUBMD-5PB	$10,950.00	0%	$10,950	"	"
7640017343	Pay Station Deposit Center (C$, bill only) 3yr M&S - EPAYCB00-3PB	$8,752.00	0%	$8,752	"	"
7640017344	Pay Station Deposit Center (C$, bill only) 4yr M&S - EPAYCB00-4PB	$9,425.00	0%	$9,425	"	"
7640017345	Pay Station Deposit Center (C$, bill only) 5yr M&S - EPAYCB00-5PB	$10,098.00	0%	$10,098	"	"
7640017346	Pay Station Deposit Center (C$, bill/magstripe) 3yr M&S - EPAYCB0M-3PB	$7,841.00	0%	$7,841	"	"
7640017347	Pay Station Deposit Center (C$, bill/magstripe) 4yr M&S - EPAYCB0M-4PB	$8,444.00	0%	$8,444	"	"
7640017348	Pay Station Deposit Center (C$, bill/magstripe) 5yr M&S - EPAYCB0M-5PB	$9,047.00	0%	$9,047	"	"
7640017349	Pay Station Deposit Center (C$, bill/coin/magstripe) 3yr M&S - EPAYCBCM-3PB	$9,360.00	0%	$9,360	"	"
7640017350	Pay Station Deposit Center (C$, bill/coin/magstripe) 4yr M&S - EPAYCBCM-4PB	$10,080.00	0%	$10,080	"	"
7640017351	Pay Station Deposit Center (C$, bill/coin/magstripe) 5yr M&S - EPAYCBCM-5PB	$10,800.00	0%	$10,800	"	"
7640017352	Pay Station Print/Copy Control Terminal (track 5) 3yr M&S - EPAY0802-3PB	$2,122.00	0%	$2,122	"	"
7640017353	Pay Station Print/Copy Control Terminal (track 5) 4yr M&S - EPAY0802-4PB	$2,285.00	0%	$2,285	"	"
7640017354	Pay Station Print/Copy Control Terminal (track 5) 5yr M&S - EPAY0802-5PB	$2,448.00	0%	$2,448	"	"
7640017355	Pay Station Encoding Station (track 5) 3yr M&S - EPAY0804-3PB	$2,889.00	0%	$2,889	"	"
7640017356	Pay Station Encoding Station (track 5) 4yr M&S - EPAY0804-4PB	$3,111.00	0%	$3,111	"	"
7640017357	Pay Station Encoding Station (track 5) 5yr M&S - EPAY0804-5PB	$3,333.00	0%	$3,333	"	"
7640017358	Pay Station Card Manager (US$, bill only, track 5) 3yr M&S - EPAY0502-3PB	$8,987.00	0%	$8,987	"	"
7640017359	Pay Station Card Manager (US$, bill only, track 5) 4yr M&S - EPAY0502-4PB	$9,678.00	0%	$9,678	"	"
7640017360	Pay Station Card Manager (US$, bill only, track 5) 5yr M&S - EPAY0502-5PB	$10,369.00	0%	$10,369	"	"
7640017361	Pay Station Card Manager (C$, bill only, track 5) 3yr M&S - EPAYC502-3PB	$11,189.00	0%	$11,189	"	"
7640017362	Pay Station Card Manager (C$, bill only, track 5) 4yr M&S - EPAYC502-4PB	$12,050.00	0%	$12,050	"	"
7640017363	Pay Station Card Manager (C$, bill only, track 5) 5yr M&S - EPAYC502-5PB	$12,911.00	0%	$12,911	"	"
7640017364	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand 3yr M&S - EPAY0820-3PB	$5,682.00	0%	$5,682	"	"
7640017365	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand 4yr M&S - EPAY0820-4PB	$6,119.00	0%	$6,119	"	"
7640017366	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand 5yr M&S - EPAY0820-5PB	$6,556.00	0%	$6,556	"	"

Exhibit B

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017367	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller 3yr M&S - EPAY0821-3PB	$5,682.00	0%	$5,682	"	"
7640017368	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller 4yr M&S - EPAY0821-4PB	$6,119.00	0%	$6,119	"	"
7640017369	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller 5yr M&S - EPAY0821-5PB	$6,556.00	0%	$6,556	"	"
7640017370	Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand 3yr M&S - EPAY0824-3PB	$4,160.00	0%	$4,160	"	"
7640017371	Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand 4yr M&S - EPAY0824-4PB	$4,480.00	0%	$4,480	"	"
7640017372	Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand 5yr M&S - EPAY0824-5PB	$4,800.00	0%	$4,800	"	"
7640017373	Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller 3yr M&S - EPAY0825-3PB	$4,160.00	0%	$4,160	"	"
7640017374	Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller 4yr M&S - EPAY0825-4PB	$4,480.00	0%	$4,480	"	"
7640017375	Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller 5yr M&S - EPAY0825-5PB	$4,800.00	0%	$4,800	"	"
7640017376	Pay Station VendTower Copy/Print (US$, coin only) - stand 3yr M&S - EPAY0826-3PB	$2,998.00	0%	$2,998	"	"
7640017377	Pay Station VendTower Copy/Print (US$, coin only) - stand 4yr M&S - EPAY0826-4PB	$3,229.00	0%	$3,229	"	"
7640017378	Pay Station VendTower Copy/Print (US$, coin only) - stand 5yr M&S - EPAY0826-5PB	$3,460.00	0%	$3,460	"	"
7640017379	Pay Station VendTower Copy/Print (US$, coin only) - roller 3yr M&S - EPAY0827-3PB	$2,998.00	0%	$2,998	"	"
7640017380	Pay Station VendTower Copy/Print (US$, coin only) - roller 4yr M&S - EPAY0827-4PB	$3,229.00	0%	$3,229	"	"
7640017381	Pay Station VendTower Copy/Print (US$, coin only) - roller 5yr M&S - EPAY0827-5PB	$3,460.00	0%	$3,460	"	"
7640017382	Pay Station Vend Tower Copy/Print (C$, coin only) - stand 3yr M&S - EPAYC826-3PB	$3,226.00	0%	$3,226	"	"
7640017383	Pay Station Vend Tower Copy/Print (C$, coin only) - stand 4yr M&S - EPAYC826-4PB	$3,473.00	0%	$3,473	"	"
7640017384	Pay Station Vend Tower Copy/Print (C$, coin only) - stand 5yr M&S - EPAYC826-5PB	$3,722.00	0%	$3,722	"	"
7640017385	Pay Station Vend Tower Copy/Print (C$, coin only) - roller 3yr M&S - EPAYC827-3PB	$3,226.00	0%	$3,226	"	"
7640017386	Pay Station Vend Tower Copy/Print (C$, coin only) - roller 4yr M&S - EPAYC827-4PB	$3,474.00	0%	$3,474	"	"
7640017387	Pay Station Vend Tower Copy/Print (C$, coin only) - roller 5yr M&S - EPAYC827-5PB	$3,722.00	0%	$3,722	"	"
PageCounter/Pay Station Accessories (No Support)						
For COPCABLE orders, please include specification of copier cable type(s) with order.						
7640017388	Equitrac Copier Cable (12foot/3.6m) - COPCABLE	$95.00	0%	$95	"	"
7640017389	Pay Station 6foot Serial DB9 Female to Male Cable (required for Release Station) - EPAYCB06	$95.00	0%	$95	"	"
7640017390	Programming Keypad (4035) - Require 1 per site to program terminals - EPAY0801	$186.00	0%	$186	"	"
7640017391	Pay Station Card Manager/Deposit Center base -EPAY0551	$950.00	0%	$950	"	"
7640017392	Pay Station Security Housing - EPAYRBSH	$815.00	0%	$815	"	"
7640017393	Pay Station management card set -EPAY1020	$75.00	0%	$75	"	"
7640017394	Pay Station magnetic stripe card (blank) - EPAY1002	$1.00	0%	$1	"	"
7640017395	Pay Station magnetic stripe card (Equitrac) - EPAY1012	$2.00	0%	$2	"	"
7640017396	Pay Station magnetic stripe card (custom) - EPAY1013	$2.00	0%	$2	"	"
7640017397	Pre-programmed magnetic stripe card - MSCCRDPR	$1.00	0%	$1	"	"
Software Maintenance Annual Renewal						
MAINTENANCE RENEWAL IS FOR A TERM OF ONE (1) YEAR						
Equitrac Express 4 Software Suite						
7640016420	MAINTENANCE RENEWAL- Equitrac Express 4: Suite - EQ4EESU1-1PR	$502.00	0%	$502	"	"
7640016421	MAINTENANCE RENEWAL- Equitrac Express 4: Small Campus Edition - EQ4EESC1-1PR	$197.00	0%	$197	"	"
7640016422	MAINTENANCE RENEWAL- Equitrac Express 4: Suite upgrade (EO3/EE3/EE4 SCE/PAS/PRS) - EQ4EESUU-1PR	$502.00	0%	$502	"	"
7640016423	MAINTENANCE RENEWAL- Equitrac Express 4: SCE upgrade (EO3 SBE/EE3 SCE/PAS/PRS) - EQ4EESCU-1PR	$197.00	0%	$197	"	"
Additional Print Server Licenses						
7640016428	MAINTENANCE RENEWAL- EO4/EE4: Print Server - EQ4PS001-1PR	$243.00	0%	$243	"	"
7640016429	MAINTENANCE RENEWAL- EO4/EE4: Print Server upgrade - EQ4PS00U-1PR	$243.00	0%	$243	"	"
7640016430	MAINTENANCE RENEWAL- EO4/EE4: Print Server (10) - EQ4PS010-1PR	$1,983.00	0%	$1,983	"	"
7640016431	MAINTENANCE RENEWAL- EO4/EE4: Cluster Enabler - EQ4CLS01-1PR	$686.00	0%	$686	"	"
7640016432	MAINTENANCE RENEWAL- EO4/EE4: Cluster Enabler upgrade - EQ4CLS0U-1PR	$686.00	0%	$686	"	"
Embedded Device Licenses (Specific to a single device selected at activation)						
7640016433	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device - EQ4ED001-1PR	$99.00	0%	$99	"	"
7640016434	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device Upgrade - EQ4ED00U-1PR	$99.00	0%	$99	"	"
7640016435	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device (10) - EQ4ED010-1PR	$801.00	0%	$801	"	"
7640016436	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device (100) - EQ4ED100-1PR	$6,102.00	0%	$6,102	"	"
7640016437	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device (500) - EQ4ED500-1PR	$27,457.00	0%	$27,457	"	"
Connector Licenses						
7640016438	MAINTENANCE RENEWAL- EO4/EE4: External Data Connector - EQ4DC001-1PR	$106.00	0%	$106	"	"
7640016439	MAINTENANCE RENEWAL- EO4/EE4: External Data Connector upgrade - EQ4DC00U-1PR	$106.00	0%	$106	"	"
7640016440	MAINTENANCE RENEWAL- EE4: Campus Card Connector - EQ4CC001-1PR	$762.00	0%	$762	"	"
7640016441	MAINTENANCE RENEWAL- EE4: Campus Card Connector upgrade - EQ4CC00U-1PR	$762.00	0%	$762	"	"
7640016442	MAINTENANCE RENEWAL- EO4/EE4: Embedded Connector - IKON DocSend - EQ4DS001-1PR	$200.00	0%	$200	"	"
7640016443	MAINTENANCE RENEWAL- EO4/EE4: Embedded Connector - EFI SendMe - EQ4SM001-1PR	$200.00	0%	$200	"	"
Workstation Licenses						
7640016444	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client (10) - EQ4WS010-1PR	$91.00	0%	$91	"	"
7640016445	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client upgrade (10) - EQ4WU010-1PR	$91.00	0%	$91	"	"

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Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016446	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client (100) - EQ4WS100-1PR	$427.00	0%	$427	"	"
7640016447	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client upgrade (100) - EQ4WU100-1PR	$427.00	0%	$427	"	"
7640016448	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client (1000) - EQ4WS01K-1PR	$1,830.00	0%	$1,830	"	"
7640016449	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client upgrade (1000) - EQ4WU01K-1PR	$1,830.00	0%	$1,830	"	"
Print Assistant Licenses						
7640016450	MAINTENANCE RENEWAL- EE4: Print Assistant (10) - EQ4PA010-1PR	$45.00	0%	$45	"	"
7640016451	MAINTENANCE RENEWAL- EE4: Print Assistant upgrade (10) - EQ4PU010-1	$45.00	0%	$45	"	"
7640016452	MAINTENANCE RENEWAL- EE4: Print Assistant (100) - EQ4PA100-1PR	$197.00	0%	$197	"	"
7640016453	MAINTENANCE RENEWAL- EE4: Print Assistant upgrade (100) - EQ4PU100-1PR	$197.00	0%	$197	"	"
7640016454	MAINTENANCE RENEWAL- EE4: Print Assistant (1000) - EQ4PA01K-1PR	$762.00	0%	$762	"	"
7640016455	MAINTENANCE RENEWAL- EE4: Print Assistant upgrade (1000) - EQ4PU01K-1PR	$762.00	0%	$762	"	"
Release Station Licenses						
7640016456	MAINTENANCE RENEWAL- EO4/EE4: Release Station - EQ4RS001-1PR	$106.00	0%	$106	"	"
7640016457	MAINTENANCE RENEWAL- EO4/EE4: Release Station upgrade - EQ4RS00U-1PR	$106.00	0%	$106	"	"
7640016458	MAINTENANCE RENEWAL- EO4/EE4: Release Station (10) - EQ4RS010-1PR	$914.00	0%	$914	"	"
Web-Based Release Station Licenses						
7640016459	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release - EQ4WR001-1PR	$50.00	0%	$50	"	"
7640016460	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release (10) - EQ4WR010-1PR	$400.00	0%	$400	"	"
7640016461	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release (100) - EQ4WR100-1PR	$3,050.00	0%	$3,050	"	"
7640016462	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release (500) - EQ4WR500-1PR	$13,730.00	0%	$13,730	"	"
MAINTENANCE RENEWAL- Equitrac Express 4 Enterprise Licenses* (Core functionality, price per network user)						
7640016475	MAINTENANCE RENEWAL- Equitrac Express 4: Core Enterprise License (1,000-4,999 users) - EQ4EECEK-1PR	$2.00	0%	$2	"	"
7640016476	MAINTENANCE RENEWAL- Equitrac Express 4: Core Enterprise License (5,000-9,999 users) - EQ4EECE1-1PR	$2.00	0%	$2	"	"
7640016477	MAINTENANCE RENEWAL- Equitrac Express 4: Core Enterprise License (10,000-24,999 users) - EQ4EECE2-1PR	$2.00	0%	$2	"	"
7640016478	MAINTENANCE RENEWAL- Equitrac Express 4: Core Enterprise License (25,000-49,999 users) - EQ4EECE3-1PR	$2.00	0%	$2	"	"
7640016479	MAINTENANCE RENEWAL- Equitrac Express 4: Core Enterprise License (50,000-99,999 users) - EQ4EECE4-1PR	$1.00	0%	$1	"	"
7640016480	MAINTENANCE RENEWAL- Equitrac Express 4: Core Enterprise License (100,000 and more users) - EQ4EECE5-1PR	$1.00	0%	$1	"	"
Equitrac Express 4 Enterprise Licenses* (Enhanced functionality, price per network user)						
7640016481	MAINTENANCE RENEWAL- Equitrac Express 4: Enhanced Enterprise License (1,000-4,999 users) - EQ4EEECK-1PR	$4.00	0%	$4	"	"
7640016482	MAINTENANCE RENEWAL- Equitrac Express 4: Enhanced Enterprise License (5,000-9,999 users) - EQ4EEEC1-1PR	$3.00	0%	$3	"	"
7640016483	MAINTENANCE RENEWAL- Equitrac Express 4: Enhanced Enterprise License (10,000-24,999 users) - EQ4EEEC2-1PR	$2.00	0%	$2	"	"
7640016484	MAINTENANCE RENEWAL- Equitrac Express 4: Enhanced Enterprise License (25,000-49,999 users) - EQ4EEEC3-1PR	$2.00	0%	$2	"	"
7640016485	MAINTENANCE RENEWAL- Equitrac Express 4: Enhanced Enterprise License (50,000-99,999 users) - EQ4EEEC4-1PR	$2.00	0%	$2	"	"
7640016486	Equitrac Express 4: Enhanced Enterprise License (100,000 and more users) - EQ4EEEC5-1PR	$2.00	0%	$2	"	"
PageCounter Hardware						
7640016487	MAINTENANCE RENEWAL- PageCounter (base) - PC1CFE00-1PR	$153.00	0%	$153	"	"
7640016488	MAINTENANCE RENEWAL- PageCounter with Magstripe- PC1CFME0-1PR	$171.00	0%	$171	"	"
7640016489	MAINTENANCE RENEWAL- PageCounter with Mifare HID i-Class - PC1CFX00-1PR	$198.00	0%	$198	"	"
7640016490	MAINTENANCE RENEWAL- PageCounter with Legic - PC1CFY00-1PR	$225.00	0%	$225	"	"
7640016491	MAINTENANCE RENEWAL- PageCounter with HID - PC1CFZ00-1PR	$198.00	0%	$198	"	"
7640016492	MAINTENANCE RENEWAL- PageCounter with Keyboard - PC3CFE00-1PR	$207.00	0%	$207	"	"
7640016493	MAINTENANCE RENEWAL- PageCounter with Keyboard & Magstripe - PC3CFME0-1PR	$225.00	0%	$225	"	"
7640016494	MAINTENANCE RENEWAL- PageCounter with Keyboard & Mifare/HID i-Class - PC3CFX00-1PR	$252.00	0%	$252	"	"
7640016495	MAINTENANCE RENEWAL- PageCounter with Keyboard & Legic - PC3CFY00-1PR	$279.00	0%	$279	"	"
7640016496	MAINTENANCE RENEWAL- PageCounter with Keyboard & HID- PC3CFZ00-1PR	$252.00	0%	$252	"	"
Pay Station Hardware						
7640016509	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill only) - EPAYUB00-1PR	$826.00	0%	$826	"	"
7640016510	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill/magstripe) - EPAYUB0M-1PR	$870.00	0%	$870	"	"
7640016511	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill/coin/magstripe) - EPAYUBCM-1PR	$1,080.00	0%	$1,080	"	"
7640016512	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill/magstripe, card dispenser) - EPAYUBMD-1PR	$1,095.00	0%	$1,095	"	"
7640016513	MAINTENANCE RENEWAL- Pay Station Print/Copy Control Terminal (track 5) - EPAY0802-1PR	$245.00	0%	$245	"	"
7640016514	MAINTENANCE RENEWAL- Pay Station Encoding Station (track 5) - EPAY0804-1PR	$333.00	0%	$333	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016515	MAINTENANCE RENEWAL- Pay Station Card Manager (US$, bill only, track 5) - EPAY0502-1PR	$1,037.00	0%	$1,037	"	"
7640016516	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand - EPAY0820-1PR	$656.00	0%	$656	"	"
7640016517	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller - EPAY0821-1PR	$656.00	0%	$656	"	"
7640016518	MAINTENANCE RENEWAL- Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand - EPAY0824-1PR	$480.00	0%	$480	"	"
7640016519	MAINTENANCE RENEWAL- Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller - EPAY0825-1PR	$480.00	0%	$480	"	"
7640016520	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin only) - stand - EPAY0826-1PR	$346.00	0%	$346	"	"
7640016521	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin only) - roller - EPAY0827-1PR	$346.00	0%	$346	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29		
7640008089	Solutions Delivery Charge - Level 5	$87	0%	$87		
Installation Fees						
7640008126	KMBS Installation Fee for Equitrac Units	$50	0%	$50		
7640008121	KMBS Installation Fee for Equitrac Embedded Device (Per MFP)	$25	0%	$25		
7640008122	KMBS Installation Fee for Equitrac Embedded Device (Per 10 MFPs)	$200	0%	$200		
7640008123	KMBS Installation Fee for Equitrac Embedded Device (Per 100 MFPs)	$1,500	0%	$1,500		
7640008124	KMBS Installation Fee for Equitrac Embedded Device (Per 500 MFPs)	$2,500	0%	$2,500		
EQINS1HR	PS Installation – one hour (Pass through item)	$200	0%	$200		
Equitrac Office						
If Equitrac is performing the installation it is required for all orders to include item# 7640001054.						
Please refer to Equitrac Quote for price information.						
7640017040	Equitrac Office 4: Suite 3yr M&S - EQ4EFSU1-3PB	$3,081.00	0%	$3,081	See below Delivery Charge	See below Installation Charges
7640017041	Equitrac Office 4: Suite 4yr M&S - EQ4EFSU1-4PB	$3,318.00	0%	$3,318	"	"
7640017042	Equitrac Office 4: Suite 5yr M&S - EQ4EFSU1-5PB	$3,555.00	0%	$3,555	"	"
7640017043	Equitrac Office 4: Small Business Edition 3yr M&S - EQ4EFSB1-3PB	$1,100.00	0%	$1,100	"	"
7640017044	Equitrac Office 4: Small Business Edition 4yr M&S - EQ4EFSB1-4PB	$1,185.00	0%	$1,185	"	"
7640017045	Equitrac Office 4: Small Business Edition 5yr M&S - EQ4EFSB1-5PB	$1,270.00	0%	$1,270	"	"
7640017046	Equitrac Office 4: Suite upgrade (EO3/EO4 SBE/PAS) 3yr M&S - EQ4EFSUU-3PB	$1,521.00	0%	$1,521	"	"
7640017047	Equitrac Office 4: Suite upgrade (EO3/EO4 SBE/PAS) 4yr M&S - EQ4EFSUU-4PB	$1,638.00	0%	$1,638	"	"
7640017048	Equitrac Office 4: Suite upgrade (EO3/EO4 SBE/PAS) 5yr M&S - EQ4EFSUU-5PB	$1,755.00	0%	$1,755	"	"
7640017049	Equitrac Office 4: SBE upgrade (EO3 SBE/PAS) 3yr M&S - EQ4EFSBU-3PB	$580.00	0%	$580	"	"
7640017050	Equitrac Office 4: SBE upgrade (EO3 SBE/PAS) 4yr M&S - EQ4EFSBU-4PB	$625.00	0%	$625	"	"
7640017051	Equitrac Office 4: SBE upgrade (EO3 SBE/PAS) 5yr M&S - EQ4EFSBU-5PB	$670.00	0%	$670	"	"
Equitrac Office 4 Small Medium Business Licensing						
7640017064	EO SMB base license (incl. 25 users, 1 embedded) 3YR M&S - EQ4EFSMB-3PB	$1,230.00	0%	$1,230	"	"
7640017065	EO SMB base license (incl. 25 users, 1 embedded) 4YR M&S - EQ4EFSMB-4PB	$1,325.00	0%	$1,325	"	"
7640017066	EO SMB base license (incl. 25 users, 1 embedded) 5YR M&S -EQ4EFSMB-5PB	$1,420.00	0%	$1,420	"	"
7640017067	Equitrac Office SMB user license (25) 3YR M&S - EQ4SU025-3PB	$845.00	0%	$845	"	"
7640017068	Equitrac Office SMB user license (25) 4YR M&S - EQ4SU025-4PB	$910.00	0%	$910	"	"
7640017069	Equitrac Office SMB user license (25) 5YR M&S - EQ4SU025-5PB	$975.00	0%	$975	"	"
7640017070	Equitrac Office SMB user license (100) 3YR M&S - EQ4SU100-3PB	$2,990.00	0%	$2,990	"	"
7640017071	Equitrac Office SMB user license (100) 4YR M&S - EQ4SU100-4PB	$3,220.00	0%	$3,220	"	"
7640017072	Equitrac Office SMB user license (100) 5YR M&S - EQ4SU100-5PB	$3,450.00	0%	$3,450	"	"
7640017073	Equitrac Office SMB user license (250) 3YR M&S - EQ4SU250-3PB	$6,500.00	0%	$6,500	"	"
7640017074	Equitrac Office SMB user license (250) 4YR M&S - EQ4SU250-4PB	$7,000.00	0%	$7,000	"	"
7640017075	Equitrac Office SMB user license (250) 5YR M&S - EQ4SU250-5PB	$7,500.00	0%	$7,500	"	"
Additional Print Server Licenses						
7640017076	EO4/EE4: Print Server 3yr M&S - EQ4PS001-3PB	$1,755.00	0%	$1,755	"	"
7640017077	EO4/EE4: Print Server 4yr M&S - EQ4PS001-4PB	$1,890.00	0%	$1,890	"	"
7640017078	EO4/EE4: Print Server 5yr M&S - EQ4PS001-5PB	$2,025.00	0%	$2,025	"	"
7640017079	EO4/EE4: Print Server upgrade 3yr M&S - EQ4PS00U-3PB	$845.00	0%	$845	"	"
7640017080	EO4/EE4: Print Server upgrade 4yr M&S - EQ4PS00U-4PB	$910.00	0%	$910	"	"
7640017081	EO4/EE4: Print Server upgrade 5yr M&S - EQ4PS00U-5PB	$975.00	0%	$975	"	"
7640017082	EO4/EE4: Print Server (10) 3yr M&S - EQ4PS010-3PB	$14,321.00	0%	$14,321	"	"
7640017083	EO4/EE4: Print Server (10) 4yr M&S - EQ4PS010-4PB	$15,423.00	0%	$15,423	"	"
7640017084	EO4/EE4: Print Server (10) 5yr M&S - EQ4PS010-5PB	$16,525.00	0%	$16,525	"	"
7640017085	EO4/EE4: Cluster Enabler 3yr M&S - EQ4CLS01-3PB	$4,953.00	0%	$4,953	"	"
7640017086	EO4/EE4: Cluster Enabler 4yr M&S - EQ4CLS01-4PB	$5,334.00	0%	$5,334	"	"
7640017087	EO4/EE4: Cluster Enabler 5yr M&S - EQ4CLS01-5PB	$5,715.00	0%	$5,715	"	"
7640017088	EO4/EE4: Cluster Enabler upgrade 3yr M&S - EQ4CLS0U-3PB	$2,613.00	0%	$2,613	"	"
7640017089	EO4/EE4: Cluster Enabler upgrade 4yr M&S - EQ4CLS0U-4PB	$2,814.00	0%	$2,814	"	"
7640017090	EO4/EE4: Cluster Enabler upgrade 5yr M&S - EQ4CLS0U-5PB	$3,015.00	0%	$3,015	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Embedded Device Licenses (Specific to a single device selected at activation)						
7640017091	EO4/EE4: Embedded Device 3yr M&S - EQ4ED001-3PB	$650.00	0%	$650	"	"
7640017092	EO4/EE4: Embedded Device 4yr M&S - EQ4ED001-4PB	$700.00	0%	$700	"	"
7640017093	EO4/EE4: Embedded Device 5yr M&S - EQ4ED001-5PB	$750.00	0%	$750	"	"
7640017094	EO4/EE4: Embedded Device Upgrade 3yr M&S - EQ4ED00U-3PB	$125.00	0%	$125	"	"
7640017095	EO4/EE4: Embedded Device Upgrade 4yr M&S - EQ4ED00U-4PB	$135.00	0%	$135	"	"
7640017096	EO4/EE4: Embedded Device Upgrade 5yr M&S - EQ4ED00U-5PB	$145.00	0%	$145	"	"
7640017097	EO4/EE4: Embedded Device (10) 3yr M&S - EQ4ED010-3PB	$5,590.00	0%	$5,590	"	"
7640017098	EO4/EE4: Embedded Device (10) 4yr M&S - EQ4ED010-4PB	$6,020.00	0%	$6,020	"	"
7640017099	EO4/EE4: Embedded Device (10) 5yr M&S - EQ4ED010-5PB	$6,450.00	0%	$6,450	"	"
7640017100	EO4/EE4: Embedded Device (100) 3yr M&S - EQ4ED100-3PB	$44,070.00	0%	$44,070	"	"
7640017101	EO4/EE4: Embedded Device (100) 4yr M&S - EQ4ED100-4PB	$47,460.00	0%	$47,460	"	"
7640017102	EO4/EE4: Embedded Device (100) 5yr M&S - EQ4ED100-5PB	$50,850.00	0%	$50,850	"	"
7640017103	EO4/EE4: Embedded Device (500) 3yr M&S - EQ4ED500-3PB	$198,302.00	0%	$198,302	"	"
7640017104	EO4/EE4: Embedded Device (500) 4yr M&S - EQ4ED500-4PB	$213,556.00	0%	$213,556	"	"
7640017105	EO4/EE4: Embedded Device (500) 5yr M&S - EQ4ED500-5PB	$228,810.00	0%	$228,810	"	"
Connector Licenses						
Connector Licenses are compatible with PageCounter Terminals ONLY					"	"
7640017106	EO4/EE4: External Data Connector 3yr M&S - EQ4DC001-3PB	$767.00	0%	$767	"	"
7640017107	EO4/EE4: External Data Connector 4yr M&S - EQ4DC001-4PB	$826.00	0%	$826	"	"
7640017108	EO4/EE4: External Data Connector 5yr M&S - EQ4DC001-5PB	$885.00	0%	$885	"	"
7640017109	EO4/EE4: External Data Connector upgrade 3yr M&S - EQ4DC00U-3PB	$377.00	0%	$377	"	"
7640017110	EO4/EE4: External Data Connector upgrade 4yr M&S - EQ4DC00U-4PB	$406.00	0%	$406	"	"
7640017111	EO4/EE4: External Data Connector upgrade 5yr M&S - EQ4DC00U-5PB	$435.00	0%	$435	"	"
Workstation Licenses						
7640017118	EO4/EE4: Workstation Client (10) 3yr M&S - EQ4WS010-3PB	$658.00	0%	$658	"	"
7640017119	EO4/EE4: Workstation Client (10) 4yr M&S - EQ4WS010-4PB	$709.00	0%	$709	"	"
7640017120	EO4/EE4: Workstation Client (10) 5yr M&S - EQ4WS010-5PB	$760.00	0%	$760	"	"
7640017121	EO4/EE4: Workstation Client upgrade (10) 3yr M&S - EQ4WU010-3PB	$338.00	0%	$338	"	"
7640017122	EO4/EE4: Workstation Client upgrade (10) 4yr M&S - EQ4WU010-4PB	$364.00	0%	$364	"	"
7640017123	EO4/EE4: Workstation Client upgrade (10) 5yr M&S - EQ4WU010-5PB	$390.00	0%	$390	"	"
7640017124	EO4/EE4: Workstation Client (100) 3yr M&S - EQ4WS100-3PB	$3,081.00	0%	$3,081	"	"
7640017125	EO4/EE4: Workstation Client (100) 4yr M&S - EQ4WS100-4PB	$3,318.00	0%	$3,318	"	"
7640017126	EO4/EE4: Workstation Client (100) 5yr M&S - EQ4WS100-5PB	$3,555.00	0%	$3,555	"	"
7640017127	EO4/EE4: Workstation Client upgrade (100) 3yr M&S - EQ4WU100-3PB	$1,521.00	0%	$1,521	"	"
7640017128	EO4/EE4: Workstation Client upgrade (100) 4yr M&S - EQ4WU100-4PB	$1,638.00	0%	$1,638	"	"
7640017129	EO4/EE4: Workstation Client upgrade (100) 5yr M&S - EQ4WU100-5PB	$1,755.00	0%	$1,755	"	"
7640017130	EO4/EE4: Workstation Client (1000) 3yr M&S - EQ4WS01K-3PB	$13,216.00	0%	$13,216	"	"
7640017131	EO4/EE4: Workstation Client (1000) 4yr M&S - EQ4WS01K-4PB	$14,233.00	0%	$14,233	"	"
7640017132	EO4/EE4: Workstation Client (1000) 5yr M&S - EQ4WS01K-5PB	$15,250.00	0%	$15,250	"	"
7640017133	EO4/EE4: Workstation Client upgrade (1000) 3yr M&S	$6,586.00	0%	$6,586	"	"
7640017134	EO4/EE4: Workstation Client upgrade (1000) 4yr M&S	$7,093.00	0%	$7,093	"	"
7640017135	EO4/EE4: Workstation Client upgrade (1000) 5yr M&S	$7,600.00	0%	$7,600	"	"
Print Assistant Licenses						
7640017136	EE4: Print Assistant (10) 3yr M&S - EQ4PA010-3PB	$325.00	0%	$325	"	"
7640017137	EE4: Print Assistant (10) 3yr M&S - EQ4PA010-4PB	$350.00	0%	$350	"	"
7640017138	EE4: Print Assistant (10) 3yr M&S - EQ4PA010-5PB	$375.00	0%	$375	"	"
7640017139	EE4: Print Assistant upgrade (10) 3yr M&S - EQ4PU010-3PB	$169.00	0%	$169	"	"
7640017140	EE4: Print Assistant upgrade (10) 4yr M&S - EQ4PU010-4PB	$182.00	0%	$182	"	"
7640017141	EE4: Print Assistant upgrade (10) 5yr M&S - EQ4PU010-5PB	$195.00	0%	$195	"	"
7640017142	EE4: Print Assistant (100) 3yr M&S - EQ4PA100-3PB	$1,425.00	0%	$1,425	"	"
7640017143	EE4: Print Assistant (100) 4yr M&S - EQ4PA100-4PB	$1,535.00	0%	$1,535	"	"
7640017144	EE4: Print Assistant (100) 5yr M&S - EQ4PA100-5PB	$1,645.00	0%	$1,645	"	"
7640017145	EE4: Print Assistant upgrade (100) 3yr M&S - EQ4PU100-3PB	$715.00	0%	$715	"	"
7640017146	EE4: Print Assistant upgrade (100) 4yr M&S - EQ4PU100-4PB	$770.00	0%	$770	"	"
7640017147	EE4: Print Assistant upgrade (100) 5yr M&S - EQ4PU100-5PB	$825.00	0%	$825	"	"
7640017148	EE4: Print Assistant (1000) 3yr M&S - EQ4PA01K-3PB	$5,507.00	0%	$5,507	"	"
7640017149	EE4: Print Assistant (1000) 4yr M&S - EQ4PA01K-4PB	$5,931.00	0%	$5,931	"	"
7640017150	EE4: Print Assistant (1000) 5yr M&S - EQ4PA01K-5PB	$6,355.00	0%	$6,355	"	"
7640017151	EE4: Print Assistant upgrade (1000) 3yr M&S - EQ4PU01K-3PB	$2,777.00	0%	$2,777	"	"
7640017152	EE4: Print Assistant upgrade (1000) 4yr M&S - EQ4PU01K-4PB	$2,991.00	0%	$2,991	"	"
7640017153	EE4: Print Assistant upgrade (1000) 5yr M&S - EQ4PU01K-5PB	$3,205.00	0%	$3,205	"	"
Release Station Licenses						
7640017154	EO4/EE4: Release Station 3yr M&S - EQ4RS001-3PB	$767.00	0%	$767	"	"
7640017155	EO4/EE4: Release Station 4yr M&S - EQ4RS001-4PB	$826.00	0%	$826	"	"
7640017156	EO4/EE4: Release Station 5yr M&S - EQ4RS001-5PB	$885.00	0%	$885	"	"
7640017157	EO4/EE4: Release Station upgrade 3yr M&S - EQ4RS00U-3PB	$377.00	0%	$377	"	"
7640017158	EO4/EE4: Release Station upgrade 4yr M&S - EQ4RS00U-4PB	$406.00	0%	$406	"	"
7640017159	EO4/EE4: Release Station upgrade 5yr M&S - EQ4RS00U-5PB	$435.00	0%	$435	"	"
7640017160	EO4/EE4: Release Station (10) 3yr M&S - EQ4RS010-3PB	$6,604.00	0%	$6,604	"	"
7640017161	EO4/EE4: Release Station (10) 4yr M&S - EQ4RS010-4PB	$7,112.00	0%	$7,112	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017162	EO4/EE4: Release Station (10) 5yr M&S - EQ4RS010-5PB	$7,620.00	0%	$7,620	"	"
Web-Based Release Station Licenses						
7640017163	EO4/EE4: Web-based Release 3yr M&S - EQ4WR001-3PB	$359.00	0%	$359	"	"
7640017164	EO4/EE4: Web-based Release 4yr M&S -EQ4WR001-4PB	$387.00	0%	$387	"	"
7640017165	EO4/EE4: Web-based Release 5yr M&S - EQ4WR001-5PB	$415.00	0%	$415	"	"
7640017166	EO4/EE4: Web-based Release (10) 3yr M&S - EQ4WR010-3PB	$2,894.00	0%	$2,894	"	"
7640017167	EO4/EE4: Web-based Release (10) 4yr M&S - EQ4WR010-4PB	$3,117.00	0%	$3,117	"	"
7640017168	EO4/EE4: Web-based Release (10) 5yr M&S - EQ4WR010-5PB	$3,340.00	0%	$3,340	"	"
7640017169	EO4/EE4: Web-based Release (100) 3yr M&S - EQ4WR100-3PB	$22,035.00	0%	$22,035	"	"
7640017170	EO4/EE4: Web-based Release (100) 4yr M&S - EQ4WR100-4PB	$23,730.00	0%	$23,730	"	"
7640017171	EO4/EE4: Web-based Release (100) 5yr M&S - EQ4WR100-5PB	$25,425.00	0%	$25,425	"	"
7640017172	EO4/EE4: Web-based Release (500) 3yr M&S - EQ4WR500-3PB	$99,151.00	0%	$99,151	"	"
7640017173	EO4/EE4: Web-based Release (500) 4yr M&S - EQ4WR500-4PB	$106,778.00	0%	$106,778	"	"
7640017174	EO4/EE4: Web-based Release (500) 5yr M&S - EQ4WR500-5PB	$114,405.00	0%	$114,405	"	"
Equitrac Office 4 Enterprise Licenses* (Core functionality, price per network user)						
If Equitrac is performing the installation it is required for all orders to include item# 7640001054. Refer to Equitrac Quote for price information						
Equitrac Express 4 Enterprise pricing is based on individual users.						
Example 1: If a customer requests a 3500 user license, pricing will be: 3500 x $13.78 = $48,230 with 3 years of maintenance.						
Example 2: If a customer requests a 9999 user license, pricing will be: 9999 x $9.36 = $93,590 with 3 years of maintenance.						
7640017175	Equitrac Office 4: Core Enterprise License (1,000-4,999 users) 3yr M&S - EQ4EFNCK-3PB	$13.00	0%	$13	"	"
7640017176	Equitrac Office 4: Core Enterprise License (1,000-4,999 users) 4yr M&S - EQ4EFNCK-4PB	$14.00	0%	$14	"	"
7640017177	Equitrac Office 4: Core Enterprise License (1,000-4,999 users) 5yr M&S - EQ4EFNCK-5PB	$14.00	0%	$14	"	"
7640017178	Equitrac Office 4: Core Enterprise License (5,000-9,999 users) 3yr M&S - EQ4EFNC1-3PB	$9.00	0%	$9	"	"
7640017179	Equitrac Office 4: Core Enterprise License (5,000-9,999 users) 4yr M&S - EQ4EFNC1-4PB	$9.00	0%	$9	"	"
7640017180	Equitrac Office 4: Core Enterprise License (5,000-9,999 users) 5yr M&S - EQ4EFNC1-5PB	$10.00	0%	$10	"	"
7640017181	Equitrac Office 4: Core Enterprise License (10,000-24,999 users) 3yr M&S - EQ4EFNC2-3PB	$8.00	0%	$8	"	"
7640017182	Equitrac Office 4: Core Enterprise License (10,000-24,999 users) 4yr M&S - EQ4EFNC2-4PB	$8.00	0%	$8	"	"
7640017183	Equitrac Office 4: Core Enterprise License (10,000-24,999 users) 5yr M&S - EQ4EFNC2-5PB	$9.00	0%	$9	"	"
7640017184	Equitrac Office 4: Core Enterprise License (25,000-49,999 users) 3yr M&S - EQ4EFNC3-3PB	$7.00	0%	$7	"	"
7640017185	Equitrac Office 4: Core Enterprise License (25,000-49,999 users) 4yr M&S - EQ4EFNC3-4PB	$8.00	0%	$8	"	"
7640017186	Equitrac Office 4: Core Enterprise License (25,000-49,999 users) 5yr M&S - EQ4EFNC3-5PB	$8.00	0%	$8	"	"
7640017187	Equitrac Office 4: Core Enterprise License (50,000-99,999 users) 3yr M&S - EQ4EFNC4-3PB	$7.00	0%	$7	"	"
7640017188	Equitrac Office 4: Core Enterprise License (50,000-99,999 users) 4yr M&S - EQ4EFNC4-4PB	$7.00	0%	$7	"	"
7640017189	Equitrac Office 4: Core Enterprise License (50,000-99,999 users) 5yr M&S - EQ4EFNC4-5PB	$7.00	0%	$7	"	"
7640017190	Equitrac Office 4: Core Enterprise License (100,000 and more users) 3yr M&S - EQ4EFNC5-3PB	$6.00	0%	$6	"	"
7640017191	Equitrac Office 4: Core Enterprise License (100,000 and more users) 4yr M&S - EQ4EFNC5-4PB	$6.00	0%	$6	"	"
7640017192	Equitrac Office 4: Core Enterprise License (100,000 and more users) 5yr M&S - EQ4EFNC5-5PB	$7.00	0%	$7	"	"
Equitrac Office 4 Enterprise Licenses* (Enhanced functionality, price per network user)						
7640017193	Equitrac Office 4: Enhanced Enterprise License (1,000-4,999 users) 3yr M&S - EQ4EFNEK-3PB	$20.00	0%	$20	"	"
7640017194	Equitrac Office 4: Enhanced Enterprise License (1,000-4,999 users) 4yr M&S - EQ4EFNEK-4PB	$22.00	0%	$22	"	"
7640017195	Equitrac Office 4: Enhanced Enterprise License (1,000-4,999 users) 5yr M&S - EQ4EFNEK-5PB	$23.00	0%	$23	"	"
7640017196	Equitrac Office 4: Enhanced Enterprise License (5,000-9,999 users) 3yr M&S - EQ4EFNE1-3PB	$14.00	0%	$14	"	"
7640017197	Equitrac Office 4: Enhanced Enterprise License (5,000-9,999 users) 4yr M&S - EQ4EFNE1-4PB	$15.00	0%	$15	"	"
7640017198	Equitrac Office 4: Enhanced Enterprise License (5,000-9,999 users) 5yr M&S - EQ4EFNE1-5PB	$16.00	0%	$16	"	"
7640017199	Equitrac Office 4: Enhanced Enterprise License (10,000-24,999 users) 3yr M&S - EQ4EFNE2-3PB	$12.00	0%	$12	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017200	Equitrac Office 4: Enhanced Enterprise License (10,000-24,999 users) 4yr M&S - EQ4EFNE2-4PB	$13.00	0%	$13	"	"
7640017201	Equitrac Office 4: Enhanced Enterprise License (10,000-24,999 users) 5yr M&S - EQ4EFNE2-5PB	$14.00	0%	$14	"	"
7640017202	Equitrac Office 4: Enhanced Enterprise License (25,000-49,999 users) 3yr M&S - EQ4EFNE3-3PB	$10.00	0%	$10	"	"
7640017203	Equitrac Office 4: Enhanced Enterprise License (25,000-49,999 users) 4yr M&S - EQ4EFNE3-4PB	$11.00	0%	$11	"	"
7640017204	Equitrac Office 4: Enhanced Enterprise License (25,000-49,999 users) 5yr M&S - EQ4EFNE3-5PB	$12.00	0%	$12	"	"
7640017205	Equitrac Office 4: Enhanced Enterprise License (50,000-99,999 users) 3yr M&S - EQ4EFNE4-3PB	$10.00	0%	$10	"	"
7640017206	Equitrac Office 4: Enhanced Enterprise License (50,000-99,999 users) 4yr M&S - EQ4EFNE4-4PB	$10.00	0%	$10	"	"
7640017207	Equitrac Office 4: Enhanced Enterprise License (50,000-99,999 users) 5yr M&S - EQ4EFNE4-5PB	$11.00	0%	$11	"	"
7640017208	Equitrac Office 4: Enhanced Enterprise License (100,000 and more users) 3yr M&S - EQ4EFNE5-3PB	$9.00	0%	$9	"	"
7640017209	Equitrac Office 4: Enhanced Enterprise License (100,000 and more users) 4yr M&S - EQ4EFNE5-4PB	$9.00	0%	$9	"	"
7640017210	Equitrac Office 4: Enhanced Enterprise License (100,000 and more users) 5yr M&S - EQ4EFNE5-5PB	$10.00	0%	$10	"	"
Trial and Media Kit Products (No Support)						
7640017251	Equitrac Office 4: CD media kit only - EQ4EFMED	$25.00	0%	$25	"	"
7640017252	Equitrac Office 4: NFR (Not for Resale) product - EQ4EFNFR	$500.00	0%	$500	"	"
7640017253	Equitrac Office 4: New customer trial (45-day) - EQ4EFTR1	$100.00	0%	$100	"	"
7640017254	Equitrac Office 4: New feature trial (45-day) - EQ4EFTR2	$100.00	0%	$100	"	"
Professional Services (standard discounts may not apply)						
7640001054	Equitrac Installation Professional Services - EQDRINST	$1.00	0%	$1	"	"
7640014400	Consultative Design Review	$2,500.00	0%	$2,500	"	"
7640014401	Config Design and Scope of Work Develop	$6,000.00	0%	$6,000	"	"
7640017255	Consultative Design Review - EQCDSNRV	$2,500.00	0%	$2,500	"	"
7640017256	Configuration Design and Scope of Work Development - EQCDSNSW	$6,000.00	0%	$6,000	"	"
7640017257	Equitrac Direct Installation Services (per unit) - EQDRINST	$1.00	0%	$1	"	"
7640017258	Equitrac Direct Support Services (per unit) - EQDRSUPT	$1.00	0%	$1	"	"
7640017259	Professional Services Installation - One Day - EQIN1DAY	$1,600.00	0%	$1,600	"	"
7640017260	Professional Services Training - One Day - EQTR1DAY	$1,600.00	0%	$1,600	"	"
7640017261	Professional Services Installation - Four Hours - EQINS4HR	$800.00	0%	$800	"	"
7640017262	Professional Services Webinar - One Hour - EQWBN1HR	$200.00	0%	$200	"	"
7640017263	PS Per Diem Local - Per Day - EQPD1DAY	$200.00	0%	$200	"	"
7640017264	PS Per Diem Fee with Overnight - Per Day - EQPD1NGT	$400.00	0%	$400	"	"
7640017265	PS Per Diem Fee with Travel by Plane - Per Day - EQPD1AIR	$1,000.00	0%	$1,000	"	"
7640017266	Training Materials - 1 User - EQTRAIN1	$33.00	0%	$33	"	"
7640017267	Training Materials - 5 Users - EQTRAIN5	$165.00	0%	$165	"	"
7640017268	Training Materials - 10 Users - EQTRN010	$330.00	0%	$330	"	"
7640017269	Professional Service Small Unit - Description determined by Statement of Work - EQPSSMAL	$100.00	0%	$100	"	"
7640017270	Professional Service Large Unit- Description determined by Statement of Work - EQPSLARG	$1,000.00	0%	$1,000	"	"
PageCounter Hardware						
DELIVERY: Each Equitrac PageCounter Terminal MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
INSTALLATION: Each Equitrac PageCounter Terminal MUST include item 7640008126, KMBS Equitrac Installation Fee.						
7640017273	PageCounter (base) 5yr M&S - PC1CFE00-5PB	$1,050.00	0%	$1,050	"	"
7640017274	PageCounter with Magstripe 3yr M&S - PC1CFME0-3PB	$1,040.00	0%	$1,040	"	"
7640017275	PageCounter with Magstripe 4yr M&S - PC1CFME0-4PB	$1,120.00	0%	$1,120	"	"
7640017276	PageCounter with Magstripe 5yr M&S - PC1CFME0-5PB	$1,200.00	0%	$1,200	"	"
7640017277	PageCounter with Mifare HID i-Class 3yr M&S - PC1CFX00-3PB	$1,235.00	0%	$1,235	"	"
7640017278	PageCounter with Mifare HID i-Class 4yr M&S - PC1CFX00-4PB	$1,330.00	0%	$1,330	"	"
7640017279	PageCounter with Mifare HID i-Class 5yr M&S - PC1CFX00-5PB	$1,425.00	0%	$1,425	"	"
7640017280	PageCounter with Legic 3yr M&S - PC1CFY00-3PB	$1,365.00	0%	$1,365	"	"
7640017281	PageCounter with Legic 4yr M&S - PC1CFY00-4PB	$1,470.00	0%	$1,470	"	"
7640017282	PageCounter with Legic 5yr M&S - PC1CFY00-5PB	$1,575.00	0%	$1,575	"	"
7640017283	PageCounter with HID 3yr M&S - PC1CFZ00-3PB	$1,300.00	0%	$1,300	"	"
7640017284	PageCounter with HID 4yr M&S - PC1CFZ00-4PB	$1,400.00	0%	$1,400	"	"
7640017285	PageCounter with HID 5yr M&S - PC1CFZ00-5PB	$1,500.00	0%	$1,500	"	"
7640017286	PageCounter with Keyboard 3yr M&S - PC3CFE00-3PB	$1,235.00	0%	$1,235	"	"
7640017287	PageCounter with Keyboard 4yr M&S - PC3CFE00-4PB	$1,330.00	0%	$1,330	"	"
7640017288	PageCounter with Keyboard 5yr M&S - PC3CFE00-5PB	$1,425.00	0%	$1,425	"	"
7640017289	PageCounter with Keyboard & Magstripe 3yr M&S - PC3CFME0-3PB	$1,300.00	0%	$1,300	"	"
7640017290	PageCounter with Keyboard & Magstripe 4yr M&S - PC3CFME0-4PB	$1,400.00	0%	$1,400	"	"
7640017291	PageCounter with Keyboard & Magstripe 5yr M&S - PC3CFME0-5PB	$1,500.00	0%	$1,500	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017292	PageCounter with Keyboard & Mifare/HID i-Class 3yr M&S - PC3CFX00-3PB	$1,560.00	0%	$1,560	"	"
7640017293	PageCounter with Keyboard & Mifare/HID i-Class 4yr M&S - PC3CFX00-4PB	$1,680.00	0%	$1,680	"	"
7640017294	PageCounter with Keyboard & Mifare/HID i-Class 5yr M&S - PC3CFX00-5PB	$1,800.00	0%	$1,800	"	"
7640017295	PageCounter with Keyboard & Legic 3yr M&S - PC3CFY00-3PB	$1,755.00	0%	$1,755	"	"
7640017296	PageCounter with Keyboard & Legic 4yr M&S - PC3CFY00-4PB	$1,890.00	0%	$1,890	"	"
7640017297	PageCounter with Keyboard & Legic 5yr M&S - PC3CFY00-5PB	$2,025.00	0%	$2,025	"	"
7640017298	PageCounter with Keyboard & HID 3yr M&S - PC3CFZ00-3PB	$1,560.00	0%	$1,560	"	"
7640017299	PageCounter with Keyboard & HID 4yr M&S - PC3CFZ00-4PB	$1,680.00	0%	$1,680	"	"
7640017300	PageCounter with Keyboard & HID 5yr M&S - PC3CFZ00-5PB	$1,800.00	0%	$1,800	"	"
Pay Station Hardware					"	"
DELIVERY: Each Equitrac Pay Station product MUST include item 7640008088, Level 4 Solutions Delivery Charge.						
INSTALLATION: Each Equitrac Pay Station product MUST include item 7640008126, KMBS Equitrac Installation Fee.						
7640017331	Pay Station Deposit Center (US$, bill only) 3yr M&S - EPAYUB00-3PB	$7,158.00	0%	$7,158	"	"
7640017332	Pay Station Deposit Center (US$, bill only) 4yr M&S - EPAYUB00-4PB	$7,709.00	0%	$7,709	"	"
7640017333	Pay Station Deposit Center (US$, bill only) 5yr M&S - EPAYUB00-5PB	$8,260.00	0%	$8,260	"	"
7640017334	Pay Station Deposit Center (US$, bill/magstripe) 3yr M&S - EPAYUB0M-3PB	$7,540.00	0%	$7,540	"	"
7640017335	Pay Station Deposit Center (US$, bill/magstripe) 4yr M&S - EPAYUB0M-4PB	$8,120.00	0%	$8,120	"	"
7640017336	Pay Station Deposit Center (US$, bill/magstripe) 5yr M&S - EPAYUB0M-5PB	$8,700.00	0%	$8,700	"	"
7640017337	Pay Station Deposit Center (US$, bill/coin/magstripe) 3yr M&S - EPAYUBCM-3PB	$9,360.00	0%	$9,360	"	"
7640017338	Pay Station Deposit Center (US$, bill/coin/magstripe) 4yr M&S - EPAYUBCM-4PB	$10,080.00	0%	$10,080	"	"
7640017339	Pay Station Deposit Center (US$, bill/coin/magstripe) 5yr M&S - EPAYUBCM-5PB	$10,800.00	0%	$10,800	"	"
7640017340	Pay Station Deposit Center (US$, bill/magstripe, card dispenser) 3yr M&S - EPAYUBMD-3PB	$9,490.00	0%	$9,490	"	"
7640017341	Pay Station Deposit Center (US$, bill/magstripe, card dispenser) 4yr M&S - EPAYUBMD-4PB	$10,220.00	0%	$10,220	"	"
7640017342	Pay Station Deposit Center (US$, bill/magstripe, card dispenser) 5yr M&S - EPAYUBMD-5PB	$10,950.00	0%	$10,950	"	"
7640017343	Pay Station Deposit Center (C$, bill only) 3yr M&S - EPAYCB00-3PB	$8,752.00	0%	$8,752	"	"
7640017344	Pay Station Deposit Center (C$, bill only) 4yr M&S - EPAYCB00-4PB	$9,425.00	0%	$9,425	"	"
7640017345	Pay Station Deposit Center (C$, bill only) 5yr M&S - EPAYCB00-5PB	$10,098.00	0%	$10,098	"	"
7640017346	Pay Station Deposit Center (C$, bill/magstripe) 3yr M&S - EPAYCB0M-3PB	$7,841.00	0%	$7,841	"	"
7640017347	Pay Station Deposit Center (C$, bill/magstripe) 4yr M&S - EPAYCB0M-4PB	$8,444.00	0%	$8,444	"	"
7640017348	Pay Station Deposit Center (C$, bill/magstripe) 5yr M&S - EPAYCB0M-5PB	$9,047.00	0%	$9,047	"	"
7640017349	Pay Station Deposit Center (C$, bill/coin/magstripe) 3yr M&S - EPAYCBCM-3PB	$9,360.00	0%	$9,360	"	"
7640017350	Pay Station Deposit Center (C$, bill/coin/magstripe) 4yr M&S - EPAYCBCM-4PB	$10,080.00	0%	$10,080	"	"
7640017351	Pay Station Deposit Center (C$, bill/coin/magstripe) 5yr M&S - EPAYCBCM-5PB	$10,800.00	0%	$10,800	"	"
7640017352	Pay Station Print/Copy Control Terminal (track 5) 3yr M&S - EPAY0802-3PB	$2,122.00	0%	$2,122	"	"
7640017353	Pay Station Print/Copy Control Terminal (track 5) 4yr M&S - EPAY0802-4PB	$2,285.00	0%	$2,285	"	"
7640017354	Pay Station Print/Copy Control Terminal (track 5) 5yr M&S - EPAY0802-5PB	$2,448.00	0%	$2,448	"	"
7640017355	Pay Station Encoding Station (track 5) 3yr M&S - EPAY0804-3PB	$2,889.00	0%	$2,889	"	"
7640017356	Pay Station Encoding Station (track 5) 4yr M&S - EPAY0804-4PB	$3,111.00	0%	$3,111	"	"
7640017357	Pay Station Encoding Station (track 5) 5yr M&S - EPAY0804-5PB	$3,333.00	0%	$3,333	"	"
7640017358	Pay Station Card Manager (US$, bill only, track 5) 3yr M&S - EPAY0502-3PB	$8,987.00	0%	$8,987	"	"
7640017359	Pay Station Card Manager (US$, bill only, track 5) 4yr M&S - EPAY0502-4PB	$9,678.00	0%	$9,678	"	"
7640017360	Pay Station Card Manager (US$, bill only, track 5) 5yr M&S - EPAY0502-5PB	$10,369.00	0%	$10,369	"	"
7640017361	Pay Station Card Manager (C$, bill only, track 5) 3yr M&S - EPAYC502-3PB	$11,189.00	0%	$11,189	"	"
7640017362	Pay Station Card Manager (C$, bill only, track 5) 4yr M&S - EPAYC502-4PB	$12,050.00	0%	$12,050	"	"
7640017363	Pay Station Card Manager (C$, bill only, track 5) 5yr M&S - EPAYC502-5PB	$12,911.00	0%	$12,911	"	"
7640017364	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand 3yr M&S - EPAY0820-3PB	$5,682.00	0%	$5,682	"	"
7640017365	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand 4yr M&S - EPAY0820-4PB	$6,119.00	0%	$6,119	"	"
7640017366	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand 5yr M&S - EPAY0820-5PB	$6,556.00	0%	$6,556	"	"
7640017367	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller 3yr M&S - EPAY0821-3PB	$5,682.00	0%	$5,682	"	"
7640017368	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller 4yr M&S - EPAY0821-4PB	$6,119.00	0%	$6,119	"	"
7640017369	Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller 5yr M&S - EPAY0821-5PB	$6,556.00	0%	$6,556	"	"
7640017370	Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand 3yr M&S - EPAY0824-3PB	$4,160.00	0%	$4,160	"	"
7640017371	Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand 4yr M&S - EPAY0824-4PB	$4,480.00	0%	$4,480	"	"
7640017372	Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand 5yr M&S - EPAY0824-5PB	$4,800.00	0%	$4,800	"	"
7640017373	Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller 3yr M&S - EPAY0825-3PB	$4,160.00	0%	$4,160	"	"
7640017374	Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller 4yr M&S - EPAY0825-4PB	$4,480.00	0%	$4,480	"	"
7640017375	Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller 5yr M&S - EPAY0825-5PB	$4,800.00	0%	$4,800	"	"
7640017376	Pay Station VendTower Copy/Print (US$, coin only) - stand 3yr M&S - EPAY0826-3PB	$2,998.00	0%	$2,998	"	"
7640017377	Pay Station VendTower Copy/Print (US$, coin only) - stand 4yr M&S - EPAY0826-4PB	$3,229.00	0%	$3,229	"	"
7640017378	Pay Station VendTower Copy/Print (US$, coin only) - stand 5yr M&S - EPAY0826-5PB	$3,460.00	0%	$3,460	"	"
7640017379	Pay Station VendTower Copy/Print (US$, coin only) - roller 3yr M&S - EPAY0827-3PB	$2,998.00	0%	$2,998	"	"
7640017380	Pay Station VendTower Copy/Print (US$, coin only) - roller 4yr M&S - EPAY0827-4PB	$3,229.00	0%	$3,229	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017381	Pay Station VendTower Copy/Print (US$, coin only) - roller 5yr M&S - EPAY0827-5PB	$3,460.00	0%	$3,460	"	"
7640017382	Pay Station Vend Tower Copy/Print (C$, coin only) - stand 3yr M&S - EPAYC826-3PB	$3,226.00	0%	$3,226	"	"
7640017383	Pay Station Vend Tower Copy/Print (C$, coin only) - stand 4yr M&S - EPAYC826-4PB	$3,473.00	0%	$3,473	"	"
7640017384	Pay Station Vend Tower Copy/Print (C$, coin only) - stand 5yr M&S - EPAYC826-5PB	$3,722.00	0%	$3,722	"	"
7640017385	Pay Station Vend Tower Copy/Print (C$, coin only) - roller 3yr M&S - EPAYC827-3PB	$3,226.00	0%	$3,226	"	"
7640017386	Pay Station Vend Tower Copy/Print (C$, coin only) - roller 4yr M&S - EPAYC827-4PB	$3,474.00	0%	$3,474	"	"
7640017387	Pay Station Vend Tower Copy/Print (C$, coin only) - roller 5yr M&S - EPAYC827-5PB	$3,722.00	0%	$3,722	"	"
PageCounter/Pay Station Accessories (No Support)						
For COPCABLE orders, please include specification of copier cable type(s) with order.						
7640017388	Equitrac Copier Cable (12foot/3.6m) - COPCABLE	$95.00	0%	$95	"	"
7640017389	Pay Station 6foot Serial DB9 Female to Male Cable (required for Release Station) - EPAYCB06	$95.00	0%	$95	"	"
7640017390	Programming Keypad (4035) - Require 1 per site to program terminals - EPAY0801	$186.00	0%	$186	"	"
7640017391	Pay Station Card Manager/Deposit Center base -EPAY0551	$950.00	0%	$950	"	"
7640017392	Pay Station Security Housing - EPAYRBSH	$815.00	0%	$815	"	"
7640017393	Pay Station management card set -EPAY1020	$75.00	0%	$75	"	"
7640017394	Pay Station magnetic stripe card (blank) - EPAY1002	$1.00	0%	$1	"	"
7640017395	Pay Station magnetic stripe card (Equitrac) - EPAY1012	$2.00	0%	$2	"	"
7640017396	Pay Station magnetic stripe card (custom) - EPAY1013	$2.00	0%	$2	"	"
7640017397	Pre-programmed magnetic stripe card - MSCCRDPR	$1.00	0%	$1	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29.00	0%	$29	"	"
7640008088	Solutions Delivery Charge - Level 4	$58.00	0%	$58	"	"
Installation Fees						
7640008126	KMBS Installation Fee for Equitrac Units	$50.00	0%	$50	"	"
7640008121	KMBS Installation Fee for Equitrac Embedded Device (Per MFP)	$25.00	0%	$25	"	"
7640008122	KMBS Installation Fee for Equitrac Embedded Device (Per 10 MFPs)	$200.00	0%	$200	"	"
7640008123	KMBS Installation Fee for Equitrac Embedded Device (Per 100 MFPs)	$1,500.00	0%	$1,500	"	"
7640008124	KMBS Installation Fee for Equitrac Embedded Device (Per 500 MFPs)	$2,500.00	0%	$2,500	"	"
Software Maintenance Annual Renewal						
MAINTENANCE RENEWAL IS FOR A TERM OF ONE (1) YEAR						
Equitrac Office 4 Software Suite						
7640016416	MAINTENANCE RENEWAL- Equitrac Office 4: Suite - EQ4EFSU1-1PR	$427.00	0%	$427	"	"
7640016417	MAINTENANCE RENEWAL- Equitrac Office 4: Small Business Edition - EQ4EFSB1-1PR	$152.00	0%	$152	"	"
7640016418	MAINTENANCE RENEWAL- Equitrac Office 4: Suite upgrade (EO3/EO4 SBE/PAS) - EQ4EFSUU-1PR	$427.00	0%	$427	"	"
7640016419	MAINTENANCE RENEWAL- Equitrac Office 4: SBE upgrade (EO3 SBE/PAS) - EQ4EFSBU-1PR	$152.00	0%	$152	"	"
Equitrac Office 4 Small Medium Business Licensing						
7640016424	MAINTENANCE RENEWAL- EO SMB base license (incl. 25 users, 1 embedded) - EQ4EFSMB-1PR	$179.00	0%	$179	"	"
7640016425	MAINTENANCE RENEWAL- Equitrac Office SMB user license (25) - EQ4SU025-1PR	$117.00	0%	$117	"	"
7640016426	MAINTENANCE RENEWAL- Equitrac Office SMB user license (100) - EQ4SU100-1PR	$414.00	0%	$414	"	"
7640016427	MAINTENANCE RENEWAL- Equitrac Office SMB user license (250) - EQ4SU250-1PR	$900.00	0%	$900	"	"
Additional Print Server Licenses						
7640016428	MAINTENANCE RENEWAL- EO4/EE4: Print Server - EQ4PS001-1PR	$243.00	0%	$243	"	"
7640016429	MAINTENANCE RENEWAL- EO4/EE4: Print Server upgrade - EQ4PS00U-1PR	$243.00	0%	$243	"	"
7640016430	MAINTENANCE RENEWAL- EO4/EE4: Print Server (10) - EQ4PS010-1PR	$1,983.00	0%	$1,983	"	"
7640016431	MAINTENANCE RENEWAL- EO4/EE4: Cluster Enabler - EQ4CLS01-1PR	$686.00	0%	$686	"	"
7640016432	MAINTENANCE RENEWAL- EO4/EE4: Cluster Enabler upgrade - EQ4CLS0U-1PR	$686.00	0%	$686	"	"
Embedded Device Licenses (Specific to a single device selected at activation)						
7640016433	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device - EQ4ED001-1PR	$99.00	0%	$99	"	"
7640016434	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device Upgrade - EQ4ED00U-1PR	$99.00	0%	$99	"	"
7640016435	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device (10) - EQ4ED010-1PR	$801.00	0%	$801	"	"
7640016436	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device (100) - EQ4ED100-1PR	$6,102.00	0%	$6,102	"	"
7640016437	MAINTENANCE RENEWAL- EO4/EE4: Embedded Device (500) - EQ4ED500-1PR	$27,457.00	0%	$27,457	"	"
Connector Licenses						
7640016438	MAINTENANCE RENEWAL- EO4/EE4: External Data Connector - EQ4DC001-1PR	$106.00	0%	$106	"	"
7640016439	MAINTENANCE RENEWAL- EO4/EE4: External Data Connector upgrade - EQ4DC00U-1PR	$106.00	0%	$106	"	"
7640016440	MAINTENANCE RENEWAL- EE4: Campus Card Connector - EQ4CC001-1PR	$762.00	0%	$762	"	"
7640016441	MAINTENANCE RENEWAL- EE4: Campus Card Connector upgrade - EQ4CC00U-1PR	$762.00	0%	$762	"	"
7640016442	MAINTENANCE RENEWAL- EO4/EE4: Embedded Connector - IKON DocSend - EQ4DS001-1PR	$200.00	0%	$200	"	"
7640016443	MAINTENANCE RENEWAL- EO4/EE4: Embedded Connector - EFI SendMe - EQ4SM001-1PR	$200.00	0%	$200	"	"
Workstation Licenses						
7640016444	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client (10) - EQ4WS010-1PR	$91.00	0%	$91	"	"
7640016445	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client upgrade (10) - EQ4WU010-1PR	$91.00	0%	$91	"	"
7640016446	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client (100) - EQ4WS100-1PR	$427.00	0%	$427	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016447	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client upgrade (100) - EQ4WU100-1PR	$427.00	0%	$427	"	"
7640016448	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client (1000) - EQ4WS01K-1PR	$1,830.00	0%	$1,830	"	"
7640016449	MAINTENANCE RENEWAL- EO4/EE4: Workstation Client upgrade (1000) - EQ4WU01K-1PR	$1,830.00	0%	$1,830	"	"
Print Assistant Licenses						
7640016450	MAINTENANCE RENEWAL- EE4: Print Assistant (10) - EQ4PA010-1PR	$45.00	0%	$45	"	"
7640016451	MAINTENANCE RENEWAL- EE4: Print Assistant upgrade (10) - EQ4PU010-1	$45.00	0%	$45	"	"
7640016452	MAINTENANCE RENEWAL- EE4: Print Assistant (100) - EQ4PA100-1PR	$197.00	0%	$197	"	"
7640016453	MAINTENANCE RENEWAL- EE4: Print Assistant upgrade (100) - EQ4PU100-1PR	$197.00	0%	$197	"	"
7640016454	MAINTENANCE RENEWAL- EE4: Print Assistant (1000) - EQ4PA01K-1PR	$762.00	0%	$762	"	"
7640016455	MAINTENANCE RENEWAL- EE4: Print Assistant upgrade (1000) - EQ4PU01K-1PR	$762.00	0%	$762	"	"
Release Station Licenses						
7640016456	MAINTENANCE RENEWAL- EO4/EE4: Release Station - EQ4RS001-1PR	$106.00	0%	$106	"	"
7640016457	MAINTENANCE RENEWAL- EO4/EE4: Release Station upgrade - EQ4RS00U-1PR	$106.00	0%	$106	"	"
7640016458	MAINTENANCE RENEWAL- EO4/EE4: Release Station (10) - EQ4RS010-1PR	$914.00	0%	$914	"	"
Web-Based Release Station Licenses						
7640016459	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release - EQ4WR001-1PR	$50.00	0%	$50	"	"
7640016460	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release (10) - EQ4WR010-1PR	$400.00	0%	$400	"	"
7640016461	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release (100) - EQ4WR100-1PR	$3,050.00	0%	$3,050	"	"
7640016462	MAINTENANCE RENEWAL- EO4/EE4: Web-based Release (500) - EQ4WR500-1PR	$13,730.00	0%	$13,730	"	"
Equitrac Office 4 Enterprise Licenses* (Core functionality, price per network user)						
7640016463	MAINTENANCE RENEWAL- Equitrac Office 4: Core Enterprise License (1,000-4,999 users) - EQ4EFNCK-1PR	$1.67	0%	$2	"	"
7640016464	MAINTENANCE RENEWAL- Equitrac Office 4: Core Enterprise License (5,000-9,999 users) - EQ4EFNC1-1PR	$1.13	0%	$1	"	"
7640016465	MAINTENANCE RENEWAL- Equitrac Office 4: Core Enterprise License (10,000-24,999 users) - EQ4EFNC2-1PR	$0.99	0%	$1	"	"
7640016466	MAINTENANCE RENEWAL- Equitrac Office 4: Core Enterprise License (25,000-49,999 users) - EQ4EFNC3-1PR	$0.91	0%	$1	"	"
7640016467	MAINTENANCE RENEWAL- Equitrac Office 4: Core Enterprise License (50,000-99,999 users) - EQ4EFNC4-1PR	$0.84	0%	$1	"	"
7640016468	MAINTENANCE RENEWAL- Equitrac Office 4: Core Enterprise License (100,000 and more users) - EQ4EFNC5-1PR	$0.77	0%	$1	"	"
Equitrac Office 4 Enterprise Licenses* (Enhanced functionality, price per network user)						
7640016469	MAINTENANCE RENEWAL- Equitrac Office 4: Enhanced Enterprise License (1,000-4,999 users) - EQ4EFNEK-1PR	$2.75	0%	$3	"	"
7640016470	MAINTENANCE RENEWAL- Equitrac Office 4: Enhanced Enterprise License (5,000-9,999 users) - EQ4EFNE1-1PR	$1.83	0%	$2	"	"
7640016471	MAINTENANCE RENEWAL- Equitrac Office 4: Enhanced Enterprise License (10,000-24,999 users) - EQ4EFNE2-1PR	$1.60	0%	$2	"	"
7640016472	MAINTENANCE RENEWAL- Equitrac Office 4: Enhanced Enterprise License (25,000-49,999 users) - EQ4EFNE3-1PR	$1.37	0%	$1	"	"
7640016473	MAINTENANCE RENEWAL- Equitrac Office 4: Enhanced Enterprise License (50,000-99,999 users) - EQ4EFNE4-1PR	$1.26	0%	$1	"	"
7640016474	MAINTENANCE RENEWAL- Equitrac Office 4: Enhanced Enterprise License (100,000 and more users) - EQ4EFNE5-1PR	$1.14	0%	$1	"	"
PageCounter Hardware						
7640016487	MAINTENANCE RENEWAL- PageCounter (base) - PC1CFE00-1PR	$153.00	0%	$153	"	"
7640016488	MAINTENANCE RENEWAL- PageCounter with Magstripe- PC1CFME0-1PR	$171.00	0%	$171	"	"
7640016489	MAINTENANCE RENEWAL- PageCounter with Mifare HID i-Class - PC1CFX00-1PR	$198.00	0%	$198	"	"
7640016490	MAINTENANCE RENEWAL- PageCounter with Legic - PC1CFY00-1PR	$225.00	0%	$225	"	"
7640016491	MAINTENANCE RENEWAL- PageCounter with HID - PC1CFZ00-1PR	$198.00	0%	$198	"	"
7640016492	MAINTENANCE RENEWAL- PageCounter with Keyboard - PC3CFE00-1PR	$207.00	0%	$207	"	"
7640016493	MAINTENANCE RENEWAL- PageCounter with Keyboard & Magstripe - PC3CFME0-1PR	$225.00	0%	$225	"	"
7640016494	MAINTENANCE RENEWAL- PageCounter with Keyboard & Mifare/HID i-Class - PC3CFX00-1PR	$252.00	0%	$252	"	"
7640016495	MAINTENANCE RENEWAL- PageCounter with Keyboard & Legic - PC3CFY00-1PR	$279.00	0%	$279	"	"
7640016496	MAINTENANCE RENEWAL- PageCounter with Keyboard & HID- PC3CFZ00-1PR	$252.00	0%	$252	"	"
Pay Station Hardware						
7640016509	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill only) - EPAYUB00-1PR	$826.00	0%	$826	"	"
7640016510	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill/magstripe) - EPAYUB0M-1PR	$870.00	0%	$870	"	"
7640016511	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill/coin/magstripe) - EPAYUBCM-1PR	$1,080.00	0%	$1,080	"	"
7640016512	MAINTENANCE RENEWAL- Pay Station Deposit Center (US$, bill/magstripe, card dispenser) - EPAYUBMD-1PR	$1,095.00	0%	$1,095	"	"
7640016513	MAINTENANCE RENEWAL- Pay Station Print/Copy Control Terminal (track 5) - EPAY0802-1PR	$245.00	0%	$245	"	"
7640016514	MAINTENANCE RENEWAL- Pay Station Encoding Station (track 5) - EPAY0804-1PR	$333.00	0%	$333	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016515	MAINTENANCE RENEWAL- Pay Station Card Manager (US$, bill only, track 5) - EPAY0502-1PR	$1,037.00	0%	$1,037	"	"
7640016516	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - stand - EPAY0820-1PR	$656.00	0%	$656	"	"
7640016517	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin/bill/track 5 card) - roller - EPAY0821-1PR	$656.00	0%	$656	"	"
7640016518	MAINTENANCE RENEWAL- Pay Station Vend Tower Copy/Print (US$, coin/bill) - stand - EPAY0824-1PR	$480.00	0%	$480	"	"
7640016519	MAINTENANCE RENEWAL- Pay Station Vend Tower Copy/Print (US$, coin/bill) - roller - EPAY0825-1PR	$480.00	0%	$480	"	"
7640016520	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin only) - stand - EPAY0826-1PR	$346.00	0%	$346	"	"
7640016521	MAINTENANCE RENEWAL- Pay Station VendTower Copy/Print (US$, coin only) - roller - EPAY0827-1PR	$346.00	0%	$346	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29		
7640008089	Solutions Delivery Charge - Level 5	$87	0%	$87		
Installation Fees						
7640008126	KMBS Installation Fee for Equitrac Units	$50	0%	$50		
7640008121	KMBS Installation Fee for Equitrac Embedded Device (Per MFP)	$25	0%	$25		
7640008122	KMBS Installation Fee for Equitrac Embedded Device (Per 10 MFPs)	$200	0%	$200		
7640008123	KMBS Installation Fee for Equitrac Embedded Device (Per 100 MFPs)	$1,500	0%	$1,500		
7640008124	KMBS Installation Fee for Equitrac Embedded Device (Per 500 MFPs)	$2,500	0%	$2,500		
EQINS1HR	PS Installation – one hour (Pass through item)	$200	0%	$200		
Equitrac Professional						
7640002367	PageCounter Terminal with Keyboard, Fax & CR Options - PC3FFEC5	$1,750.00	0%	$1,750	See below Delivery Charge	See below Installation Charges
7640002368	Equitrac Professional 5: PageCounter Professional Terminal - PC7C00E5	$2,450.00	0%	$2,450	"	"
7640002369	Equitrac Professional: PageCounter Professional Terminal with Magstripe Option - PC7C0ME5	$2,550.00	0%	$2,550	"	"
7640002370	Equitrac Professional 5: PageCounter Professional Terminal with Fax Option - PC7F00E5	$2,950.00	0%	$2,950	"	"
7640002371	Equitrac Professional: PageCounter Professional Terminal with Fax and Magstripe Options - PC7F0ME5	$3,050.00	0%	$3,050	"	"
7640002372	Equitrac Professional 5: PageCounter Professional Terminal with Dual Fax Option - PC7FF0E5	$3,950.00	0%	$3,950	"	"
7640002373	Equitrac Professional : PageCounter Professional Terminal with Dual Fax and Magstripe Options - PC7FFME5	$4,050.00	0%	$4,050	"	"
7640000514	PageCounter Professional Wall Mount - TRUBB10	$50.00	0%	$50	"	"
7640000515	PageCounter Professional Floor Stand - TRUBB11	$99.00	0%	$99	"	"
7640004478	Embedded eCopy with the Mini PageCounter - EP5EDEC1-N	$1,750.00	0%	$1,750	"	"
7640001751	Power Interrupt Interface W/Cable - INAPI00M	$299.00	0%	$299	"	"
7640000222	Programmed Magnetic Card (Track 2) - MSCCRDPR	$1.00	0%	$1	"	"
Touchpoint Items						
7640004421	TouchPoint Console - TPCK0001	$2,750.00	0%	$2,750	"	"
7640007497	TOUCHPOINT CONSOLE KEYBOARD	$29.00	0%	$29	"	"
7640004422	TouchPoint Console with Fax - TPCK1001	$3,450.00	0%	$3,450	"	"
7640004423	TouchPoint Console with Dual Fax - TPCK2001	$4,150.00	0%	$4,150	"	"
7640004424	TouchPoint Console with Desktop Stand - TPABDT01	$100.00	0%	$100	"	"
7640004425	TouchPoint Console Wall Mount - TPABWA01	$150.00	0%	$150	"	"
7640004426	TouchPoint Console Floor Stand - TPABFL01	$200.00	0%	$200	"	"
7640004427	TouchPoint Card Reader - HID - TPARHD01	$350.00	0%	$350	"	"
7640004428	TouchPoint Card Reader - Mifare - TPARMF01	$350.00	0%	$350	"	"
7640004429	TouchPoint Card Reader - Legic - TPARLE01	$475.00	0%	$475	"	"
7640004430	TouchPoint Card Reader - Track 2 Magstripe - TPARMS01	$175.00	0%	$175	"	"
Pagecounter CDR For Call Accounting						
7640002404	PageCounter CDR for Call Accounting - PC1P0000	$1,750.00	0%	$1,750	"	"
Equitrac Professional Suite						
7640000525	Equitrac Professional: 1 Device Pack - ICGP3S30	$500.00	0%	$500	"	"
7640000526	Equitrac Professional: 5 Device Pack - ICGP3S35	$2,400.00	0%	$2,400	"	"
7640000527	Equitrac Professional: 10 Device Pack - ICGP3S40	$4,500.00	0%	$4,500	"	"
7640000528	Equitrac Professional: 25 Device Pack - ICGP3S45	$8,500.00	0%	$8,500	"	"
7640000529	Equitrac Professional: 50 Device Pack - ICGP3S50	$12,500.00	0%	$12,500	"	"
7640000530	Equitrac Professional: Professional Services Pack (Includes Remotes and T&B Interface) - EPSPSP01	$3,500.00	0%	$3,500	"	"
7640000531	Equitrac Professional: Advanced Features Pack (Fax Costing & Options, Scan Capabilities, External Transaction Imports) - EPSAFP01	$2,495.00	0%	$2,495	"	"
7640000532	Equitrac Professional: Remote LAN/WAN Polling (per remote) - ICGPZM20	$1,995.00	0%	$1,995	"	"
7640000533	Equitrac Professional: Additional Office (per office) ICGP3S25	$750.00	0%	$750	"	"

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Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640000534	Equitrac Professional: Validation File Integration - ICGPZM35	$750.00	0%	$750	"	"
7640000535	Equitrac Professional: Billing File Export Integration - ICGPZM40	$750.00	0%	$750	"	"
7640000536	Equitrac Professional: Fax Call Costing (Fax Control Plus) - ICGP3S15	$999.00	0%	$999	"	"
7640000537	Equitrac Professional: Incoming Fax Allocation System Option - ICGP3S20	$750.00	0%	$750	"	"
7640000538	Equitrac Professional: FaxPost or External Transaction Import Integration - ICGPZM50	$995.00	0%	$995	"	"
7640000539	Equitrac Professional: ScanPost Terminal or Import Scan Integration - EPSSTISI	$995.00	0%	$995	"	"
7640000540	Equitrac Professional: Suite Demo CD - ICGPZM65	$15.00	0%	$15	"	"
Equitrac Professional Enterprise Edition Suite						
7640001754	Equitrac Professional EE: 1 Device Pack - EPEEDP01	$500.00	0%	$500	"	"
7640001755	Equitrac Professional EE: 5 Device Pack - EPEEDP05	$2,400.00	0%	$2,400	"	"
7640001756	Equitrac Professional EE: 10 Device Pack - EPEEDP10	$4,500.00	0%	$4,500	"	"
7640001757	Equitrac Professional EE: 25 Device Pack - EPEEDP25	$8,500.00	0%	$8,500	"	"
7640001758	Equitrac Professional EE: 50 Device Pack - EPEEDP50	$12,500.00	0%	$12,500	"	"
7640001759	Equitrac Professional EE: Professional Services Pack (Includes Customs and T&B Interface) - EPEEPSP1	$3,500.00	0%	$3,500	"	"
7640001760	Equitrac Professional EE: Advanced Features Pack (Fax Costing & Options, Scan Capabilities, 3rd Party Import) - EPEEAFP1	$2,495.00	0%	$2,495	"	"
7640001761	Equitrac Professional EE: Additional Office (per office) - EPEEAS01	$750.00	0%	$750	"	"
7640001762	Equitrac Professional EE: New Custom Report - SOMCR01	$1,000.00	0%	$1,000	"	"
7640001763	Equitrac Professional EE: Custom Validation/PAS/PrintLog Accounting Server Data Import - SOMCR02	$750.00	0%	$750	"	"
7640001764	Equitrac Professional EE: Custom or Summary Exports - SOMCR04	$900.00	0%	$900	"	"
7640001765	Equitrac Professional EE: Custom Costing Definitions - SOMCR05	$1,500.00	0%	$1,500	"	"
7640001766	Equitrac Professional EE: Custom Look-Ups - SOMCR06	$750.00	0%	$750	"	"
7640001767	Equitrac Professional EE: Custom Replication Fee - SOMCR07	$750.00	0%	$750	"	"
7640001768	Equitrac Professional EE: Custom Third Party Import - SOMCR03	$1,995.00	0%	$1,995	"	"
7640001769	Equitrac Professional EE: Fax Control Plus Fax Call Costing - AP40011	$999.00	0%	$999	"	"
7640001770	Equitrac Professional EE: FaxPost Network Fax Integration - FXAAS01	$995.00	0%	$995	"	"
7640001771	Equitrac Professional EE: ScanPost Terminal or Import Scan Integration - AP40016	$995.00	0%	$995	"	"
Equitrac Professional & Enterprise Edition Licensable Options						
7640000541	Equitrac Professional: Call Accounting 100 extension pack - ICGP3T10	$2,495.00	0%	$2,495	"	"
7640000542	Equitrac Professional: Call Accounting 250 extension pack - ICGP315	$4,495.00	0%	$4,495	"	"
7640000543	Equitrac Professional: Call Accounting 500 extension pack - ICGP3T20	$6,495.00	0%	$6,495	"	"
7640000544	Equitrac Professional: Call Accounting 1000 extension pack - ICGP3T25	$8,495.00	0%	$8,495	"	"
7640000545	Equitrac Professional: Call Accounting 2500 extension pack - ICGP3T30	$12,495.00	0%	$12,495	"	"
7640000546	Equitrac Professional: Call Accounting Rate Table (One Year) - ICGTZR15	$948.00	0%	$948	"	"
7640000547	Equitrac Professional: Call Accounting International Rate Table (One Year) - ICGTZR25	$1,188.00	0%	$1,188	"	"
7640000548	Equitrac Professional: Call Accounting VoIP Server Integration (per VoIP application server) - ICGIZ905	$2,000.00	0%	$2,000	"	"
7640000549	NETBuffer - 1MB Ethernet/IP SMDR Buffer - ICG13A20	$1,300.00	0%	$1,300	"	"
7640000550	NETBuffer XP - 8MB Ethernet/IP SMDR Buffer - ICG13A25	$2,200.00	0%	$2,200	"	"
7640000551	Equitrac Professional: Desktop Client 1 workstation pack - ICGP3D10	$250.00	0%	$250	"	"
7640000552	Equitrac Professional: Desktop Client 25 workstation pack - ICGP3D12	$1,500.00	0%	$1,500	"	"
7640000553	Equitrac Professional: Desktop Client 100 workstation pack - ICGP3D15	$4,500.00	0%	$4,500	"	"
7640000554	Equitrac Professional: Desktop Client 250 workstation pack - ICGP3D20	$6,250.00	0%	$6,250	"	"
7640000555	Equitrac Professional: Desktop Client 500 workstation pack - ICGP3D25	$7,500.00	0%	$7,500	"	"
7640000556	Equitrac Professional: Desktop Client 1000 workstation pack - ICGP3D30	$10,000.00	0%	$10,000	"	"
7640000558	Equitrac Professional: Configuration Change Fee - OPHC000	$500.00	0%	$500	"	"
7640001772	Equitrac Professional: Call Accounting Rate Table (Multi-Year) - ICGTZR10	$79.00	0%	$79	"	"
7640001773	Equitrac Professional: Call Accounting International Rate Table (Multi-Year) - ICGTZR20	$99.00	0%	$99	"	"
7640001774	Equitrac Professional: Call Accounting International Rate Table Upgrade - ICGTZRU1	$79.00	0%	$79	"	"
Equitrac Print Tracking						
7640001776	Equitrac Print Tracking: Base, includes 10 workstation licenses - EP40PTB1	$1,595.00	0%	$1,595	"	"
7640001777	Equitrac Print Tracking: Workstation Client 10 license pack -EP40PT10	$1,295.00	0%	$1,295	"	"
7640002405	Equitrac Print Tracking : Workstation Client 25 license pack - EP40PT25	$2,695.00	0%	$2,695	"	"
7640001778	Equitrac Print Tracking: Workstation Client 50 license pack - EP40PT50	$4,995.00	0%	$4,995	"	"
7640001779	Equitrac Print Tracking: Workstation Client 100 license pack - EP40PT100	$7,995.00	0%	$7,995	"	"
7640001780	Equitrac Print Tracking: Workstation Client 500 license pack - EP40PT500	$34,995.00	0%	$34,995	"	"
7640001781	Equitrac Print Tracking: Additional Print Server license - EP40PTAS	$1,250.00	0%	$1,250	"	"
7640001782	Equitrac Print Tracking: New Customer Trial - EP40DM02	$100.00	0%	$100	"	"
7640001783	Equitrac Print Tracking: Release Station - EP40RS00	$595.00	0%	$595	"	"
7640001784	Equitrac Remote Diagnostics Kit - ICGPZM10	$350.00	0%	$350	"	"
7640001834	Equitrac Print Tracking: Uplink License - EP4UPLNK	$995.00	0%	$995	"	"
Equitrac Professional 5						
7640002335	Equitrac Professional 5: Small Firm Edition - EP5SFE01	$2,995.00	0%	$2,995	"	"
7640002336	Equitrac Professional 5: Server - EP5SE001	$5,995.00	0%	$5,995	"	"
7640002337	Equitrac Professional 5: Enterprise Server - EP5ES001	$22,995.00	0%	$22,995	"	"
Equitrac Professional 5 - Print Tracking Options						
7640002338	Equitrac Professional 5: Workstation Print Client (1) - EP5WPC01	$250.00	0%	$250	"	"
7640002339	Equitrac Professional 5: Workstation Print Client (10) - EP5WPC10	$1,295.00	0%	$1,295	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640002340	Equitrac Professional 5: Workstation Print Client (50) - EP5WPC50	$4,995.00	0%	$4,995	"	"
7640002341	Equitrac Professional 5: Workstation Print Client (100) - EP5WP100	$7,995.00	0%	$7,995	"	"
7640002342	Equitrac Professional 5: Workstation Print Client (500) - EP5W500	$34,995.00	0%	$34,995	"	"
7640002343	Equitrac Professional 5: Workstation Print Client (1000) - EP5WP01K	$64,994.00	0%	$64,994	"	"
7640002344	Equitrac Professional 5: Additional Print Server - EP5APSL1	$1,250.00	0%	$1,250	"	"
7640002345	Equitrac Professional 5: Release Station - EP5RS001	$695.00	0%	$695	"	"
Equitrac Professional 5 - Call Accounting Options						
7640002346	Equitrac Professional 5: Small Firm Edition w/Call Accounting (100 ext) - EP5SFCA1	$5,995.00	0%	$5,995	"	"
7640002347	Equitrac Professional 5: Extension Pack (100) - EP5CA100	$2,695.00	0%	$2,695	"	"
7640002348	Equitrac Professional 5: Extension Pack (500) - ERP5CA500	$6,995.00	0%	$6,995	"	"
7640002349	Equitrac Professional 5: Extension Pack (1000) - EP5CA01K	$8,995.00	0%	$8,995	"	"
7640002350	Equitrac Professional 5: Call Accounting VoIP Server/File Import Integration - EP5CV01P	$2,000.00	0%	$2,000	"	"
7640002351	Equitrac Professional 5: Call Accounting with PageCounter CDR - EP5CADR	$1,750.00	0%	$1,750	"	"
7640002352	Equitrac Professional 5: Rate Table (1 year) - EP5RT001	$948.00	0%	$948	"	"
7640002353	Equitrac Professional 5: Rate Table Multi-Year (per month) - EP5RTMY1	$79.00	0%	$79	"	"
7640002354	Equitrac Professional 5: International Rate Table (1 year) - EP5RT002	$1,188.00	0%	$1,188	"	"
7640002355	Equitrac Professional 5: International Rate Table Multi-Year (per month) - EP5RMY2	$99.00	0%	$99	"	"
Equitrac Professional 5 - Options						
7640002356	Equitrac Professional 5: Server Expansion Pack - EP5SE2ES	$4,500.00	0%	$4,500	"	"
7640002357	Equitrac Professional 5: SFE Expansion Pack - EP5SF2S1	$2,500.00	0%	$2,500	"	"
7640002358	Equitrac Professional 5: Cluster Enabler - EP5CLS01	$3,995.00	0%	$3,995	"	"
7640002359	Equitrac Professional 5: T & B Transaction/Validation Integration - EP5TBVAL	$1,495.00	0%	$1,495	"	"
7640002360	Equitrac Professional 5: Third Party Transaction Integration - EP5TPT00	$995.00	0%	$995	"	"
7640002361	Equitrac Professional 5: Third Party Validation Integration - EP5TPV00	$995.00	0%	$995	"	"
7640002362	Equitrac Professional 5: Professional Services Pack - EP5PSP05	$3,995.00	0%	$3,995	"	"
7640002363	Equitrac Professional 5: New Custom Crystal Report - EP5NCR00	$1,500.00	0%	$1,500	"	"
7640002364	Equitrac Professional 5: Configuration Change Fee - EP5CCF00	$500.00	0%	$500	"	"
7640002365	Equitrac Professional 5:NFR Edition - Channel Only - EP5NFR01	$495.00	0%	$495	"	"
7640002366	Equitrac Professional 5: New Customer Trial - Channel Only - EP5NCT01	$100.00	0%	$100	"	"
Equitrac Other Parts						
7640001784	Equitrac Remote Diagnostics Kit - ICGPZM10	$350.00	0%	$350	"	"
7640002374	Equitrac Remote Access - Application Sharing Access Via Internet - SYRD0001	$99.00	0%	$99	"	"
7640002375	Equitrac Custom Programming - ZZCP001	$1.00	0%	$1	"	"
7640002376	Equitrac Custom Special Report - ZZCSR01	$1.00	0%	$1	"	"
7640002377	Equitrac Custom Upgrade - ZZCU001	$1.00	0%	$1	"	"
Copier Cable (Please Specify Copier Model)						
7640002086	Equitrac Copier Cable (Standard Length 12') - COPCABLE	$95.00	0%	$95	"	"
7640005183	Equitrac Vendor 2-VK- 501 Interface Cable CABX085	$95.00	0%	$95	"	"
7640005184	Equitrac Vendor 2-8 Pin Interface Cable CABX013	$95.00	0%	$95	"	"
Professional Services						
7640001054	Equitrac Installation Professional Services - MANDATORY - EQDRINST	$1.00	0%	$1	"	"
7640002396	Equitrac Direct Support Services (per unit) - EQDRSUPT	$1.00	0%	$1	"	"
7640002399	Equitrac Professional Services (per hour, plus travel for onsite, after hours premium) - EQONSITE	$110.00	0%	$110	"	"
7640002400	Equitrac Project Management Services (per day) - EQPRMGT1	$1,750.00	0%	$1,750	"	"
7640002401	Equitrac Client Software Deployment (per seat) - EQCLSD01	$150.00	0%	$150	"	"
7640002402	Equitrac Customer Training (per hour) - EQTRAIN1	$110.00	0%	$110	"	"
Delivery Fees						
7640008088	Solutions Delivery Charge - Level 4	$58.00	0%	$58		
Installation Fees						
7640008126	KMBS Installation Fee for Equitrac Units	$50.00	0%	$50		
EFI Digital StoreFront Full Software Platform						
DELIVERY: Each DSF Full Software Platform package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
Each DSF Hardware - Dell Server MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
A "Software Maintenance and Support Subscription Contract" is required for all EFI Digital StoreFront Orders - See Notes Section DSF v5 Full Platform requires one of the two EFI Professional Services Packages be ordered unless the dealer is DSF certified by EFI.						
7640017411	DSF Software Platform (with Pricing Engine) + Unlimited StoreFronts	$25,000.00	0%	$25,000	See below Delivery Charge	See below Installation Charges
DSF v5 Hardware is Required if Customer is NOT supplying their own Server Hardware						
7640017412	DSF Hardware	$10,000.00	0%	$10,000	"	"
DSF Basic v5 Bundle includes -DSF Platform, Credit Cards, Authentication Package and Annual Maintenance for 3,4, or 5 years (Does NOT include hardware).						
DSF Basic Bundle requires Item 7640007602 DSF Platform Standard Implimentation Pkg (36 Hours) also be ordered						
DELIVERY: Each DSF Full Software Platform package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
Each DSF Hardware - Dell Server MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
7640017423	DSF Basic Bundle-- includes DSF Software Platform, Authentication, Credit Cards- Self Hosted (Includes 1 Year Maintenance)	$39,000.00	0%	$39,000	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017424	DSF Basic Bundleincludes DSF Software Platform, Authentication, Credit Cards- Self Hosted (Includes 3 Years Maintenance)	$49,000.00	0%	$49,000	"	"
7640017425	DSF Basic Bundleincludes DSF Software Platform, Authentication, Credit Cards- Self Hosted (Includes 4 Years Maintenance)	$55,000.00	0%	$55,000	"	"
7640017426	DSF Basic Bundleincludes DSF Software Platform, Authentication, Credit Cards- Self Hosted (Includes 5 Years Maintenance)	$60,000.00	0%	$60,000	"	"
DSF Premium v5 Bundle includes -DSF Platform, Credit Cards, Authentication Package, Fusion Pro and Annual Maintenance for 3, 4, or 5 years (does NOT include hardware).						
DSF Basic Bundle requires Item 7640007603 DSF Platform Advanced Implimentation Package (52 Hours) also be ordered						
DELIVERY: Each DSF Full Software Platform package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
Each DSF Hardware - Dell Server MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
7640017427	DSF Premium Bundle - include DSF Basic plus FusionPro -FP- Self Hosted (Includes 1 Year Maintenance)	$50,000.00	0%	$50,000	"	"
7640017428	DSF Premium Bundle - include DSF Basic plus FusionPro-FP- Self Hosted (Includes 3 Years Maintenance)	$65,000.00	0%	$65,000	"	"
7640017429	DSF Premium Bundle - include DSF Basic plus FusionPro -FP- Self Hosted (Includes 4 Years Maintenance)	$73,500.00	0%	$73,500	"	"
7640017430	DSF Premium Bundle - include DSF Basic plus FusionPro -FP- Self Hosted (Includes 5 Years Maintenance)	$82,000.00	0%	$82,000	"	"
DSF Premium v5 Bundle includes -DSF Platform, Credit Cards, Authentication Package, XMPie and Annual Maintenance for 3, 4, or 5 years (does NOT include hardware).						
DSF Premium Bundle requires Item 7640007603 DSF Platform Advanced Implimentation Package (52 Hours) also be ordered						
DELIVERY: Each DSF Full Software Platform package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
Each DSF Hardware - Dell Server MUST include item 7640008090, Level 6 Solutions Delivery Charge						
7640017431	DSF Premium Bundle - include DSF Basic plus XMPie-XM- Self Hosted (Includes 1 Year Maintenance)	$60,000.00	0%	$60,000	"	"
7640017432	DSF Premium Bundle - include DSF Basic plus XMPie-XM- Self Hosted (Includes 3 Years Maintenance)	$79,000.00	0%	$79,000	"	"
7640017433	DSF Premium Bundle - include DSF Basic plus XMPie -XM- Self Hosted (Includes 4 Years Maintenance)	$85,000.00	0%	$85,000	"	"
7640017434	DSF Premium Bundle - include DSF Basic plus XMPie -XM- Self Hosted (Includes 5 Years Maintenance)	$95,000.00	0%	$95,000	"	"
VDP						
DELIVERY: Each DSF VDP package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
This version of XMPie is for use with DSF ONLY and is NOT to be sold seperately						
XMPie requires Adobe InDesign not provided be EFI. Also, requires one additional EFI Professional Service Day On-Site.						
7640017413	VDP Products: XMPie	$18,000.00	0%	$18,000	"	"
7640017415	Addl XMPie uDirect Standard Licenses	$3,000.00	0%	$3,000	"	"
This version of Fusion Pro is for use with DSF ONLY and is NOT to be sold seperately						
Fusion Pro requires Adobe Acrobat Professional License not provided by EFI. Also, requires one additional EFI Professional Service Day On-Site.						
7640017414	VDP Products: FusionPro	$10,000.00	0%	$10,000	"	"
7640017416	Addl FusionPro Desktop Licenses	$800.00	0%	$800	"	"
E-Commerce						
DELIVERY: Each DSF E-Commerce package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
Credit Cards requires PayFlow Pro account from PayPal (formerly VeriSign) not included from EFI or KM.						
7640017417	Credit Cards	$4,000.00	0%	$4,000	"	"
Scale						
DELIVERY: Each DSF Scale package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640017421	Addl Print Shops (>3 Requires Quote)	$7,500.00	0%	$7,500	"	"
7640017422	Addl Business Locations (Separate Business Entities)	$2.00	0%	$2	"	"
Maintenance						
7640017435	ANNUAL MAINTENANCE: Software Platform	$5,000.00	0%	$5,000	"	"
7640017436	24/7 Support ADD ON (US only)	$3,500.00	0%	$3,500	"	"
7640017437	ANNUAL MAINTENANCE: VDP Products: XMPie	$3,600.00	0%	$3,600	"	"
7640017438	ANNUAL MAINTENANCE: VDP Products: FusionPro	$2,000.00	0%	$2,000	"	"
7640017439	ANNUAL MAINTENANCE: Addl XMPie uDirect Standard Licenses	$600.00	0%	$600	"	"
7640017440	ANNUAL MAINTENANCE: Addl FusionPro Desktop Licenses	$160.00	0%	$160	"	"
7640007588	Annual Maintenance - Credit Cards	$800.00	0%	$800	"	"
7640007589	Annual Maintenance - Authentication Pkg	$800.00	0%	$800	"	"
7640007590	Annual Maintenance - Efi Mis Connector - Requires Efi Quote	$1.30	0%	$1	"	"
7640007591	Annual Maintenance- External System Connector	$1,400.00	0%	$1,400	"	"
7640007592	Annual Maintenance - AddL Storefronts	$1,500.00	0%	$1,500	"	"
7640007593	Annual Maintenance - AddL Printshops	$1,500.00	0%	$1,500	"	"
7640007594	Annual Maintenance - AddL Business Locations - Requires Efi Quote	$1.30	0%	$1	"	"
7640017447	ANNUAL MAINTENANCE: DSF Basic Bundle- Self Hosted (1 Year)	$6,500.00	0%	$6,500	"	"
7640017448	ANNUAL MAINTENANCE: DSF Premium Bundle -FusionPro Self Hosted (1 Year)	$8,333.00	0%	$8,333	"	"
7640017449	ANNUAL MAINTENANCE: DSF Premium Bundle -XMPie- Self Hosted (1 Year)	$10,000.00	0%	$10,000	"	"
Upgrades						
7640017450	DSF Upgrade to Current Version (DSF 3.x or higher) *For customers currently on maintenance ASP: DSF 5.x (EFI Hosted)	$0.00	0%	$0	"	"
Extended Hardware Warranty						

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640007601	2-Year Extention On Dell Hardware (Years 4 & 5)	$3,500.00	0%	$3,500	"	"
Professional Services						
7640017481	DSF Platform Standard Implementation Package (36 hours)	$8,500.00	0%	$8,500	"	"
7640017482	DSF Platform Advanced Implementation Package (52 hours)	$11,500.00	0%	$11,500	"	"
7640017483	EFI Professional Services: Daily Rate (off site)	$1,500.00	0%	$1,500	"	"
7640017484	EFI Professional Services: 2 Day On site (includes travel)	$5,000.00	0%	$5,000	"	"
7640017485	EFI Professional Services: Daily Rate (additional day on site)	$2,250.00	0%	$2,250	"	"
7640017486	EFI Professional Services: Hourly Rate (off site, min 2 hours)	$200.00	0%	$200	"	"
Customized Professional Services and Annual Maintenance: Customized Professional Services require a custom quote directly from EFI. Support for patches and upgrades for the term of the contract will be outlined in this quotation.						
7640017487	Customized Professional Services	$2.00	0%	$2	"	"
7640017488	ANNUAL MAINTENANCE: Customized Professional Services	$2.00	0%	$2	"	"
Integration & Training						
DELIVERY: Each DSF Integration package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640017418	Authentication Package: LDAP	$4,000.00	0%	$4,000	"	"
EFI MIS Connector does not include any professional services which may be required.						
Contact your local EFI rep for assistance.						
7640017419	EFI MIS Connector	$2.00	0%	$2	"	"
External System Connector does not include any professional services which may be required.						
Contact your local EFI rep for assistance.						
7640017420	External System Connector	$7,000.00	0%	$7,000	"	"
7640017489	DSF 5.x Reseller Certification Training at EFI Atlanta 4-day course at EFIs Atlanta Offices (T&E not included) per student	$2,000.00	0%	$2,000	"	"
7640017490	DSF 5.x Reseller Certification Training at Reseller Site 4-day course at EFIs Atlanta Offices (T&E not included) 6 students/session maximum	$7,000.00	0%	$7,000	"	"
EFI Digital StoreFront v5 Express						
DELIVERY: Each DSF Express Software package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
Each DSF Hardware - Dell Server MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
DSF Express v5 Software Platform requires the EFI Professional Services Package be ordered unless the dealer is DSF certified by EFI.						
7640017491	DSF Express Software Platform	$10,000.00	0%	$10,000	See below Delivery Charge	See below Installation Charges
Integration & Training						
DELIVERY: Each DSF Integration package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640017492	Authentication Package: LDAP	$4,000.00	0%	$4,000	"	"
Maintenance						
7640007561	Annual Maintenance - Dsf Software Platform	$2,000.00	0%	$2,000	"	"
7640007562	Annual Maintenance - Authentication Package	$1,000.00	0%	$1,000	"	"
Software Upgrade						
DELIVERY: Each DSF Upgrade package MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640017495	DSF Express 4.x - DSF Express 5.x *For customers currently on maintenance.	$0.00	0%	$0	"	"
Professional Services						
7640017496	DSF Express Platform Implementation Package (20 hours)	$4,000.00	0%	$4,000	"	"
7640017483	EFI Professional Services: Daily Rate (off site)	$1,500.00	0%	$1,500	"	"
7640017484	EFI Professional Services: 2 Day On site (includes travel)	$5,000.00	0%	$5,000	"	"
7640017485	EFI Professional Services: Daily Rate (additional day on site)	$2,250.00	0%	$2,250	"	"
7640017486	EFI Professional Services: Hourly Rate (off site, min 2 hours)	$200.00	0%	$200	"	"
Customized Professional Services and Annual Maintenance: Customized Professional Services require a custom quote directly from EFI. Support for patches and upgrades for the term of the contract will be outlined in this quotation.						
7640017487	Customized Professional Services	$2.00	0%	$2	"	"
7640017488	ANNUAL MAINTENANCE: Customized Professional Services	$2.00	0%	$2	"	"
EFI Digital StoreFront V 5.0 ASP						
ASP (EFI Hosted Model) ACTIVATION						
A "Software Maintenance and Support Subscription Contract" is required for all EFI Digital StoreFront Orders - See Notes Section						
7640017451	DSF Platform - Activation	$7,500.00	0%	$7,500	See below Delivery Charge	See below Installation Charges
ASP Platform Bundles						
DSF - ASP - Basic v5 Bundle includes -DSF Platform, Credit Cards, Authentication Package and Annual Maintenance for 3, 4, or 5 years.						
DSF Basic Bundle requires Item 7640007556 DSF ASP Platform Standard Implimentation Pkg (36 Hours) also be ordered						
7640017471	Multi-Year Bundles: (Platform, Pricing, Credit Cards) ACTIVATION & 3-Year SUBSCRIPTION: (Total investment price shown) (20% disc)	$45,000.00	0%	$45,000	"	"
7640017472	Multi-Year Bundles: (Platform, Pricing, Credit Cards) ACTIVATION & 5 year SUBSCRIPTION: (Total investment price shown) (30% disc)	$70,000.00	0%	$70,000	"	"
VDP Activation						
XMPie requires Adobe InDesign not provided by EFI. Also, requires one additional EFI Professional Service Day On-site.						

Exhibit B

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
This version of XMPie is for use with DSF ONLY and is NOT to be sold separately						
7640017452	VDP Products: XMPie - Activation	$5,000.00	0%	$5,000	"	"
7640017454	Addl XMPie uDirect Standard Desktop Licenses - Activation	$3,000.00	0%	$3,000	"	"
Fusion Pro requires Adobe Acrobat Professional license not provided by EFI. Also, requires one additional EFI Professional Service Day On-site.						
This version of Fusion Pro is for use with DSF ONLY and is NOT to be sold separately						
7640017453	VDP Products: FusionPro - Activation	$4,000.00	0%	$4,000	"	"
7640017455	Addl FusionPro Desktop Licenses - Activation	$800.00	0%	$800	"	"
ASP Platform with VDP Bundles						
ASP - DSF v5 and XMPie Bundle includes -DSF Platform, Credit Cards, Authentication Package, XMPie and Annual Maintenance for Annual, 3, or 5 years.						
DSF XMPie VDP Bundle requires Item 7640007557 DSF ASP Platform Advanced Implimention Package (52 Hours) also be ordered						
7640017474	ACTIVATION & ANNUAL SUBSCRIPTION: XMPie Bundle (10% disc)	$28,000.00	0%	$28,000	"	"
7640017475	ACTIVATION & 3-YEAR SUBSCRIPTION: XMPie Bundle (20% disc)	$65,000.00	0%	$65,000	"	"
7640017476	ACTIVATION & 5-YEAR SUBSCRIPTION: XMPie Bundle (30% disc)	$97,000.00	0%	$97,000	"	"
ASP - DSF v5 and FusionPro Bundle includes -DSF Platform, Credit Cards, Authentication Package, Fusion Pro and Annual Maintenance for Annual, 3, or 5 years.						
DSF FusionPro VDP Bundle requires Item 7640007557 DSF ASP Platform Advanced Implimention Package (52 Hours) also be ordered						
7640017478	ACTIVATION & ANNUAL SUBSCRIPTION With Activation: FusionPro Bundle (10% disc)	$26,000.00	0%	$26,000	"	"
7640017479	ACTIVATION & 3-YEAR SUBSCRIPTION: FusionPro Bundle (20% disc)	$62,000.00	0%	$62,000	"	"
7640017480	ACTIVATION & 5-YEAR SUBSCRIPTION: FusionPro Bundle (30% disc)	$92,000.00	0%	$92,000	"	"
Scale Activation						
EFI MIS Connector does not include any professional services which may be required. Contact your local EFI rep for assistance.						
7640017456	EFI MIS Connector - Activation	$2.00	0%	$2	"	"
7640017457	Addl Business Locations - Activation (Separate Business Entities)	$2.00	0%	$2	"	"
7640017458	Addl Print Shop Location - Activation	$3,000.00	0%	$3,000	"	"
Maintenance						
DELIVERY: Each DSF Annual Subscription MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640017459	ANNUAL SUBSCRIPTION: DSF Platform (with Pricing)	$12,000.00	0%	$12,000	"	"
7640017436	24/7 Support ADD ON (US only)	$3,500.00	0%	$3,500	"	"
7640017460	ANNUAL SUBSCRIPTION: VDP Products: XMPie	$6,000.00	0%	$6,000	"	"
7640017473	ANNUAL SUBSCRIPTION: XMPie Bundle (10% disc)	$19,250.00	0%	$19,250	"	"
7640017462	ANNUAL MAINTENANCE: Addl XMPie uDirect Standard Licenses	$600.00	0%	$600	"	"
7640017461	ANNUAL SUBSCRIPTION: VDP Products: FusionPro	$5,000.00	0%	$5,000	"	"
7640017477	ANNUAL SUBSCRIPTION: FusionPro Bundle (10% disc)	$17,500.00	0%	$17,500	"	"
7640017463	ANNUAL MAINTENANCE: Addl FusionPro Desktop Licenses	$160.00	0%	$160	"	"
7640017464	ANNUAL SUBSCRIPTION: Credit Cards	$2,000.00	0%	$2,000	"	"
7640017465	ANNUAL SUBSCRIPTION: Authentication Package	$2,000.00	0%	$2,000	"	"
7640017466	ANNUAL SUBSCRIPTION: EFI MIS Connector	$2.00	0%	$2	"	"
External System Connector does not include any professional services which may be required.						
Contact your local EFI rep for assistance.						
7640017467	ANNUAL SUBSCRIPTION: External System Connector	$3,500.00	0%	$3,500	"	"
7640017468	ANNUAL SUBSCRIPTION: Print Shops	$4,000.00	0%	$4,000	"	"
7640017469	ANNUAL SUBSCRIPTION: 20GB Enterprise Storage	$1,000.00	0%	$1,000	"	"
7640017470	ANNUAL SUBSCRIPTION: Business Locations (Separate Business Entities)	$2.00	0%	$2	"	"
Professional Services						
Platform Implementation and Training - Contact you EFI representative for correct Implimentation package required for your configuration						
7640017481	DSF Platform Standard Implementation Package (36 hours)	$8,500.00	0%	$8,500	"	"
7640017482	DSF Platform Advanced Implementation Package (52 hours)	$11,500.00	0%	$11,500	"	"
7640017483	EFI Professional Services: Daily Rate (off site)	$1,500.00	0%	$1,500	"	"
7640017484	EFI Professional Services: 2 Day On site (includes travel)	$5,000.00	0%	$5,000	"	"
7640017485	EFI Professional Services: Daily Rate (additional day on site)	$2,250.00	0%	$2,250	"	"
7640017486	EFI Professional Services: Hourly Rate (off site, min 2 hours)	$200.00	0%	$200	"	"
Customized Professional Services and Annual Maintenance: Customized Professional Services require a custom quote directly from EFI. Support for patches and upgrades for the term of the contract will be outlined in this quotation.						
7640017487	Customized Professional Services	$2.00	0%	$2	"	"
7640017488	ANNUAL MAINTENANCE: Customized Professional Services	$2.00	0%	$2	"	"
Open Text FaxPress Premier Edition						
Hardware						
Shipping: All FaxPress orders MUST include item 7640014075, Shipping Fee for FaxPress Unit: Ground OR item 7640014076, Shipping Fee for FaxPress Unit: Overnight.						
Installation Service: All FaxPress orders MUST include item 764001470, Open Text Fax Appliance Essentials – Base Installation						
Maintenance: All FaxPress Appliances INCLUDE 1 year of standard support.						
7640014025	Premier Fax Appliance 4L - North American Edition	$8,995	0%	$8,995	See below Delivery Charge	See below Installation Charges
7640014029	Premier Fax Appliance 8L - North American Edition	$12,995	0%	$12,995	"	"
7640014033	Premier Fax Appliance 12L - North American Edition	$17,495	0%	$17,495	"	"
7640014037	Premier Fax Appliance 16L - North American Edition	$22,495	0%	$22,495	"	"
Hardware Options						
Shipping: All FaxPress Options orders MUST include item 7640014077, Shipping Fee for FaxPress Accessories: Ground OR item 7640014078, Shipping Fee for FaxPress Accessories: Overnight.						
7640014041	Premier Fax Appliance Analog 4-line Upgrade Kit	$3,995	0%	$3,995	"	"

Exhibit B

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640014042	Premier Fax Appliance Analog 8-line Upgrade Kit	$7,995	0%	$7,995	"	"
7640014043	Open Text Fax Appliance FaxPress Premier Edition Redundant Upgrade Kit	$1,995	0%	$1,995	"	"
Maintenance Options - NEW Units Only						
Advanced Replacement Support can be added to the initial order.						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014026	Advanced Replacement Support New - Premier Fax Appliance 4L - North American Edition - 1 Year	$1,124	0%	$1,124	"	"
7640014030	Advanced Replacement Support New - Premier Fax Appliance 8L - North American Edition - 1 Year	$1,624	0%	$1,624	"	"
7640014034	Advanced Replacement Support New - Premier Fax Appliance 12L - North American Edition- 1 Year	$2,187	0%	$2,187	"	"
7640014038	Advanced Replacement Support New - Premier Fax Appliance 16L - North American Edition - 1 Year	$2,812	0%	$2,812	"	"
Maintenance Renewal (Standard Support)						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014028	Standard Support - Premier Fax Appliance 4L - North American Edition - 1 Year	$1,499	0%	$1,499	"	"
7640014032	Standard Support - Premier Fax Appliance 8L - North American Edition - 1 Year	$2,166	0%	$2,166	"	"
7640014036	Standard Support - Premier Fax Appliance 12L - North American Edition-1 Year	$2,916	0%	$2,916	"	"
7640014040	Standard Support - Premier Fax Appliance 16L - North American Edition - 1 Year	$3,749	0%	$3,749	"	"
Maintenance Renewal (Optional Support)						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014027	Advanced Replacement Support Renewal - Premier Fax Appliance 4L - North American Edition - 1 Year	$1,124	0%	$1,124	"	"
7640014031	Advanced Replacement Support Renewal - Premier Fax Appliance 8L - North American Edition - 1 Year	$1,624	0%	$1,624	"	"
7640014035	Advanced Replacement Support Renewal - Premier Fax Appliance 12L - North American Edition- 1 Year	$2,187	0%	$2,187	"	"
7640014039	Advanced Replacement Support Renewal - Premier Fax Appliance 16L - North American Edition - 1 Year	$2,812	0%	$2,812	"	"
Professional Services						
7640014070	Open Text Fax Appliance Essentials – Base Installation	$995	0%	$995	"	"
7640014068	Implementation/Consulting/Custom Solutions (Open Text Fax Appliance) -After Hours. Implementation services for Fax Appliances after normal business hours or on an expedited basis.	$2,700	0%	$2,700	"	"
7640014066	Add On Modules (After Hours). Services after normal business hours (after 5:00 PM local time on a weekday, or on a Saturday or Sunday).	$400	0%	$400	"	"
7640014065	Add On Modules (Active Directory Integration) Configure Fax Appliance to synchronize with Active Directory for creating and managing user accounts.	$400	0%	$400	"	"
7640014071	Add On Modules (Email Integration). Configure Fax Appliance to integrate either with existing Exchange e-mail server or SMTP Mail Server.	$400	0%	$400	"	"
7640014072	Add On Modules (MFP Module). Configure Fax Appliance MFP Module for connection to one brand of supported MFP device.	$400	0%	$400	"	"
7640014073	Add On Modules (Fax Archiving). Configure Fax Appliance to archive faxes off appliance to a shared network location and connect to a Microsoft Access or Microsoft SQL database to store fax metadata.	$400	0%	$400	"	"
7640014074	Add On Modules (Drop Directory/Drop Fax). Configure Fax Appliance to monitor a Windows shared folder and automate outbound faxing via a text control file.	$400	0%	$400	"	"
7640008116	KMBS Installation Fee for MFP Connectivity: Fax Appliance, FaxPress, and RightFax (Per MFP)	$75.00	0%	$75	"	"
Shipping Fees						
7640014075	Shipping Fee for Fax Unit/Hardware: Ground	$29	0%	$29	"	"
7640014076	Shipping Fee for Fax Unit/Hardware: Overnight	$75	0%	$75	"	"
7640014077	Shipping Fee for Hardware Accessory/Software: Ground	$12	0%	$12	"	"
7640014078	Shipping Fee for Hardware Accessory/Software: Overnight	$25	0%	$25	"	"
					"	"
Open Text FaxPress Enterprise Edition						
Hardware						
Shipping: All FaxPress orders MUST include item 7640014075, Shipping Fee for FaxPress Unit: Ground OR item 7640014076, Shipping Fee for FaxPress Unit: Overnight.						
Installation Service: All FaxPress orders MUST include item 764001470, Open Text Fax Appliance Essentials – Base Installation						
Maintenance: All FaxPress Appliances INCLUDE 1 year of standard support.						
7640014044	FaxPress Enterprise Redundant Fractional T1 8 Channel	$19,200	0%	$19,200	See below Delivery Charge	See below Installation Charges
7640014048	FaxPress Enterprise Redundant Dual Fractional T1 16 Channel	$28,200	0%	$28,200	"	"
7640014056	FaxPress Enterprise Fax Appliance Redundant T1 24 Channels	$34,200	0%	$34,200	"	"
7640014060	FaxPress Enterprise Fax Appliance Redundant T1 48 Channels	$51,600	0%	$51,600	"	"
Hardware Options						
Shipping: All FaxPress Options orders MUST include item 7640014077, Shipping Fee for FaxPress Accessories: Ground OR item 7640014078, Shipping Fee for FaxPress Accessories: Overnight.						
7640014064	Enterprise Fax Appliance T1 Upgrade	$16,995	0%	$16,995	"	"

Exhibit B

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Maintenance Options - NEW Units Only						
Advanced Replacement Support can be added to the initial order.						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014045	Advanced Replacement Support New - Enterprise Fax Appliance Redundant 8 Channel - 1 Year	$2,400	0%	$2,400	"	"
7640014050	Advanced Replacement Support New-Enterprise Fax Appliance Redundant Dual Fractional T1 16 Channel - 1 Year	$3,525	0%	$3,525	"	"
7640014057	Advanced Replacement Support New - Enterprise Fax Appliance Redundant 24 Channel - 1 Year	$4,275	0%	$4,275	"	"
7640014061	Advanced Replacement Support New - Enterprise Fax Appliance Redundant 48 Channel - 1 Year	$6,450	0%	$6,450	"	"
Maintenance Renewal (Standard Support)						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014047	Standard Support - Enterprise Fax Appliance Redundant 8 Channel - 1 Year	$3,200	0%	$3,200	"	"
7640014054	Standard Support - Enterprise Fax Appliance Redundant Dual Fractional T1 16 Channel - 1 Year	$4,700	0%	$4,700	"	"
7640014059	Standard Support - Enterprise Fax Appliance Redundant 24 Channel - 1 Year	$5,700	0%	$5,700	"	"
7640014063	Standard Support - Enterprise Fax Appliance Redundant 48 Channel - 1 Year	$8,600	0%	$8,600	"	"
Maintenance Renewal (Optional Support)						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014046	Advanced Replacement Support Renewal - Enterprise Fax Appliance Redundant 8 Channel - 1 Year	$2,400	0%	$2,400	"	"
7640014052	Advanced Replacement Support Renewal - Enterprise Fax Appliance Redundant Dual Fractional T1 16 Channel - 1 Year	$3,525	0%	$3,525	"	"
7640014058	Advanced Replacement Support Renewal - Enterprise Fax Appliance Redundant 24 Channel - 1 Year	$4,275	0%	$4,275	"	"
7640014062	Advanced Replacement Support Renewal - Enterprise Fax Appliance Redundant 48 Channel - 1 Year	$6,450	0%	$6,450	"	"
Professional Services						
7640014070	Open Text Fax Appliance Essentials – Base Installation	$995	0%	$995	"	"
7640014068	Implementation/Consulting/Custom Solutions (Open Text Fax Appliance) -After Hours. Implementation services for Fax Appliances after normal business hours or on an expedited basis.	$2,700	0%	$2,700	"	"
7640014066	Add On Modules (After Hours). Services after normal business hours (after 5:00 PM local time on a weekday, or on a Saturday or Sunday).	$400	0%	$400	"	"
7640014065	Add On Modules (Active Directory Integration) Configure Fax Appliance to synchronize with Active Directory for creating and managing user accounts.	$400	0%	$400	"	"
7640014071	Add On Modules (Email Integration). Configure Fax Appliance to integrate either with existing Exchange e-mail server or SMTP Mail Server.	$400	0%	$400	"	"
7640014072	Add On Modules (MFP Module). Configure Fax Appliance MFP Module for connection to one brand of supported MFP device.	$400	0%	$400	"	"
7640014073	Add On Modules (Fax Archiving). Configure Fax Appliance to archive faxes off appliance to a shared network location and connect to a Microsoft Access or Microsoft SQL database to store fax metadata.	$400	0%	$400	"	"
7640014074	Add On Modules (Drop Directory/Drop Fax). Configure Fax Appliance to monitor a Windows shared folder and automate outbound faxing via a text control file.	$400	0%	$400	"	"
7640008116	KMBS Installation Fee for MFP Connectivity: Fax Appliance, FaxPress, and RightFax (Per MFP)	$75.00	0%	$75	"	"
Shipping Fees						
7640014075	Shipping Fee for Fax Unit/Hardware: Ground	$29	0%	$29	"	"
7640014076	Shipping Fee for Fax Unit/Hardware: Overnight	$75	0%	$75	"	"
7640014077	Shipping Fee for Hardware Accessory/Software: Ground	$12	0%	$12	"	"
7640014078	Shipping Fee for Hardware Accessory/Software: Overnight	$25	0%	$25	"	"
OpenText RightFax Common Items						
RightFax Servers						
All RightFax Server orders MUST include the optional modules, RightFax Essentials (or equivilant professional services) for installation services AND Annual Support, as specified by OpenText.						
While RightFax Software is delivered electronically, orders for physical media MUST include item 7640014078, overnight shipping fee.						
RightFax Hardware Gateway orders MUST include Standard Support, optional Advanced Replacement Support as specified by OpenText. You MUST add Shipping Fees.						
SCPRFPGBSNA	RightFax 10.5 Business Server	$1,995	0%	$1,995	See below Delivery Charge	See below Installation Charges
SCPRFPGENTA	RightFax 10.5 Enterprise Server	$5,295	0%	$5,295	"	"
RightFax Channels						
7640018054	RightFax Additional Document Delivery Channel - FoIP Enabled	$1,445	0%	$1,445	"	"
7640018057	FoIP Enable an Existing RightFax Document Delivery Channel	$550	0%	$550	"	"
7640018034	RightFax Additional Document Delivery Channel	$895	0%	$895	"	"

Exhibit B

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
RightFax Server Modules						
7640018035	RightFax Connector for Lotus Notes	$1,895	0%	$1,895	"	"
7640018036	RightFax Connector for Microsoft Exchange	$1,895	0%	$1,895	"	"
7640018037	RightFax PDF Module	$1,895	0%	$1,895	"	"
7640018038	RightFax Web Access Module	$1,995	0%	$1,995	"	"
Konica Minolta bEST MFP Connectors for RightFax						
NEW RIGHTFAX SYSTEM: MFP Connectors ordered with a NEW RightFax System, will have the associated Annual Support calculated with the overall Annual Support for the complete RightFax System EXISTING RIGHTFAX SYSTEM: MFP Connectors ordered for an EXISTING RightFax System MUST have the quantity of Annual Support, item SCPSTNDSUPPORTA, as specified by OpenText. You must provide the SUID to OpenText.						
7640004353	Konica Minolta Universal MFP Connector License RightFax. Price is per Connector, 1-9 Connectors	$395	0%	$395	"	"
7640004354	Konica Minolta Universal MFP Connector License RightFax. Price is per Connector, 10-49 Connectors	$295	0%	$295	"	"
7640004355	Konica Minolta Universal MFP Connector License RightFax. Price is per Connector, 50-499 Connectors	$125	0%	$125	"	"
7640004356	Konica Minolta Universal MFP Connector License RightFax. Price is per Connector, 500-5000 Connectors	$75	0%	$75	"	"
RightFax Boardless Fax Solutions						
7640018030	Brooktrout SR-140-2F - 2 Channel FoIP Boardless Fax Solution	$1,099	0%	$1,099	"	"
SCPRF2670004	Brooktrout SR-140-4F - 4 Channel FoIP Boardless Fax Solution	$2,197	0%	$2,197	"	"
SCPRF2670005	Brooktrout SR-140-8F - 8 Channel FoIP Boardless Fax Solution	$4,395	0%	$4,395	"	"
SCPRF2670006	Brooktrout SR-140-12F - 12 Channel FoIP Boardless Fax Solution	$6,592	0%	$6,592	"	"
SCPRF2670007	Brooktrout SR-140-24F - 24 Channel FoIP Boardless Fax Solution	$13,184	0%	$13,184	"	"
RightFax Reconnect						
SCPRF2410003	Reconnect for RightFax Business Server	$1,795	0%	$1,795	"	"
RightFax Support						
Order the Quantity of Standard Support as specified by OpenText as: List Price x Quantity						
SCPSTNDSUPPORTA	Standard Support for RightFax - 1 Year	$1.00	0%	$1	"	"
Hardware - Fax Gateways						
RightFax Hardware Fax Gateways include the first year's Standard Support.						
RightFax Hardware Fax Gateway orders MUST include additional years of Standard Support, optional Advanced Replacement Support as specified by OpenText. You MUST add Shipping Fees.						
Model 304 and 308 Fax Gateways: Use item 7640014078 for overnight shipping.						
Model 904, 908 and 2100 Fax Gateways: Use item 7640014075 for ground shipping or item item 7640014076 for overnight shipping.						
7640018015	Fax Gateway 2100, Modular Fax Gateway, 1 T1/E1/J1 SIP/T.38 - North America Edition	$4,600	0%	$4,600	"	"
SCPFGKPSAC	Fax Gateway 2100, Modular Fax Gateway - Redundant AC power supply	$380	0%	$380	"	"
7640018021	Fax Gateway 304, Analog Fax Gateway, 4 FXO SIP/T.38 - North America Edition	$580	0%	$580	"	"
7640018024	Fax Gateway 308, Analog Fax Gateway, 8 FXO SIP/T.38 - North America Edition	$1,050	0%	$1,050	"	"
Hardware - Fax Gateways Standard Support (New Sale)						
7640018014	Fax Gateway 2100, Modular Fax Gateway, 1 T1/E1/J1 - Standard Support	$767	0%	$767	"	"
SCPFGKPSACM	Fax Gateway 2100, Modular Fax Gateway - Redundant AC power supply - 1 Year Standard Support	$63	0%	$63	"	"
7640018020	Fax Gateway 304, Analog Fax Gateway, 4 FXO SIP/T.38 - Standard Support New Sale	$97	0%	$97	"	"
7640018023	Fax Gateway 308, Analog Fax Gateway, 8 FXO SIP/T.38 - Standard Support New Sale	$175	0%	$175	"	"
Hardware - Fax Gateways Advanced Replacement Support (New Sale)						
7640018031	Next Day Advanced Replacement - 1 year - New Sale	$1.00	0%	$1	"	"
7640018013	Fax Gateway 2100, Modular Fax Gateway, 1 T1/E1/J1 SIP/T.38 - Advanced Replacement New Sale- 1 Year	$575	0%	$575	"	"
SCPFGKPSACA	Fax Gateway 2100, Modular Fax Gateway - Redundant AC power supply - 1 Year Advanced Replacement Support	$48	0%	$48	"	"
7640018019	Fax Gateway 304, Analog Fax Gateway, 4 FXO SIP/T.38 - Advanced Replacement New Sale- 1 Year	$73	0%	$73	"	"
7640018022	Fax Gateway 308, Analog Fax Gateway, 8 FXO SIP/T.38 - Advanced Replacement New Sale- 1 Year	$131	0%	$131	"	"
Hardware - Fax Gateways Standard Support (Renewal)						
SCPFG2100D1MR	Fax Gateway 2100, Modular Fax Gateway, 1 T1/E1/J1 - Standard Support Renewal	$767	0%	$767	"	"
SCPFGKPSACMR	Fax Gateway 2100, Modular Fax Gateway - Redundant AC power supply - 1 Year Standard Support Renewal	$63	0%	$63	"	"
SCPFG304A4MR	Fax Gateway 304, Analog Fax Gateway, 4 FXO SIP/T.38 - Standard Support Renewal	$97	0%	$97	"	"
SCPFG308A8MR	Fax Gateway 308, Analog Fax Gateway, 8 FXO SIP/T.38 - Standard Support Renewal	$175	0%	$175	"	"
SCPFGVM4FXOMR	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXO - 1 Year Standard Support Renewal	$63	0%	$63	"	"
Hardware - Fax Gateways Advanced Replacement Support (Renewal)						
SCPRFCPAdvReplA	Advanced Replacement - 1 year – Renewal	$1.00	0%	$1	"	"
SCPFG2100D1HR	Fax Gateway 2100, Modular Fax Gateway, 1 T1/E1/J1 SIP/T.38 - Advanced Replacement Renewal - 1 Year	$575	0%	$575	"	"
SCPFGKPSACAR	Fax Gateway 2100, Modular Fax Gateway - Redundant AC power supply - 1 Year Advanced Replacement Support Renewal	$48	0%	$48	"	"
SCPFG304A4HR	Fax Gateway 304, Analog Fax Gateway, 4 FXO SIP/T.38 - Advanced Replacement Renewal - 1 Year	$73	0%	$73	"	"

Exhibit B

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
SCPFG308A8HR	Fax Gateway 308, Analog Fax Gateway, 8 FXO SIP/T.38 - Advanced Replacement Renewal - 1 Year	$131	0%	$131	"	"
Professional Services						
7640018005	Implementation/Consulting/Custom Solutions - RightFax	$1,800	0%	$1,800	"	"
PRFSERVICEA	Implementation/Consulting - RightFax	$250	0%	$250	"	"
7640018006	RightFax Essentials – Base Installation	$1,395	0%	$1,395	"	"
7640018007	RightFax Prepaid Consulting	$1,000	0%	$1,000	"	"
PRFSERVICEE1	RightFax Essentials	$2,000	0%	$2,000	"	"
PRFSERVICEE2	RightFax Essentials - Extended	$4,000	0%	$4,000	"	"
7640018008	RightFax Essentials – Add On Module (Intermediate Training)	$400	0%	$400	"	"
7640018009	RightFax Essentials – Add On Modules (Email Integration)	$400	0%	$400	"	"
7640018010	RightFax Essentials – Add On Modules (MFP Module)	$400	0%	$400	"	"
7640018011	RightFax Essentials – Add On Modules (RightFax Sync Module)	$400	0%	$400	"	"
PRFSERVICET	Implementation/Consulting/Custom Solutions -RightFax - Including Travel - Normal Business Hours	$325	0%	$325	"	"
7640018012	RightFax Essentials – Add On Modules (RightFax Web Access)	$400	0%	$400	"	"
7640008116	KMBS Installation Fee for MFP Connectivity: Fax Appliance, FaxPress, and RightFax (Per MFP)	$75.00	0%	$75	"	"
Shipping Fees						
7640014075	Shipping Fee for Fax Unit/Hardware: Ground	$29	0%	$29	"	"
7640014076	Shipping Fee for Fax Unit/Hardware: Overnight	$75	0%	$75	"	"
7640014077	Shipping Fee for Hardware Accessory/Software: Ground	$12	0%	$12	"	"
7640014078	Shipping Fee for Hardware Accessory/Software: Overnight	$25	0%	$25	"	"

OpenText RightFax Advanced Items

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
RightFax Servers - Advanced						
All items on this page must be specifed and quoted by OpenText.						
SCPRFPG2420004	RightFax Enterprise Server to RightFax Enterprise Suite	$4,995	0%	$4,995	See below Delivery Charge	See below Installation Charges
SCPRFPG2420005	RightFax Enterprise Server to RightFax Enterprise Integration	$14,995	0%	$14,995	"	"
SCPRFPG2420006	RightFax Enterprise Suite to RightFax Enterprise Integration	$11,995	0%	$11,995	"	"
SCPRFPGENTINTA	RightFax 10.5 Enterprise Integration Server	$19,995	0%	$19,995	"	"
SCPRFPGENTSTEA	RightFax 10.5 Enterprise Suite	$9,495	0%	$9,495	"	"
RightFax Servers Redundant - Advanced						
SCPRFPG2420008	RightFax Business Server to RightFax Enterprise Server - Redundant	$1,748	0%	$1,748	"	"
SCPRFPG2420009	RightFax Business Server to RightFax Enterprise Suite - Redundant	$3,748	0%	$3,748	"	"
SCPRFPG2420010	RightFax Business Server to RightFax Enterprise Integration Server - Redundant	$8,748	0%	$8,748	"	"
SCPRFPGBSNRA	RightFax 10.5 Business Server - Redundant	$998	0%	$998	"	"
SCPRFPGENTRA	RightFax 10.5 Enterprise Server - Redundant	$2,648	0%	$2,648	"	"
SCPRFPGENTINTRA	RightFax 10.5 Enterprise Integration Server - Redundant	$9,998	0%	$9,998	"	"
SCPRFPGENTSTERA	RightFax 10.5 Enterprise Suite - Redundant	$4,748	0%	$4,748	"	"
RightFax Server Modules - Advanced						
SCPRF2450003	RightFax FileNet Connector	$8,995	0%	$8,995	"	"
SCPRF3000020	RightFax eDocs Connector	$4,995	0%	$4,995	"	"
SCPRF28000019	RightFax Searchable PDF Module	$600	0%	$600	"	"
SCPRF280004000	RightFax Bar Code Routing Module	$1,895	0%	$1,895	"	"
SCPRFFNFC	FileNet Fax Server Migration Program	$2,995	0%	$2,995	"	"
SCPRFPG0020173	RightFax SecureDocs Module	$1,895	0%	$1,895	"	"
7640018039	RightFax Integration Module	$9,495	0%	$9,495	"	"
7640018040	RightFax Connector for SAP	$8,495	0%	$8,495	"	"
7640018041	RightFax Business Integration Module	$2,995	0%	$2,995	"	"
7640018042	RightFax Shared Services Module	$1,895	0%	$1,895	"	"
7640018043	RightFax XML Generator Module	$1,895	0%	$1,895	"	"
7640018066	RightFax PDF Module and Searchable PDF Module	$2,495	0%	$2,495	"	"
7640018069	RightFax SMTP Connector for MFPs, 10-49 MFPs	$295	0%	$295	"	"
7640018068	RightFax SMTP Connector for MFPs, 1-9 MFPs	$395	0%	$395	"	"
7640018071	RightFax SMTP Connector for MFPs, 500+ MFPs	$75	0%	$75	"	"
7640018070	RightFax SMTP Connector for MFPs, 50-499 MFPs	$125	0%	$125	"	"
RightFax Server Modules Redundant - Advanced						
SCPRF2450006	RightFax FileNet Connector - Redundant	$4,498	0%	$4,498	"	"
SCPRF3000020R	RightFax eDocs Connector - Redundant	$8,995	0%	$8,995	"	"
SCPRF28000019R	RightFax Searchable PDF Module - Redundant	$300	0%	$300	"	"
SCPRF280004000R	RightFax Bar Code Routing Module - Redundant	$948	0%	$948	"	"
SCPRFPG0020173R	RightFax SecureDocs Module - Redundant	$948	0%	$948	"	"
7640018044	Additional Document Delivery Channel - Redundant	$448	0%	$448	"	"
7640018045	RightFax Connector for Lotus Notes - Redundant	$948	0%	$948	"	"
7640018046	RightFax Connector for Microsoft Exchange - Redundant	$948	0%	$948	"	"
7640018047	RightFax PDF Module - Redundant	$948	0%	$948	"	"
7640018048	RightFax Web Access Module - Redundant	$998	0%	$998	"	"

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640018049	RightFax Integration Module - Redundant	$4,748	0%	$4,748	"	"
7640018050	RightFax Connector for SAP - Redundant	$4,248	0%	$4,248	"	"
7640018051	RightFax Business Integration Module - Redundant	$1,498	0%	$1,498	"	"
7640018052	RightFax Shared Services Module - Redundant	$948	0%	$948	"	"
7640018053	RightFax XML Generator - Redundant	$948	0%	$948	"	"
7640018056	RightFax Additional Document Delivery Channel - FoIP Enabled - Redundant	$723	0%	$723	"	"
7640018058	FoIP Enable an Existing RightFax Document Delivery Channel - Redundant	$275	0%	$275	"	"
7640018067	RightFax PDF Module and Searchable PDF Module - Redundant	$1,248	0%	$1,248	"	"
7640018072	RightFax SMTP Connector for MFPs, Redundant Edition	$0.01	0%	$0	"	"
RightFax Server Upgrade - Advanced					"	"
SCPRF2420015	Upgrade from Redundant to Production System	$1.00	0%	$1	"	"
RightFax Server Reconnect - Advanced						
SCPRF2410004	Reconnect for RightFax, Enterprise Edition	$4,745	0%	$4,745	"	"
SCPRF2410005	Reconnect for RightFax Enterprise Suite	$8,545	0%	$8,545	"	"
SCPRF2410006	Reconnect for RightFax Enterprise Integration Edition	$17,995	0%	$17,995	"	"
RightFax Support - Advanced						
7640018032	Premier Basic Support for RightFax - 1 Year	$30,000	0%	$30,000	"	"
7640018033	Extended 24X7 Support for RightFax - 1 Year	$5,000	0%	$5,000	"	"
RightFax Boardless Fax Solutions - Advanced						
SCPRF2670008	Brooktrout SR-140-30F - 30 Channel FoIP Boardless Fax Solution	$16,480	0%	$16,480	"	"
SCPRF2670009	Brooktrout SR-140-48F - 48 Channel FoIP Boardless Fax Solution	$26,368	0%	$26,368	"	"
RightFax Boardless Fax Solutions Redundant - Advanced						
SCPRF2670014	Brooktrout SR-140-2F - 2 Channel FoIP Boardless Fax Solution - Redundant	$550	0%	$550	"	"
SCPRF2670015	Brooktrout SR-140-4F - 4 Channel FoIP Boardless Fax Solution - Redundant	$1,099	0%	$1,099	"	"
SCPRF2670016	Brooktrout SR-140-8F - 8 Channel FoIP Boardless Fax Solution - Redundant	$2,198	0%	$2,198	"	"
SCPRF2670017	Brooktrout SR-140-12F - 12 Channel FoIP Boardless Fax Solution - Redundant	$3,296	0%	$3,296	"	"
SCPRF2670018	Brooktrout SR-140-24F - 24 Channel FoIP Boardless Fax Solution - Redundant	$6,592	0%	$6,592	"	"
SCPRF2670019	Brooktrout SR-140-30F - 30 Channel FoIP Boardless Fax Solution - Redundant	$8,240	0%	$8,240	"	"
SCPRF2670020	Brooktrout SR-140-48F - 48 Channel FoIP Boardless Fax Solution - Redundant	$13,184	0%	$13,184	"	"
SCPRF2670021	Brooktrout SR-140-60F - 60 Channel FoIP Boardless Fax Solution - Redundant	$16,480	0%	$16,480	"	"
RightFax Boardless Fax Solutions Upgrade - Advanced						
SCPRF2690001	Upgrade SR-140-2F - Redundant to Production	$604	0%	$604	"	"
SCPRF2690002	Upgrade SR-140-4F - Redundant to Production	$1,280	0%	$1,280	"	"
SCPRF2690003	Upgrade SR-140-8F - Redundant to Production	$2,417	0%	$2,417	"	"
SCPRF2690004	Upgrade SR-140-12F - Redundant to Production	$3,626	0%	$3,626	"	"
SCPRF2690005	Upgrade SR-140-24F - Redundant to Production	$7,251.00	0%	$7,251	"	"
SCPRF2690006	Upgrade SR-140-30F - Redundant to Production	$9,064	0%	$9,064	"	"
SCPRF2690007	Upgrade SR-140-48F - Redundant to Production	$14,502	0%	$14,502	"	"
SCPRF2690008	Upgrade SR-140-60F - Redundant to Production	$18,128	0%	$18,128	"	"
RightFax Fax Gateways - Advanced						
Model 904, 908 and 2100 Fax Gateways: Use item 7640014075 for ground shipping or item 7640014076 for overnight shipping.					"	"
SCPFG10R11X	Fax Gateway Model 304 and 308 Rack Mount Shelf	$15.00	0%	$15	"	"
7640018016	Fax Gateway 2100, Modular Fax Gateway, 2 T1/E1/J1 SIP/T.38 - North America Edition	$6,300	0%	$6,300	"	"
SCPFG2100D4N	Fax Gateway 2100, Modular Fax Gateway, 4 T1/E1/J1 SIP/T.38 - North America Edition	$11,000	0%	$11,000	"	"
SCPFGVM1SPAN	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Single T1/E1/J1	$2,750	0%	$2,750	"	"
SCPFGVM2SPAN	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Dual T1/E1/J1	$4,470	0%	$4,470	"	"
SCPFGVM4FXO	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXO	$380.00	0%	$380	"	"
SCPFGAVQFXS	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXS	$295	0%	$295	"	"
RightFax Fax Gateways: Standard Support (New Sale) - Advanced						
SCPFG2100D2M	Fax Gateway 2100, Modular Fax Gateway, 2 T1/E1/J1 - Standard Support New Sale	$1,050	0%	$1,050	"	"
7640018018	Fax Gateway 2100, Modular Fax Gateway, 4 T1/E1/J1 SIP/T.38 - Standard Support New Sale	$1,833	0%	$1,833	"	"
SCPFGVM1SPANM	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Single T1/E1/J1- 1 Year Standard Support	$458	0%	$458	"	"
SCPFGVM2SPANM	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Dual T1/E1/J1 - 1 Year Standard Support	$745	0%	$745	"	"
SCPFGVM4FXOM	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXO - 1 Year Standard Support	$63	0%	$63	"	"
SCPFGAVQFXSM	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXS - 1 Year Standard Support	$49	0%	$49	"	"
RightFax Fax Gateways: Advanced Replacement (New Sale) - Advanced						
SCPFG2100D2H	Fax Gateway 2100, Modular Fax Gateway, 2 T1/E1/J1 SIP/T.38 - Advanced Replacement New Sale - 1 Year	$788	0%	$788	"	"
7640018017	Fax Gateway 2100, Modular Fax Gateway, 4 T1/E1/J1 SIP/T.38 - Advanced Replacement New Sale- 1 Year	$1,375	0%	$1,375	"	"
SCPFGVM1SPANA	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Single T1/E1/J1 - 1 Year Advanced Replacement Support	$344	0%	$344	"	"
SCPFGVM2SPANA	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Dual T1/E1/J1 - 1 Year Advanced Replacement Support	$559	0%	$559	"	"

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
SCPFGVM4FXOA	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXO - 1 Year Advanced Replacement Support	$48	0%	$48	"	"
SCPFGAVQFXSA	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXS - 1 Year Advanced Replacement Support	$37	0%	$37	"	"
RightFax Fax Gateways: Standard Support (Renewal) - Advanced						
SCPFG2100D2MR	Fax Gateway 2100, Modular Fax Gateway, 2 T1/E1/J1 - Standard Support Renewal	$1,050	0%	$1,050	"	"
SCPFG2100D4MR	Fax Gateway 2100, Modular Fax Gateway, 4 T1/E1/J1 SIP/T.38 - Standard Support Renewal	$1,833	0%	$1,833	"	"
SCPFGVM1SPANMR	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Single T1/E1/J1- 1 Year Standard Support - Renewal	$458	0%	$458	"	"
SCPFGVM2SPANMR	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Dual T1/E1/J1 - 1 Year Standard Support Renewal	$745	0%	$745	"	"
SCPFGVM4FXOMR	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXO - 1 Year Standard Support Renewal	$63	0%	$63	"	"
SCPFGAVQFXSMR	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXS - 1 Year Standard Support Renewal	$49	0%	$49	"	"
RightFax Fax Gateways: Advanced Replacement (Renewal) - Advanced						
SCPFG2100D2HR	Fax Gateway 2100, Modular Fax Gateway, 2 T1/E1/J1 SIP/T.38 - Advanced Replacement Renewal - 1 Year	$788	0%	$788	"	"
SCPFG2100D4HR	Fax Gateway 2100, Modular Fax Gateway, 4 T1/E1/J1 SIP/T.38 - Advanced Replacement Renewal - 1 Year	$1,375	0%	$1,375	"	"
SCPFGVM1SPANAR	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Single T1/E1/J1 - 1 Year Advanced Replacement Support Renewal	$344	0%	$344	"	"
SCPFGVM2SPANAR	Fax Gateway 2100, Modular Fax Gateway Digital Voice Module - Additional Dual T1/E1/J1 - 1 Year Advanced Replacement Support Renewal	$559	0%	$559	"	"
SCPFGVM4FXOAR	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXO - 1 Year Advanced Replacement Support Renewal	$48	0%	$48	"	"
SCPFGAVQFXSAR	Fax Gateway 2100, Modular Fax Gateway Analog Voice Module - Quad FXS - 1 Year Advanced Replacement Support Renewal	$37	0%	$37	"	"
Professional Services						
PRFSERVICE7A	Implementation/Consulting - RightFax After Hours	$375	0%	$375	"	"
PRFSERVICE7T	Implementation/Consulting - RightFax - Including Travel	$325	0%	$325	"	"
PRFSERVICEC	Custom Solutions Development- RightFax	$225	0%	$225	"	"
PRFSERVICECONSULT7	RightFax Prepaid Consulting - After Hours	$1,500	0%	$1,500	"	"
PRFSERVICECSC	Content Server Connector/Integration Service	$1.00	0%	$1	"	"
PRFSERVICEHEALTH	RightFax System Review and Infrastructure Assessment	$3,495	0%	$3,495	"	"
PRFSERVICETA	Implementation/Consulting/Custom Solutions -RightFax - Including Travel - Outside Business Hours	$325	0%	$325	"	"
PRFTRAVEL	Billable Travel and Expenses - RightFax Edition	$1.00	0%	$1	"	"
Shipping Fees						
7640014075	Shipping Fee for Fax Unit/Hardware: Ground	$29	0%	$29	"	"
7640014076	Shipping Fee for Fax Unit/Hardware: Overnight	$75	0%	$75	"	"
7640014077	Shipping Fee for Hardware Accessory/Software: Ground	$12	0%	$12	"	"
7640014078	Shipping Fee for Hardware Accessory/Software: Overnight	$25	0%	$25	"	"

OpenText Fax Appliance

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Hardware						
Shipping: All Fax Appliance orders MUST include item 7640014075, Shipping Fee for Fax Unit/Hardware Unit: Ground OR item 7640014076, Shipping Fee for Fax Unit/Hardware: Overnight.						
Installation Service: All Fax Appliance orders MUST include item PFASERVICE, OpenText Fax Appliance Essentials – Base Installation Maintenance: All Fax Appliances INCLUDE 1 year of standard support by OpenText.						
SCPFAPG2LINE	Fax Appliance, Analog Edition A102 (2 Line)	$2,995	0%	$2,995	See below Delivery Charge	See below Installation Charges
SCPFAPG4LINE	Fax Appliance, Analog Edition A104 (4 Line)	$3,995	0%	$3,995	"	"
Standard Support - NEW Units Only						
Advanced Replacement Support can be added to the initial order.						
New Fax Appliance units INCLUDE 1 year of Standard Support. For new orders, each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support - New Units.						
SCPFAPG2LINEM	Fax Appliance, Analog Edition A102 (2 Line) - Standard Support - New System	$499	0%	$499	"	"
SCPFAPG4LINEM	Fax Appliance, Analog Edition A104 (4 Line) - Standard Support - New Sale	$666	0%	$666	"	"
Optional Support - NEW Units Only						
New Fax Appliance units INCLUDE 1 year of Standard Support. For new orders, each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support - New Units.						
SCPFAPG2LINEA	Fax Appliance, Analog Edition A102 (2 Line) - Advanced Replacement Support	$374	0%	$374	"	"
SCPFAPG4LINEA	Fax Appliance, Analog Edition A104 (4 Line) - Advanced Replacement Support	$499	0%	$499	"	"
Standard Support - Renewals						
Advanced Replacement Support can be added to the initial order.						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal.						
SCPFAPG2LINEMR	Fax Appliance, Analog Edition A102 (2 Line) - Standard Support - Renewal	$499	0%	$499	"	"
SCPFAPG4LINEMR	Fax Appliance, Analog Edition A104 (4 Line) - Standard Support - Renewal	$666	0%	$666	"	"

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Optional Support - Renewals						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal.						
SCPFAPG2LINEAR	Fax Appliance, Analog Edition A102 (2 Line) - Advanced Replacement Support Renewal	$374	0%	$374	"	"
SCPFAPG4LINEAR	Fax Appliance, Analog Edition A104 (4 Line) - Advanced Replacement Support Renewal	$499	0%	$499	"	"
Professional Services						
PFASERVICE	OpenText Fax Appliance Essentials	$495.00	0%	$495	"	"
7640008116	KMBS Installation Fee for MFP Connectivity: Fax Appliance, FaxPress, and RightFax (Per MFP)	$75.00	0%	$75	"	"
Shipping Fees						
7640014075	Shipping Fee for Fax Unit/Hardware: Ground	$29.00	0%	$29	"	"
7640014076	Shipping Fee for Fax Unit/Hardware: Overnight	$75.00	0%	$75	"	"
	Open Text FaxPress Desktop Edition RENEWALS ONLY					
Maintenance Renewal (Standard Support)						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640015263	Standard Support Renewal/Reconnect for Fax Appliance, Desktop Edition 2L	$665	0%	$665	See below Delivery Charge	See below Installation Charges
7640015264	Standard Support Renewal/Reconnect for Fax Appliance, Desktop Edition 4L	$999	0%	$999	"	"
Maintenance Renewal (Optional Support)						
Each additional year of Advanced Replacement Support Renewal MUST include 1 year of Standard Support Renewal. New FaxPress units include 1 year of Standard Support.						
7640014019	Desktop Fax Appliance 2L Advanced Replacement Support Renewal - 1 Year	$499	0%	$499	"	"
7640014023	Desktop Fax Appliance 4L Advanced Replacement Support Renewal - 1 Year	$749	0%	$749	"	"
	Printgroove					
Software						
A "Software Maintenance and Support Contract " is required for all PrintGroove Orders						
DELIVERY: The INITIAL Order for PrintGroove must have a server included, and MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
DELIVERY: "ADD-ON" Orders for PrintGroove will be licensed from a CD, and MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
It is required that the appropriate Annual Maintenance and Support Item # be included with each of these modules.						
A0D30Y0	Printgroove v2 POD Queue - Includes 5 Concurrent User Licenses and 5 MFPs	$2,500.00	0%	$2,500	See below Delivery Charge	See below Installation Charges
A0X40Y1	Printgroove v2 POD Ready Module	$3,500.00	0%	$3,500	"	"
7640003087	Printgroove POD Activation Kit - Activation and Dongle Kit for building PG Server	$3,500.00	0%	$3,500	"	"
Add -On Modules						
A0EG0Y1	PG POD Serve Additional external100 Users	$1,200.00	0%	$1,200	"	"
A0EG0Y2	PG POD Serve Additional external 200 Users	$1,800.00	0%	$1,800	"	"
A0EG0Y3	PG POD Serve Additional external 1000 Users	$3,500.00	0%	$3,500	"	"
A0EG0Y4	PG POD Serve Additional internal 10 User	$1,200.00	0%	$1,200	"	"
A0EG0Y5	PG POD Serve Additional internal 20 Users	$1,800.00	0%	$1,800	"	"
A0EG0Y6	PG POD Serve Additional internal 50 Users	$3,500.00	0%	$3,500	"	"
A0EH0Y6	PG POD Guide Additional 10 internal Users	$1,200.00	0%	$1,200	"	"
A0EH0Y7	PG POD Guide Additional 20 Internal Users	$1,800.00	0%	$1,800	"	"
A0EH0Y8	PG POD Guide Additional 50 Internal Users	$3,500.00	0%	$3,500	"	"
A0EH0Y1	Advanced Workflow - 5 Pack	$2,400.00	0%	$2,400	"	"
A0EH0Y2	Advanced Workflow - 10 Pack	$3,800.00	0%	$3,800	"	"
A0EH0Y3	Advanced Workflow - 25 Pack	$7,000.00	0%	$7,000	"	"
A0EH0Y4	Advanced Workflow - 50 Pack	$11,800.00	0%	$11,800	"	"
A0EH0Y5	Advanced Workflow - 100 Pack	$20,000.00	0%	$20,000	"	"
A0D30Y1	PG POD Queue 1 Additional MFP License - Support for 1 Additional MFP for regular or cluster printing	$1,200.00	0%	$1,200	"	"
A0D30Y2	PG POD Queue Cluster Printing Option - MFP Clustering	$1,200.00	0%	$1,200	"	"
Hardware						
708320	PG POD Tower Server - PG POD Server Hardware	$3,500.00	0%	$3,500	"	"
708324	PG POD Rack Server - PG POD Server Hardware	$4,500.00	0%	$4,500	"	"
Maintenance						
7640003102	1 MO Software Maintenance for Printgroove POD Serve Module	$83.00	0%	$83	"	"
7640003103	1 MO Software Maintenance for Printgroove POD Guide Module	$83.00	0%	$83	"	"
7640003104	1 MO Software Maintenance for Printgroove POD Queue Module	$42.00	0%	$42	"	"
7640007941	1 MO Software Maintenance for Printgroove POD Ready Module	$58.00	0%	$58	"	"
Printgroove Serve Add-ons						
7640003105	1 MO Software Maintenance for PG POD Serve Additional External 100 Users	$20.00	0%	$20	"	"
7640003106	1 MO Software Maintenance for PG POD Serve Additional External 200 Users	$30.00	0%	$30	"	"
7640003107	1 MO Software Maintenance for PG POD Serve Additional External 1000 Users	$58.00	0%	$58	"	"

Exhibit B

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640003108	1 MO Software Maintenance for PG POD Serve Additional Internal 10 Users	$20.00	0%	$20	"	"
7640003109	1 MO Software Maintenance for PG POD Serve Additional Internal 20 Users	$30.00	0%	$30	"	"
7640003110	1 MO Software Maintenance for PG POD Serve Additional Internal 50 Users	$58.00	0%	$58	"	"
Printgroove Guide Add-ons						
7640003111	1 MO Software Maintenance for PG POD Guide Additional Internal 10 Users	$20.00	0%	$20	"	"
7640003112	1 MO Software Maintenance for PG POD Guide Additional Internal 20 Users	$30.00	0%	$30	"	"
7640003113	1 MO Software Maintenance for PG POD Guide Additional Internal 50 Users	$58.00	0%	$58	"	"
7640003114	1 MO Software Maintenance for Advanced Workflow - 5 Pack	$40.00	0%	$40	"	"
7640003115	1 MO Software Maintenance for Advanced Workflow - 10 Pack	$63.00	0%	$63	"	"
7640003116	1 MO Software Maintenance for Advanced Workflow - 25 Pack	$117.00	0%	$117	"	"
7640003117	1 MO Software Maintenance for Advanced Workflow - 50 Pack	$197.00	0%	$197	"	"
7640003118	1 MO Software Maintenance for Advanced Workflow -100 Pack	$333.00	0%	$333	"	"
7640008422	1 MO Software Maintenance for Print for Pay Package option	$58.00	0%	$58	"	"
Printgroove Queue Add-ons						
7640003119	1 MO Software Maintenance for PG POD Queue 1 Additional MFP License	$20.00	0%	$20	"	"
7640003120	1 MO Software Maintenance for PG POD Queue Cluster Printing Option	$20.00	0%	$20	"	"
Integration & Training						
7640002970	Printgroove Basic Integration and End-User Training - One Hour	$200.00	0%	$200	"	"
7640006606	Printgroove Advanced Integration and End User Training - One Hour	$200.00	0%	$200	"	"
	NSi AutoStore 6 Express					
	At the time of purchase, ALL AutoStore Express software and software options orders must include the corresponding Annual Maintenance AND 1 Unit of AutoStore Express Remote Installation Services for Express, item # 7640016770, for every 10 MFPs licensed for AutoStore Express AND on-site MFP configuration/integration by KMBS personnel, item #7640012637, AutoStore MFP Configuration, Integration, and End-User Training by KMBS: 1 Hour, times the number of hours estimated. (NSi performs all software integration and training.)					
	Each NSi AutoStore 6 Express Device License includes 3 AutoStore Express Desktop Licenses.					
60NUAX54PA01S3	NSI AutoStore Express bizhub Automation Bundle w/o RIS and 3 years Maintenance (1-9 MFPs). This bundle includes the following items: 7640016701 NSi AutoStore 6 Express Device License (1 Device License) and 7640016706 NSi AutoStore 6 Express Device License (1 Device License) Maintenance for 3 years.	$1,471.00	0%	$1,471		
60NUAX54PA01S4	NSI AutoStore Express bizhub Automation Bundle w/o RIS and 4 years Maintenance (1-9 MFPs). This bundle includes the following items: 7640016701 NSi AutoStore 6 Express Device License (1 Device License) and 7640016706 NSi AutoStore 6 Express Device License (1 Device License) Maintenance for 4 years.	$1,655.00	0%	$1,655		
7640016701	NSi AutoStore 6 Express Device License (1 Device License)	$919.00	0%	$919		
7640016702	NSi AutoStore 6 Express Device License (10 Device License Pack)	$7,536.00	0%	$7,536		
7640016703	NSi AutoStore 6 Express Device License (25 Device License Pack)	$18,380.00	0%	$18,380		
7640016704	NSi AutoStore 6 Express Device License (50 Device License Pack)	$35,841.00	0%	$35,841		
7640016705	NSi AutoStore 6 Express Device License (100 Device License Pack)	$68,925.00	0%	$68,925		
Maintenance: NSi AutoStore Express Device Connector						
Annual Maintenance must be included with each corresponding software item.						
7640016706	NSi AutoStore 6 Express Device License (1 Device License) Maintenance	$184.00	0%	$184		
7640016707	NSi AutoStore 6 Express Device License (10 Device License Pack) Maintenance	$1,507.00	0%	$1,507		
7640016708	NSi AutoStore 6 Express Device License (25 Device License Pack) Maintenance	$3,676.00	0%	$3,676		
7640016709	NSi AutoStore 6 Express Device License (50 Device License Pack) Maintenance	$7,168.00	0%	$7,168		
7640016710	NSi AutoStore 6 Express Device License (100 Device License Pack) Maintenance	$13,785.00	0%	$13,785		
Software: NSi AutoStore Express Option						
Annual Maintenance must be included with each corresponding software item.						
7640016762	NSi AutoStore 6 Express Two Dimensional Barcode Add-On for AutoStore Express	$249.00	0%	$249		
Maintenance: NSi AutoStore Express Option						
Annual Maintenance must be included with each corresponding software item.						
7640016763	NSi AutoStore 6 Express Two Dimensional Barcode Add-On for AutoStore Express Maintenance	$50.00	0%	$50		
Software: NSi AutoStore Express Desktop Bundle						
7640016747	NSi AutoStore 6 Express Desktop Bundle License (20 User Licenses)	$919.00	0%	$919		
7640016748	NSi AutoStore 6 Express Desktop Bundle License (Pack of 10) (200 User Licenses)	$7,536.00	0%	$7,536		
7640016749	NSi AutoStore 6 Express Desktop Bundle License (Pack of 25) (500 User Licenses)	$18,380.00	0%	$18,380		
7640016750	NSi AutoStore 6 Express Desktop Bundle License (Pack of 50) (1,000 User Licenses)	$35,841.00	0%	$35,841		
7640016751	NSi AutoStore 6 Express Desktop Bundle License (Pack of 100) (2,000 User Licenses)	$68,925.00	0%	$68,925		
Maintenance: NSi AutoStore Express Desktop Bundle						
7640016752	NSi AutoStore 6 Express Desktop Bundle License (20 User Licenses) Maintenance	$184.00	0%	$184		
7640016753	NSi AutoStore 6 Express Desktop Bundle License (Pack of 10) (200 User Licenses) Maintenance	$1,507.00	0%	$1,507		
7640016754	NSi AutoStore 6 Express Desktop Bundle License (Pack of 25) (500 User Licenses) Maintenance	$3,676.00	0%	$3,676		
7640016755	NSi AutoStore 6 Express Desktop Bundle License (Pack of 50) (1,000 User Licenses) Maintenance	$7,168.00	0%	$7,168		

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016756	NSi AutoStore 6 Express Desktop Bundle License (Pack of 100) (2,000 User Licenses) Maintenance	$13,785.00	0%	$13,785		
Software Upgrade						
7640016765	NSi AutoStore 6 Express License Conversion	$249.00	0%	$249		
7640016766	NSi AutoStore 6 Express Device License Upgrade to AutoStore Workflow	$462.00	0%	$462		
7640016769	NSi AutoStore 6 Express Desktop Bundle License Upgrade to AutoStore Workflow	$462.00	0%	$462		
Professional Services						
(1) 1 unit of AutoStore Express Remote Installation and Configuration Services, item # 7640016770, must be purchased at the time of order, for every 10 MFPs licensed for AutoStore Express.						
(2) The only exception is when AutoStore Express Advanced Professional Services Components are purchased, as the RIS is included in the price of the Advanced Professional Services Component.						
(3) The final determination for all Professional Services is made by NSi, per the RIS/Site Survey Document.						
(4) On-site MFP configuration/integration by KMBS personnel will require the purchase of item #7649912637, AutoStore MFP Configuration/Integration and End-User Training by KMBS: 1 Hour, times the number of hours estimated. (NSi performs all software integration and training.)						
7640016770	NSi AutoStore 6 Express Remote Installation and Configuration Services	$625.00	0%	$625		
7640012637	AutoStore MFP Configuration, Integration, and End-User Training by KMBS: 1 Hour	$200.00	0%	$200		
NSi AutoStore 6 Express Advanced Options						
IMPORTANT: All items on this page require a completed RIS Site Survey Document and MUST be reviewed by your BIS Regional Solutions Consultant.						
Software: NSi AutoStore Express Professional Services Components						
7640016893	NSi AutoStore 6 Express Advanced Bates Stamp	$3,500.00	0%	$3,500		
7640016894	NSi AutoStore 6 Express Advanced Splitter	$3,500.00	0%	$3,500		
7640016895	NSi AutoStore 6 Express ANSI 810 Converter	$3,500.00	0%	$3,500		
7640016896	NSi AutoStore 6 Express ASCII Client for SMARTicket	$3,500.00	0%	$3,500		
7640016897	NSi AutoStore 6 Express Command Line Execution	$1,800.00	0%	$1,800		
7640016898	NSi AutoStore 6 Express Documentation Orientation Corrector	$1,800.00	0%	$1,800		
7640016899	NSi AutoStore 6 Express Conditional Workflow	$3,500.00	0%	$3,500		
7640016900	NSi AutoStore 6 Express Desktop Print Connect	$3,000.00	0%	$3,000		
7640016901	NSi AutoStore 6 Express Equitrac Integration	$3,500.00	0%	$3,500		
7640016902	NSi AutoStore 6 Express Forms Overlay	$1,800.00	0%	$1,800		
7640016903	NSi AutoStore 6 Express Lotus Notes Solution	$3,500.00	0%	$3,500		
7640016904	NSi AutoStore 6 Express ProLaw Integration	$2,500.00	0%	$2,500		
Software: NSi AutoStore Express QuickCapture Pro						
Annual Maintenance must be included with each corresponding software item.						
7640016732	NSi AutoStore 6 Express QuickCapture Pro Scanner (1 Workstation)	$1,500.00	0%	$1,500		
7640016733	NSi AutoStore 6 Express QuickCapture Pro Scanner (10 Workstations)	$12,300.00	0%	$12,300		
7640016734	NSi AutoStore 6 Express QuickCapture Pro Scanner (25 Workstations)	$30,000.00	0%	$30,000		
7640016735	NSi AutoStore 6 Express QuickCapture Pro Scanner (50 Workstations)	$58,500.00	0%	$58,500		
7640016736	NSi AutoStore 6 Express QuickCapture Pro Scanner (100 Workstations)	$112,500.00	0%	$112,500		
Maintenance: NSi AutoStore Express QuickCapture Pro						
Annual Maintenance must be included with each corresponding software item.						
7640016737	NSi AutoStore 6 Express QuickCapture Pro Scanner (1 Workstation) Maintenance	$300.00	0%	$300		
7640016738	NSi AutoStore 6 Express QuickCapture Pro Scanner (10 Workstations) Maintenance	$2,460.00	0%	$2,460		
7640016739	NSi AutoStore 6 Express QuickCapture Pro Scanner (25 Workstations) Maintenance	$6,000.00	0%	$6,000		
7640016740	NSi AutoStore 6 Express QuickCapture Pro Scanner (50 Workstations) Maintenance	$11,700.00	0%	$11,700		
7640016741	NSi AutoStore 6 Express QuickCapture Pro Scanner (100 Workstations) Maintenance	$22,500.00	0%	$22,500		
Software: NSi AutoStore Express File Import Licenses						
IMPORTANT: An accurate page count estimate must be provided to ensure the customer will not exceed the yearly limit.						
A "Battery License" can be purchased as part of the initial sales order to provide a reserve of additional pages.						
Annual Maintenance must be included with each corresponding software item.						
7640016716	NSi AutoStore 6 Express File Import License (60,000 Pages per Calendar Year)	$919.00	0%	$919		
7640016717	NSi AutoStore 6 Express File Import License (180,000 Pages per Calendar Year)	$2,540.00	0%	$2,540		
7640016718	NSi AutoStore 6 Express File Import License (360,000 Pages per Calendar Year)	$4,860.00	0%	$4,860		
7640016719	NSi AutoStore 6 Express File Import License (720,000 Pages per Calendar Year)	$9,145.00	0%	$9,145		
7640016720	NSi AutoStore 6 Express File Import License (1,020,000 Pages per Calendar Year)	$12,750.00	0%	$12,750		
7640016721	NSi AutoStore 6 Express File Import Battery License (30,000 Pages)	$1,500.00	0%	$1,500		
Maintenance: NSi AutoStore Express File Import Licenses						
Annual Maintenance must be included with each corresponding software item.						
7640016722	NSi AutoStore 6 Express File Import License (60,000 Pages per Calendar Year) Maintenance	$184.00	0%	$184		
7640016723	NSi AutoStore 6 Express File Import License (180,000 Pages per Calendar Year) Maintenance	$508.00	0%	$508		
7640016724	NSi AutoStore 6 Express File Import License (360,000 Pages per Calendar Year) Maintenance	$972.00	0%	$972		
7640016725	NSi AutoStore 6 Express File Import License (720,000 Pages per Calendar Year) Maintenance	$1,829.00	0%	$1,829		
7640016726	NSi AutoStore 6 Express File Import License (1,020,000 Pages per Calendar Year) Maintenance	$2,550.00	0%	$2,550		
Software Upgrade						
7640016767	NSi AutoStore 6 Express File Import License Upgrade to AutoStore Workflow	$462.00	0%	$462		

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016768	NSi AutoStore 6 Express QuickCapture Pro Upgrade to AutoStore Workflow	$325.00	0%	$325		
Professional Services						
(1) NSi AutoStore 6 Workflow Travel Expenses must be multiplied by the quoted amount.						
(2) 1 unit of AutoStore Express Remote Installation and Configuration Services, item # 7640016770, must be purchased at the time of order, for every 10 MFPs licensed for AutoStore Express.						
(3) The only exception is when AutoStore Express Advanced Professional Services Components are purchased, as the RIS is included in the price of the Advanced Professional Services Component.						
(4) The final determination for all Professional Services is made by NSi, per the RIS/Site Survey Document.						
(5) On-site MFP configuration/integration by KMBS personnel will require the purchase of item #7649912637, AutoStore MFP Configuration/Integration and End-User Training by KMBS: 1 Hour, times the number of hours estimated. (NSi performs all software integration and training.)						
7640016918	NSi AutoStore 6 Workflow Professional Services 1 Day of PS	$2,200.00	0%	$2,200		
7640016919	NSi AutoStore 6 Workflow Travel Expenses	$1.00	0%	$1		
NSi AutoStore 6 Workflow						
Software: NSi AutoStore Workflow Device Connector						
At the time of purchase, ALL AutoStore Workflow software and software options orders must include the corresponding Annual Maintenance AND 1 Unit of AutoStore Workflow Remote Installation Services, item # 7640016878, for every 10 MFPs licensed for AutoStore Workflow AND on-site MFP configuration/integration by KMBS personnel, item #7640012637, AutoStore MFP Configuration, Integration, and End-User Training by KMBS: 1 Hour, times the number of hours estimated. (NSi performs all software integration and training.)						
Each NSi AutoStore 6 Workflow Device License includes 3 AutoStore Workflow Desktop Licenses.						
Delivery: All NSi AutoStore software, licenses, and annual maintenance are delivered electronically to the end-customer; there are no physical items requiring a delivery charge.						
60NUAW106PA01S3	NSI AutoStore Workflow bizhub Automation Bundle w/o RIS and 3 years Maintenance (1-9 MFPs). This bundle includes the following items: 7640016773 NSi AutoStore 6 Workflow Device License (1 Device License) and 7640016778 NSi AutoStore 6 Workflow Device License (1 Device License) Maintenance for 3 years	$2,040.00	0%	$2,040		
60NUAW106PA01S4	NSI AutoStore Workflow bizhub Automation Bundle w/o RIS and 4 years Maintenance (1-9 MFPs). This bundle includes the following items: 7640016773 NSi AutoStore 6 Workflow Device License (1 Device License) and 7640016778 NSi AutoStore 6 Workflow Device License (1 Device License) Maintenance for 4 years	$2,295.00	0%	$2,295		
7640016773	NSi AutoStore 6 Workflow Device License (1 Device License)	$1,275.00	0%	$1,275		
7640016774	NSi AutoStore 6 Workflow Device License (10 Device License Pack)	$10,455.00	0%	$10,455		
7640016775	NSi AutoStore 6 Workflow Device License (25 Device License Pack)	$25,500.00	0%	$25,500		
7640016776	NSi AutoStore 6 Workflow Device License (50 Device License Pack)	$49,725.00	0%	$49,725		
7640016777	NSi AutoStore 6 Workflow Device License (100 Device License Pack)	$95,625.00	0%	$95,625		
Maintenance: NSi AutoStore Workflow Device Connector						
Annual Maintenance must be included with each corresponding software item.						
7640016778	NSi AutoStore 6 Workflow Device License (1 Device License) Maintenance	$255.00	0%	$255		
7640016779	NSi AutoStore 6 Workflow Device License (10 Device License Pack) Maintenance	$2,091.00	0%	$2,091		
7640016780	NSi AutoStore 6 Workflow Device License (25 Device License Pack) Maintenance	$5,100.00	0%	$5,100		
7640016781	NSi AutoStore 6 Workflow Device License (50 Device License Pack) Maintenance	$9,945.00	0%	$9,945		
7640016782	NSi AutoStore 6 Workflow Device License (100 Device License Pack) Maintenance	$19,125.00	0%	$19,125		
Software: NSi AutoStore Workflow Option						
Annual Maintenance must be included with each corresponding software item.						
7640016874	NSi AutoStore 6 Workflow Two Dimensional Barcode Add-On for AutoStore WorkFlow	$249.00	0%	$249		
Maintenance: NSi AutoStore Workflow Option						
Annual Maintenance must be included with each corresponding software item.						
7640016875	NSi AutoStore 6 Workflow Two Dimensional Barcode Add-On for AutoStore Workflow Maintenance	$50.00	0%	$50		
Software: NSi AutoStore Workflow Desktop Bundle						
7640016835	NSi AutoStore 6 Workflow Desktop Bundle License (20 User Licenses)	$1,275.00	0%	$1,275		
7640016836	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 10) (200 User Licenses)	$10,455.00	0%	$10,455		
7640016837	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 25) (500 User Licenses)	$25,500.00	0%	$25,500		
7640016838	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 50 (1,000 User Licenses)	$49,725.00	0%	$49,725		
7640016839	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 100) (2,000 User Licenses)	$95,625.00	0%	$95,625		
Maintenance: NSi AutoStore Workflow Desktop Bundle						
7640016840	NSi AutoStore 6 Workflow Desktop Bundle License (20 User Licenses) Maintenance	$255.00	0%	$255		
7640016841	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 10) (200 User Licenses) Maintenance	$2,091.00	0%	$2,091		
7640016842	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 25) (500 User Licenses) Maintenance	$5,100.00	0%	$5,100		
7640016843	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 50 (1,000 User Licenses) Maintenance	$9,945.00	0%	$9,945		
7640016844	NSi AutoStore 6 Workflow Desktop Bundle License (Pack of 100) (2,000 User Licenses) Maintenance	$19,125.00	0%	$19,125		
Software Upgrade						
7640016877	NSi AutoStore 6 Workflow License Conversion	$249.00	0%	$249		
Professional Services						
(1) 1 unit of NSi AutoStore Workflow Remote Installation and Configuration Services, item # 7640016878, must be purchased at the time of order, for every 10 MFPs licensed for AutoStore Workflow.						

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Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
(2) The only exception is when AutoStore Workflow Advanced Professional Services Components are purchased, as the RIS is included in the price of the Advanced Professional Services Component.						
(3) The final determination for all Professional Services is made by NSi, per the RIS/Site Survey Document.						
(4) On-site MFP configuration/integration by KMBS personnel will require the purchase of item #7649912637, AutoStore MFP Configuration/Integration and End-User Training by KMBS: 1 Hour, times the number of hours estimated. (NSi performs all software integration and training.)						
7640016878	NSi AutoStore 6 Workflow Remote Installation and Configuration Services	$1,250.00	0%	$1,250		
7640012637	AutoStore MFP Configuration, Integration, and End-User Training by KMBS: 1 Hour	$200.00	0%	$200		
NSi AutoStore 6 Workflow Advanced Options						
IMPORTANT: All items on this page require a completed RIS Site Survey Document and MUST be reviewed by your BIS Regional Solutions Consultant.						
Software: NSi AutoStore Workflow Advanced Options						
Annual Maintenance must be included with each corresponding software item.						
7640016850	NSi AutoStore 6 Workflow Advanced Barcode (Professional Barcode)	$2,500.00	0%	$2,500		
7640016851	NSi AutoStore 6 Workflow Additional OCR Engine	$2,500.00	0%	$2,500		
7640016852	NSi AutoStore 6 Workflow Bates Stamp Server	$2,500.00	0%	$2,500		
Maintenance: NSi AutoStore Workflow Advanced Options						
Annual Maintenance must be included with each corresponding software item.						
7640016858	NSi AutoStore 6 Workflow Advanced Barcode (Professional Barcode) Maintenance	$500.00	0%	$500		
7640016859	NSi AutoStore 6 Workflow Additional OCR Engine Maintenance	$500.00	0%	$500		
7640016860	NSi AutoStore 6 Workflow Bates Stamp Server Maintenance	$500.00	0%	$500		
Software: NSi AutoStore Workflow SmartTicket						
Annual Maintenance must be included with each corresponding software item.						
7640016853	NSi AutoStore 6 Workflow SMARTicket (20 Desktop Licenses)	$2,500.00	0%	$2,500		
7640016854	NSi AutoStore 6 Workflow SMARTicket(Pack of 10) (200 User Licenses)	$20,500.00	0%	$20,500		
7640016855	NSi AutoStore 6 Workflow SMARTicket(Pack of 25) (500 User Licenses)	$50,000.00	0%	$50,000		
7640016856	NSi AutoStore 6 Workflow SMARTicket(Pack of 50) (1,000 User Licenses)	$97,500.00	0%	$97,500		
7640016857	NSi AutoStore 6 Workflow SMARTicket(Pack of 100) (2,000 User Licenses)	$187,500.00	0%	$187,500		
Maintenance: NSi AutoStore Workflow SmartTicket						
Annual Maintenance must be included with each corresponding software item.						
7640016861	NSi AutoStore 6 Workflow SMARTicket (20 Desktop Licenses) Maintenance	$500.00	0%	$500		
7640016862	NSi AutoStore 6 Workflow SMARTicket(Pack of 10) (200 User Licenses) Maintenance	$4,100.00	0%	$4,100		
7640016863	NSi AutoStore 6 Workflow SMARTicket(Pack of 25) (500 User Licenses) Maintenance	$10,000.00	0%	$10,000		
7640016864	NSi AutoStore 6 Workflow SMARTicket(Pack of 50) (1,000 User Licenses) Maintenance	$19,500.00	0%	$19,500		
7640016865	NSi AutoStore 6 Workflow SMARTicket(Pack of 100) (2,000 User Licenses) Maintenance	$37,500.00	0%	$37,500		
Software: NSi AutoStore Workflow Professional Services Components						
7640016905	NSi AutoStore 6 Workflow Advanced Bates Stamp	$3,500.00	0%	$3,500		
7640016906	NSi AutoStore 6 Workflow Advanced Splitter	$3,500.00	0%	$3,500		
7640016907	NSi AutoStore 6 Workflow ANSI 810 Converter	$3,500.00	0%	$3,500		
7640016908	NSi AutoStore 6 Workflow ASCII Client for SMARTicket	$3,500.00	0%	$3,500		
7640016909	NSi AutoStore 6 Workflow Command Line Execution	$1,800.00	0%	$1,800		
7640016910	NSi AutoStore 6 Workflow Document Orientation Corrector	$1,800.00	0%	$1,800		
7640016911	NSi AutoStore 6 Workflow Conditional Workflow	$3,500.00	0%	$3,500		
7640016912	NSi AutoStore 6 Workflow Desktop Print Connect	$3,000.00	0%	$3,000		
7640016913	NSi AutoStore 6 Workflow Equitrac Integration	$3,500.00	0%	$3,500		
7640016914	NSi AutoStore 6 Workflow Forms Overlay	$1,800.00	0%	$1,800		
7640016915	NSi AutoStore 6 Workflow Lotus Notes Solution	$3,500.00	0%	$3,500		
7640016916	NSi AutoStore 6 Workflow ProLaw Integration	$2,500.00	0%	$2,500		
Software: NSi AutoStore Workflow QuickCapture Pro						
Annual Maintenance must be included with each corresponding software item.						
7640016820	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (1 Workstation)	$1,750.00	0%	$1,750		
7640016821	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (10 Workstations)	$14,350.00	0%	$14,350		
7640016822	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (25 Workstations)	$35,000.00	0%	$35,000		
7640016823	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (50 Workstations)	$68,250.00	0%	$68,250		
7640016824	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (100 Workstations)	$131,250.00	0%	$131,250		
Maintenance: NSi AutoStore Workflow QuickCapture Pro						
Annual Maintenance must be included with each corresponding software item.						
7640016825	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (1 Workstation) Maintenance	$350.00	0%	$350		
7640016826	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (10 Workstations) Maintenance	$2,870.00	0%	$2,870		
7640016827	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (25 Workstations) Maintenance	$7,000.00	0%	$7,000		
7640016828	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (50 Workstations) Maintenance	$13,650.00	0%	$13,650		
7640016829	NSi AutoStore 6 Workflow QuickCapture Pro Scanner (100 Workstations) Maintenance	$26,250.00	0%	$26,250		
Software: NSi AutoStore Workflow File Import Licenses						
IMPORTANT: An accurate page count estimate must be provided to ensure the customer will not exceed the yearly limit.						
A "Battery License" can be purchased as part of the initial sales order to provide a reserve of additional pages.						
Annual Maintenance must be included with each corresponding software item.						
7640016788	NSi AutoStore 6 Workflow File Import License (60,000 Pages per Calendar Year)	$1,275.00	0%	$1,275		
7640016789	NSi AutoStore 6 Workflow File Import License (180,000 Pages per Calendar Year)	$3,600.00	0%	$3,600		
7640016790	NSi AutoStore 6 Workflow File Import License (360,000 Pages per Calendar Year)	$6,480.00	0%	$6,480		
7640016791	NSi AutoStore 6 Workflow File Import License (720,000 Pages per Calendar Year)	$10,800.00	0%	$10,800		

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016792	NSi AutoStore 6 Workflow File Import License (1,020,000 Pages per Calendar Year)	$12,750.00	0%	$12,750		
7640016793	NSi AutoStore 6 Workflow File Import Battery License (30,000 Pages)	$1,500.00	0%	$1,500		
Maintenance: NSi AutoStore Workflow File Import Licenses						
Annual Maintenance must be included with each corresponding software item.						
7640016794	NSi AutoStore 6 Workflow File Import License (60,000 Pages per Calendar Year) Maintenance	$255.00	0%	$255		
7640016795	NSi AutoStore 6 Workflow File Import License (180,000 Pages per Calendar Year) Maintenance	$720.00	0%	$720		
7640016796	NSi AutoStore 6 Workflow File Import License (360,000 Pages per Calendar Year) Maintenance	$1,296.00	0%	$1,296		
7640016797	NSi AutoStore 6 Workflow File Import License (720,000 Pages per Calendar Year) Maintenance	$2,160.00	0%	$2,160		
7640016798	NSi AutoStore 6 Workflow File Import License (1,020,000 Pages per Calendar Year) Maintenance	$2,550.00	0%	$2,550		
Software: NSi AutoStore Workflow XML Import Licenses						
IMPORTANT: An accurate page count estimate must be provided to ensure the customer will not exceed the yearly limit.						
A "Battery License" can be purchased as part of the initial sales order to provide a reserve of additional pages.						
Annual Maintenance must be included with each corresponding software item.						
7640016804	NSi AutoStore 6 Workflow XML Importer (60,000 Pages per Calendar Year)	$1,275.00	0%	$1,275		
7640016805	NSi AutoStore 6 Workflow XML Importer (180,000 Pages per Calendar Year)	$3,600.00	0%	$3,600		
7640016806	NSi AutoStore 6 Workflow XML Importer (360,000 Pages per Calendar Year)	$6,480.00	0%	$6,480		
7640016807	NSi AutoStore 6 Workflow XML Importer (720,000 Pages per Calendar Year)	$10,800.00	0%	$10,800		
7640016808	NSi AutoStore 6 Workflow XML Importer (1,020,000 Pages per Calendar Year)	$12,750.00	0%	$12,750		
7640016809	NSi AutoStore 6 Workflow XML Importer Battery License (30,000 Pages)	$1,500.00	0%	$1,500		
Maintenance: NSi AutoStore Workflow XML Import Licenses						
7640016810	NSi AutoStore 6 Workflow XML Importer (60,000 Pages per Calendar Year) Maintenance	$255.00	0%	$255		
7640016811	NSi AutoStore 6 Workflow XML Importer (180,000 Pages per Calendar Year) Maintenance	$720.00	0%	$720		
7640016812	NSi AutoStore 6 Workflow XML Importer (360,000 Pages per Calendar Year) Maintenance	$1,296.00	0%	$1,296		
7640016813	NSi AutoStore 6 Workflow XML Importer (720,000 Pages per Calendar Year) Maintenance	$2,160.00	0%	$2,160		
7640016814	NSi AutoStore 6 Workflow XML Importer (1,020,000 Pages per Calendar Year) Maintenance	$2,550.00	0%	$2,550		
Professional Services						
(1) NSi AutoStore 6 Workflow Travel Expenses must be multiplied by the quoted amount.						
1 unit of NSi AutoStore Workflow Remote Installation and Configuration Services, item # 7640016878, must be purchased at the time of order, for every 10 MFPs licensed for AutoStore Workflow.						
(2) The only exception is when AutoStore Workflow Advanced Professional Services Components are purchased, as the RIS is included in the price of the Advanced Professional Services Component.						
(3) The final determination for all Professional Services is made by NSi, per the RIS/Site Survey Document.						
(4) On-site MFP configuration/integration by KMBS personnel will require the purchase of item #7649912637, AutoStore MFP Configuration/Integration and End-User Training by KMBS: 1 Hour, times the number of hours estimated. (NSi performs all software integration and training.)						
7640016918	NSi AutoStore 6 Workflow Professional Services 1 Day of PS	$2,200.00	0%	$2,200		
7640016919	NSi AutoStore 6 Workflow Travel Expenses	$1.00	0%	$1		
NSi AutoStore SECURE Print						
60NUAX25A01A	NSi AutoStore 6 Express Secure Print (Requires NSi AutoStore 6 Express)	$350.00	0%	$350		
60NUAX25A01M	NSi AutoStore 6 Express Secure Print (requires NSi AutoStore 6 Express) Maintenance	$70.00	0%	$70		
60NUAW40A01A	NSi AutoStore 6 Workflow Secure Print (Requires NSi AutoStore 6 Workflow)	$350.00	0%	$350		
60NUAW40A01M	NSi AutoStore 6 Workflow Secure Print (requires NSi AutoStore 6 Workflow) Maintenance	$70.00	0%	$70		
KM Integrated Performance Matters Connector						
Software						
DELIVERY: The KM Integrated Performance Matters Connector requires that each MFP have both the Web Browser i-Option and Memory Upgrade Kit for i-Option. Please check below for the corresponding options required for each supported device.						
7640017403	KM Integrated Performance Matters Connector 1 Year	$999.00	0%	$999		
7640017404	KM Integrated Performance Matters Connector 3 Year	$2,997.00	0%	$2,997		
7640017405	KM Integrated Performance Matters Connector 4 Year	$3,996.00	0%	$3,996		
7640017406	KM Integrated Performance Matters Connector 5 Year	$4,995.00	0%	$4,995		
Professional Services						
7640017407	Performance Matters MFP Connector Installation and Configuration by Konica Minolta	$200.00	0%	$200		

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
	iPRO Software					
iPRO Copy+ Subscription						
DELIVERY: IPRO will deliver all software via electronic delivery, A valid email address MUST be included when submitting an order						
DELIVERY: Each iPRO Copy+ MUST ALSO include item 7640008087, Level 2 Solutions Delivery Charge.						
INSTALLATION: Each Copy+ installation MUST include item 7640013853 Professional Services and Training-- Basic Web Based Training						
COPYSUB	IPRO Copy+ Subscription - 1 yr	$4,000	0%	$4,000	See below Delivery Charge	See below Installation Charges
COPYSUBAR	IPRO Copy+ Renewal - additional years (per year, indicate qty)	$3,000	0%	$3,000	"	"
iPRO eScanIT Subscription						
DELIVERY: IPRO will deliver all software via electronic delivery, A valid email address MUST be included when submitting an order						
DELIVERY: Each iPRO eScanIT MUST ALSO include item 7640008087, Level 2 Solutions Delivery Charge.						
INSTALLATION: Each eScanIT installation MUST include item 7640013853 Professional Services and Training-- Basic Web Based Training						
ESCANSUB	IPRO eScanIT Subscription - 1 yr	$2,500	0%	$2,500	"	"
ESCANSUBAR	IPRO eScanIT Subscription - additional years (per year, indicate qty)	$1,500	0%	$1,500	"	"
iPRO Classic Suite						
DELIVERY: IPRO will deliver all software via electronic delivery, A valid email address MUST be included when submitting an order						
DELIVERY: Each iPRO Classic Suite MUST ALSO include item 7640008087, Level 2 Solutions Delivery Charge.						
INSTALLATION: Each eScanIT installation MUST include item 7640013853 Professional Services and Training-- Basic Web Based Training						
SUITE	IPRO Classic Suite - 1 yr includes - View, Build, iPublish, Print, OCR (Server), OCR (Client), Reports and Utilities	$5,000	0%	$5,000	"	"
SUITEAR	IPRO Classic Suite - additional years (per year, indicate qty)	$5,000	0%	$5,000	"	"
iPRO ProFessional Services and Training						
TRA002	Professional Services and Training - ON SITE (INCLUDES travel expenses) - travel must be scheduled at least 21 days in advance.	$2,500	0%	$2,500	"	"
TRA003	Professional Services and Training - web based - billed in hourly increments	$200	0%	$200	"	"
TEL002	Professional Services and Training - Telephone Support (after hours, holidays, and weekends) - billed in hourly increments	$250	0%	$250	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29		
	Pharos Systems					
BLUEPRINT ENTERPRISE						
7640013601	Blueprint Enterprise 1 - 999 seats	$12.00	0%	$12	See below Delivery Charge	See below Installation Charges
7640013602	Blueprint Enterprise 1,000 - 9,999 seats	$9.00	0%	$9	"	"
7640013603	Blueprint Enterprise 10,000 - 29,999 seats	$9.00	0%	$9	"	"
7640013604	Blueprint Enterprise 30,000 - 49,999 seats	$8.00	0%	$8	"	"
7640013605	Blueprint Enterprise 50,000 and over	$7.00	0%	$7	"	"
MPBPEBASE	MobilePrint for Blueprint Enterprise base license (includes 250 seats)	$2,500	0%	$2,500	"	"
MPBPESEATSA	MobilePrint for Blueprint Enterprise seat license (1 - 1000)	$10.00	0%	$10	"	"
MPBPESEATSB	MobilePrint for Blueprint Enterprise seat license (1001 - 10000)	$8.00	0%	$8	"	"
MPBPESEATSC	MobilePrint for Blueprint Enterprise seat license (10001 - 30000)	$5.00	0%	$5	"	"
MPBPESEATSD	MobilePrint for Blueprint Enterprise seat license (30001 and above)	$4.00	0%	$4	"	"
UNIPRINT OFFICE						
7640013606	Uniprint Base for Print & Copy License - Office	$5,000	0%	$5,000	"	"
7640013607	Uniprint Printer, Copier, MFP Device License (per device) - Office	$150	0%	$150	"	"
7640013608	251-500 printer, copier, MFP devices (per device)	$135	0%	$135	"	"
7640013609	over 500 printer, copier, MFP devices (per device)	$120	0%	$120	"	"
UNIPRINT FOR HIGHER EDUCATION - PAY FOR PRINT						
7640013610	Uniprint Standard Base License for Higher Education	$5,000	0%	$5,000	"	"
7640013611	Uniprint Standard Printer License	$650	0%	$650	"	"
UNIPRINT - HIGHER ED BACK OFFICE, K - 12						
7640013612	Uniprint Base for Print & Copy License - Office	$5,000	0%	$5,000	"	"
7640013613	Uniprint Printer, Copier, MFP Device License (per device) - Office	$150	0%	$150	"	"
7640013614	251-500 printer, copier, MFP devices (per device)	$135	0%	$135	"	"
7640013615	over 500 printer, copier, MFP devices (per device)	$120	0%	$120	"	"
UNIPRINT FOR HIGHER EDUCATION - SITE LICENSE						
7640013616	Uniprint Site License for Higher Education FTE 3,000 & below	$15,500	0%	$15,500	"	"
7640013617	Uniprint Site License for Higher Education FTE 3,001 - 4,000	$21,750	0%	$21,750	"	"
7640013618	Uniprint Site License for Higher Education FTE 4,001 - 5,000	$24,750	0%	$24,750	"	"
7640013619	Uniprint Site License for Higher Education FTE 5,001 - 7,500	$29,250	0%	$29,250	"	"
7640013620	Uniprint Site License for Higher Education FTE 7,501 - 10,000	$35,000	0%	$35,000	"	"
7640013621	Uniprint Site License for Higher Education FTE 10,001 - 15,000	$43,000	0%	$43,000	"	"
7640013622	Uniprint Site License for Higher Education FTE 15,01 - 20,000	$52,000	0%	$52,000	"	"
7640013623	Uniprint Site License for Higher Education FTE 20,001 - 30,000	$62,500	0%	$62,500	"	"
7640013624	Uniprint Site License for Higher Education FTE 30,001 - 40,000	$75,500	0%	$75,500	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640013625	Uniprint Site License for Higher Education FTE 40,001 - 50,000	$87,750	0%	$87,750	"	"
7640013626	Uniprint Site License for Higher Education FTE 50,001 & above	$99,000	0%	$99,000	"	"
UNIPRINT OPTIONS						
7640013627	Uniprint Third Party Charging	$2,500	0%	$2,500	"	"
7640013628	Uniprint Authenticiation Gateway Active Directory	$500	0%	$500	"	"
7640013629	Uniprint Authenticiation Gateway LDAP (replaces Novell)	$500	0%	$500	"	"
7640013630	Uniprint Blackboard Billing Gateway	$2,500	0%	$2,500	"	"
7640013631	Uniprint CBORD CS Gold Billing Gateway	$2,500	0%	$2,500	"	"
7640013632	Uniprint CBORD Odyssey Billing Gateway	$2,500	0%	$2,500	"	"
7640013633	Uniprint General Meters Billing Gateway	$2,500	0%	$2,500	"	"
MPUPBASE	Mobile Print base license fee	$2,000	0%	$2,000	"	"
MPUPDVC	Mobile Print device license fee	$300	0%	$300	"	"
MPHESITE01	Uniprint Mobile Site License for Higher Education FTE 3,000 & below	$7,500	0%	$7,500	"	"
MPHESITE02	Uniprint Mobile Site License for Higher Education FTE 3,001 - 4,000	$9,250	0%	$9,250	"	"
MPHESITE03	Uniprint Mobile Site License for Higher Education FTE 4,001 - 5,000	$10,000	0%	$10,000	"	"
MPHESITE04	Uniprint Mobile Site License for Higher Education FTE 5,001 - 7,500	$11,500	0%	$11,500	"	"
MPHESITE05	Uniprint Mobile Site License for Higher Education FTE 7,501 - 10,000	$13,500	0%	$13,500	"	"
MPHESITE06	Uniprint Mobile Site License for Higher Education FTE 10,000 - 15,000	$16,250	0%	$16,250	"	"
MPHESITE07	Uniprint Mobile Site License for Higher Education FTE 15,001 - 20,000	$19,750	0%	$19,750	"	"
MPHESITE08	Uniprint Mobile Site License for Higher Education FTE 20,001 - 30,000	$24,500	0%	$24,500	"	"
MPHESITE09	Uniprint Mobile Site License for Higher Education FTE 30,001 - 40,000	$30,000	0%	$30,000	"	"
MPHESITE10	Uniprint Mobile Site License for Higher Education FTE 40,001 - 50,000	$35,000	0%	$35,000	"	"
MPHESITE11	Uniprint Mobile Site License for Higher Education FTE 50,001 & above	$40,000	0%	$40,000	"	"
COPY CONTROL - OFF-THE-GLASS FOR HIGHER EDUCATION						
7640013634	Off-The-Glass Base License Fee	$2,000	0%	$2,000	"	"
7640013635	Off-The-Glass Copier License Fee	$300	0%	$300	"	"
COPY CONTROL - OFF-THE-GLASS FOR HIGHER EDUCATION - SITE LICENSE						
7640013636	Off-The-Glass Site License Fee for Higher Education FTE 3,000 & below	$7,500	0%	$7,500	"	"
7640013637	Off-The-Glass Site License Fee for Higher Education FTE 3,001-4,000	$9,250	0%	$9,250	"	"
7640013638	Off-The-Glass Site License Fee for Higher Education FTE 4,001-5,000	$10,000	0%	$10,000	"	"
7640013639	Off-The-Glass Site License for Higher Education FTE 5,001 - 7,500	$11,500	0%	$11,500	"	"
7640013640	Off-The-Glass Site License Fee for Higher Education FTE 7,501 - 10,000	$13,500	0%	$13,500	"	"
7640013641	Off-The-Glass Site License Fee for Higher Education FTE 10,001 - 15,000	$16,250	0%	$16,250	"	"
7640013642	Off-The-Glass Site License for Higher Education FTE 15,001-20,000	$19,750	0%	$19,750	"	"
7640013643	Off-The-Glass Site License Fee for Higher Education FTE 20,001 - 30,000	$24,500	0%	$24,500	"	"
7640013644	Off-The-Glass Site License Fee for Higher Education FTE 30,001 - 40,000	$30,000	0%	$30,000	"	"
7640013645	Off-The-Glass Site License Fee for Higher Education FTE 40,001 - 50,000	$35,000	0%	$35,000	"	"
7640013646	Off-The-Glass Site License Fee for Higher Education FTE above 50,000	$40,000	0%	$40,000	"	"
UNIPRINT FOR LIBRARIES - PAY FOR PRINT						
7640013647	Uniprint Standard Base License for Public Library	$2,500	0%	$2,500	"	"
UNIPRINT FOR LIBRARIES - PAY FOR PRINT - SITE LICENSE						
7640013648	Uniprint Site License Fee for Public Library Pop 100,000 & below	$19,500	0%	$19,500	"	"
7640013649	Uniprint Site License Fee for Public Library Pop. 100,001 - 250,000	$28,000	0%	$28,000	"	"
7640013650	Uniprint Site License Fee for Public Library Pop. 250,001 - 500,000	$32,500	0%	$32,500	"	"
7640013651	Uniprint Site License Fee for Public Library Pop 500,001 - 750,000	$39,000	0%	$39,000	"	"
7640013652	Uniprint Site License Fee for Public Library Pop 750,001 - 1,000,000	$51,000	0%	$51,000	"	"
7640013653	Uniprint Site License Fee for Public Library Pop. 1,000,001 - 1,500,000	$64,000	0%	$64,000	"	"
7640013654	Uniprint Site License Fee for Public Library Pop. 1,500,001 - 2,000,000	$77,000	0%	$77,000	"	"
7640013655	Uniprint Site License Fee for Public Library Pop 2,000,001 - 3,000,000	$91,000	0%	$91,000	"	"
7640013656	Uniprint Site License Fee for Public Library Pop 3,000,001 - 4,000,000	$110,500	0%	$110,500	"	"
7640013657	Uniprint Site License Fee for Public Library Pop 4,000,000 & above	$130,000	0%	$130,000	"	"
COPY CONTROL - OFF-THE-GLASS FOR LIBRARIES						
7640013658	Off-The-Glass Base License Fee	$2,000	0%	$2,000	"	"
7640013659	Off-The-Glass Copier License Fee	$300	0%	$300	"	"
COPY CONTROL - OFF-THE-GLASS FOR LIBRARIES - SITE LICENSE						
7640013660	Off-The-Glass Site License Fee for Public Library Pop. 100,000 & below	$6,500	0%	$6,500	"	"
7640013661	Off-The-Glass Site License Fee for Public Library Pop. 100,001 - 250,000	$10,500	0%	$10,500	"	"
7640013662	Off-The-Glass Site License Fee for Public Library Pop. 250,001 - 500,000	$13,000	0%	$13,000	"	"
7640013663	Off-The-Glass Site License Fee for Public Library Pop. 500,001 - 750,000	$15,750	0%	$15,750	"	"
7640013664	Off-The-Glass Site License Fee for Public Library Pop. 750,001 - 1,000,000	$19,500	0%	$19,500	"	"
7640013665	Off-The-Glass Site License Fee for Public Library Pop. 1,000,001 - 1,500,000	$23,000	0%	$23,000	"	"
7640013666	Off-The-Glass Site License Fee for Public Library Pop. 1,500,001 - 2,000,000	$27,500	0%	$27,500	"	"
7640013667	Off-The-Glass Site License Fee for Public Library Pop. 2,000,001 - 3,000,000	$32,500	0%	$32,500	"	"
7640013668	Off-The-Glass Site License Fee for Public Library Pop 3,000,001 - 4,000,000	$39,000	0%	$39,000	"	"
7640013669	Off-The-Glass Site License Fee for Public Library Pop 4,000,000 & above	$45,500	0%	$45,500	"	"
COMPUTER RESERVATION - SIGNUP						
7640013670	SignUp Base License (includes 10 CALs)	$1,995	0%	$1,995	"	"
7640013671	SignUp Client Access License (10 pack)	$800	0%	$800	"	"
7640013672	SignUp Client Access License (25 pack)	$1,400	0%	$1,400	"	"
7640013673	SignUp Client Access License (50 pack)	$2,000	0%	$2,000	"	"
7640013674	SignUp Client Access License (100 pack)	$3,000	0%	$3,000	"	"

Exhibit B

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640013675	SignUp Client Access License (250 pack)	$6,250	0%	$6,250	"	"
7640013676	SignUp Client Access License (500 pack)	$10,000	0%	$10,000	"	"
7640013677	SignUp Client Sites greater 2,500 CALs Must call for quote)	$1	0%	$1	"	"
7640013678	SignUp Innovative Interface (III) Authentication Gateway For use in the Public Library Market. ⃝ Option not available with Uniprint Light.	$2,500	0%	$2,500	"	"
7640013679	SignUp Non-cert LMS AuthGatePub Lib Mkt (Must call for quite)	$1	0%	$1	"	"
7640013680	SignUp SIP1/SIP2 Compliant Authentication Gateway For use in the Public Library Market.	$2,500	0%	$2,500	"	"
iMFP LICENSES						
7640013681	IMFP KM Software License (per device)	$300	0%	$300	"	"
7640013682	251-500 IMFP KM Software License (per device)	$285	0%	$285	"	"
7640013683	over 500 IMFP KM Software License (per device)	$270	0%	$270	"	"
7640013684	KM Software License (per device)	$300	0%	$300	"	"
7640013685	251-500 IMFP KM Software License (per device)	$285	0%	$285	"	"
7640013686	over 500 IMFP KM Software License (per device)	$270	0%	$270	"	"
PS 60 SUPPORT & MAINTENANCE						
7640013690	PS60 Support & Maintenance New -1 yr	$1	0%	$1	"	"
7640013691	PS60 Support & Maintenance Renew 1 yr	$1	0%	$1	"	"
7640013692	PS60 Support & Maintenance New 2 yrs	$1	0%	$1	"	"
7640013693	PS60 Support & Maintenance Renew 2 yr	$1	0%	$1	"	"
7640013694	PS60 Support & Maintenance New 3 yrs	$1	0%	$1	"	"
7640013695	PS60 Support & Maintenance Renew 3 yrs	$1	0%	$1	"	"
7640013696	PS60 Support & Maintenance New 4 yrs	$1	0%	$1	"	"
7640013697	PS60 Support & Maintenance Renew 4 yrs	$1	0%	$1	"	"
7640013698	PS60 Support & Maintenance New 5 yrs	$1	0%	$1	"	"
7640013699	PS60 Support & Maintenance Renew 5 yrs	$1	0%	$1	"	"
HARDWARE- CARD READERS - TERMINALS - KIOSKS - CABLES						
DELIVERY: Each PS-60 must include item 7640008085, Level 1 Solutions Delivery Charge.						
DELIVERY: Each PS-150 MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
DELIVERY: Each KIOSK Floor Mount must include item 7640008092, Level A Solutions Delivery Charge.						
7640013687	PS60 - 1 - 250 PS60 Licenses REQUIRES 7640013690 PS60 Support & Maintenance New -1 yr (per device)	$395	0%	$395	"	"
7640013688	PS60 - 251 - 500 PS60 Licenses REQUIRES 7640013690 PS60 Support & Maintenance New -1 yr (per device)	$380	0%	$380	"	"
7640013689	PS60 - 501 and above PS60 Licenses REQUIRES 7640013690 PS60 Support & Maintenance New -1 yr (per device)	$360	0%	$360	"	"
7640013704	Omega copier cable for Konica Minolta Bizhub - Most advanced cable provided	$125	0%	$125	"	"
7640013705	Omega SmartLink only - no copier cable	$50	0%	$50	"	"
7640013700	Kiosk - Floor Mount	$9,995	0%	$9,995	"	"
7640015018	Omega PS200 Terminal	$1,050	0%	$1,050	"	"
7640015019	PS200 Magnetic Card Reader	$155	0%	$155	"	"
7640016391	Kiosk - Floor Mount - Bill acceptor only	$10,620	0%	$10,620	"	"
7640016392	Kiosk - Floor Mount - with bar code reader	$10,620	0%	$10,620	"	"
7640016393	Kiosk - Floor Mount - Standard with magnetic card reader	$10,620	0%	$10,620	"	"
7640016394	Kiosk - Floor Mount - with proximity card reader	$10,620	0%	$10,620	"	"
CRPROXPLUS	Proximity Reader Plus	$155	0%	$155	"	"
EXTENDED WARRANTY - HARDWARE						
7640013706	Kiosk Extended Warranty-1 addl year	$1	0%	$1	"	"
7640013707	Kiosk Extended Warranty-2 addl years	$1	0%	$1	"	"
7640013708	Kiosk Extended Warranty-3 addl years	$1	0%	$1	"	"
7640013709	Kiosk Extended Warranty-4 addl years	$1	0%	$1	"	"
7640013710	Omega Extended Warranty-1 addl year	$1	0%	$1	"	"
7640013711	Omega PS200 Ext Warranty-2 addl year	$1	0%	$1	"	"
7640013712	Omega PS200 Ext Warranty-3 addl years	$1	0%	$1	"	"
7640013713	Omega PS200 Ext Warranty-4 addl years	$1	0%	$1	"	"
SUPPORT & MAINTENANCE						
7640013714	Blueprint Annual Support & Maintenance New - 1 year	$1	0%	$1	"	"
7640013715	Blueprint Annual Support & Maintenance Renewal - 1 year	$1	0%	$1	"	"
7640013716	Blueprint Annual Support & Maintenance New - 2 years	$1	0%	$1	"	"
7640013717	Blueprint Annual Support & Maintenance Renewal - 2 years	$1	0%	$1	"	"
7640013718	Blueprint Annual Support & Maintenance New - 3 years	$1	0%	$1	"	"
7640013719	Blueprint Annual Support & Maintenance Renewal- 3 years	$1	0%	$1	"	"
7640013720	Blueprint Annual Support & Maintenance New - 4 years	$1	0%	$1	"	"
7640013721	Blueprint Annual Support & Maintenance Renewal - 4 years	$1	0%	$1	"	"
7640013722	Blueprint Annual Support & Maintenance New - 5 years	$1	0%	$1	"	"
7640013723	Blueprint Annual Support & Maintenance Renewal - 5 years	$1	0%	$1	"	"
7640013724	UNIPRINT Annual Support & Maintenance - 1 year New	$1	0%	$1	"	"
7640013725	UNIPRINT Annual Support & Maintenance - 1 year Renewal	$1	0%	$1	"	"
7640013726	UNIPRINT Annual Support & Maintenance - 2 years New	$1	0%	$1	"	"
7640013727	UNIPRINT Annual Support & Maintenance - 2 years Renewal	$1	0%	$1	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640013728	UNIPRINT Annual Support & Maintenance - 3 years New	$1	0%	$1	"	"
7640013729	UNIPRINT Annual Support & Maintenance - 3 years Renewal	$1	0%	$1	"	"
7640013730	UNIPRINT Annual Support & Maintenance - 4 years New	$1	0%	$1	"	"
7640013731	UNIPRINT Annual Support & Maintenance - 4 years Renewal	$1	0%	$1	"	"
7640013732	UNIPRINT Annual Support & Maintenance - 5 years New	$1	0%	$1	"	"
7640013733	UNIPRINT Annual Support & Maintenance - 5 years Renewal	$1	0%	$1	"	"
PROFESSIONAL SERVICES						
7640013734	Professional Services - Custom Software Development	$2,000	0%	$2,000	"	"
7640013735	Professional Services - Custom Integration	$2,000	0%	$2,000	"	"
7640013736	Professional Services - Installation - Expenses	$2,000	0%	$2,000	"	"
7640013737	Professional Services - On Site Installation - Labor per day	$1,500	0%	$1,500	"	"
7640013738	Professional Services - Remote Installation - Labor per day	$1,500	0%	$1,500	"	"
7640013739	Professional Services - Pilot - Expenses	$1	0%	$1	"	"
7640013740	Professional Services - On Site Pilot Services- Labor per day	$1,500	0%	$1,500	"	"
7640013741	Professional Services - Remote Pilot Services - Labor per day	$1,500	0%	$1,500	"	"
7640013742	Professional Services - Custom Report Services	$1,500	0%	$1,500	"	"
7640013743	Professional Services - Script Development (per day)	$1,500	0%	$1,500	"	"
7640013744	Professional Services - Training - Expenses	$2,000	0%	$2,000	"	"
7640013745	Professional Services - On Site Training - Labor per day	$1,500	0%	$1,500	"	"
7640013746	Professional Services - Remote Training - Labor per day	$1,500	0%	$1,500	"	"
7640018267	Pharos MFD Integration Setup Fee	$110	0%	$110	"	"
OTHER						
7640013747	Processing Fee	$250	0%	$250	"	"
7640013748	Finance Charge	$1	0%	$1	"	"
7640013749	License Transfer Fee	$1,500	0%	$1,500	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18	0%	$18	"	"
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29	"	"
7640008092	Solutions Delivery Charge - Level A	$1	0%	$1	"	"
Objectif Lune - Planet Press						
Software						
7640007953	PlanetPress 7 Watch - 1 License	$3,500	0%	$3,500	See below Delivery Charge	See below Installation Charges
7640007954	PlanetPress 7 Watch - 2+ Licenses (per license)	$2,625	0%	$2,625	"	"
7640007955	PlanetPress Office - 1 License	$7,500	0%	$7,500	"	"
7640007956	PlanetPress Office - 2+ Licenses (per license)	$5,625	0%	$5,625	"	"
7640007957	PlanetPress Production - 1 License	$12,500	0%	$12,500	"	"
7640007958	PlanetPress Production - 2+ Licenses (per license)	$9,375	0%	$9,375	"	"
7640007959	PlanetPress 7 Imaging - 1 License	$4,000	0%	$4,000	"	"
7640007960	PlanetPress 7 Imaging - 2+ Licenses (per license)	$3,000	0%	$3,000	"	"
Maintenance						
Software Maintenance is MANDATORY						
7640007967	PlanetPress Watch - 1 License: Maintenance	$595	0%	$595	"	"
7640007968	PlanetPress Watch - 2+ Licenses: Maintenance (per license)	$447	0%	$447	"	"
7640007969	PlanetPress Office - 1 License: Maintenance	$1,275	0%	$1,275	"	"
7640007970	PlanetPress Office - 2+ Licenses: Maintenance (per license)	$957	0%	$957	"	"
7640007971	PlanetPress Production - 1 License: Maintenance	$2,125	0%	$2,125	"	"
7640007972	PlanetPress Production - 2+ Licenses: Maintenance (per license)	$1,594	0%	$1,594	"	"
7640007973	PlanetPress Imaging - 1 License: Maintenance	$680	0%	$680	"	"
7640007974	PlanetPress Imaging - 2+ Licenses (per license): Maintenance	$510	0%	$510	"	"
Maintenance Renewal						
7640007981	PlanetPress Watch - 1 License: Maintenance Renewal	$595	0%	$595	"	"
7640007982	PlanetPress Watch - 2+ Licenses: Maintenance Renewal (per license)	$447	0%	$447	"	"
7640007983	PlanetPress Office - 1 License: Maintenance Renewal	$1,275	0%	$1,275	"	"
7640007984	PlanetPress Office - 2+ Licenses: Maintenance Renewal (per license)	$957	0%	$957	"	"
7640007985	PlanetPress Production - 1 License: Maintenance Renewal	$2,125	0%	$2,125	"	"
7640007986	PlanetPress Production - 2+ Licenses: Maintenance Renewal (per license)	$1,594	0%	$1,594	"	"
7640007987	PlanetPress Imaging - 1 License: Maintenance Renewal	$680	0%	$680	"	"
7640007988	PlanetPress Imaging - 2+ Licenses (per license): Maintenance Renewal	$510	0%	$510	"	"
Maintenance Re-Entry						
7640007995	PlanetPress Watch 1 License: Maintenance Re-entry	$1,225	0%	$1,225	"	"
7640007996	PlanetPress Watch 2+ Licenses: Maintenance Re-entry (per license)	$919	0%	$919	"	"
7640007997	PlanetPress Office 1 License: Maintenance Re-entry	$2,625	0%	$2,625	"	"
7640007998	PlanetPress Office 2+ Licenses: Maintenance Re-entry (per license)	$1,969	0%	$1,969	"	"
7640007999	PlanetPress Production 1 License: Maintenance Re-entry	$4,375	0%	$4,375	"	"
7640008000	PlanetPress Production 2+ Licenses: Maintenance Re-entry (per license)	$3,282	0%	$3,282	"	"
7640008001	PlanetPress Imaging - 1 License: Maintenance Re-entry	$1,400	0%	$1,400	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640008002	PlanetPress Imaging - 2+ Licenses (per license): Maintenance Re-entry	$1,050	0%	$1,050	"	"
Printer License						
7640004227	PlanetPress printer license (1-50 ppm); 1 license	$1,540	0%	$1,540	"	"
7640004228	PlanetPress printer license (1-50 ppm); up to 5 licenses	$925	0%	$925	"	"
7640004229	PlanetPress printer license (1-50 ppm); up to 10 licenses	$650	0%	$650	"	"
7640004230	PlanetPress printer license (1-50 ppm); 11 or more. licenses	$500	0%	$500	"	"
7640004231	PlanetPress printer license (51-69 ppm); 1 license	$3,465	0%	$3,465	"	"
7640004232	PlanetPress printer license (51-69 ppm); up to 5 licenses	$2,420	0%	$2,420	"	"
7640004233	PlanetPress printer license (51-69 ppm); up to 10 licenses	$1,925	0%	$1,925	"	"
7640004234	PlanetPress printer license (51-69 ppm); 11 or more licenses	$1,535	0%	$1,535	"	"
7640004235	PlanetPress printer license (70-105 ppm); 1 license	$4,675	0%	$4,675	"	"
7640004236	PlanetPress printer license (70-105 ppm); up to 5 licenses	$3,750	0%	$3,750	"	"
7640004237	PlanetPress printer license (70-105 ppm); 6 or more licenses	$3,000	0%	$3,000	"	"
7640004238	PlanetPress printer license (106-179 ppm); 1 license	$7,425	0%	$7,425	"	"
7640004239	PlanetPress printer license (106-179 ppm); up to 5 licenses	$5,950	0%	$5,950	"	"
7640004240	PlanetPress printer license (180+ ppm); 1 license	$15,000	0%	$15,000	"	"
7640004241	PlanetPress printer license (180+ ppm); 2 or more licenses	$12,000	0%	$12,000	"	"
Printer License Maintenance						
Printer License Maintenance is MANDATORY						
7640004315	PlanetPress printer license (1-50 ppm); 1 license, maintenance	$262	0%	$262	"	"
7640004316	PlanetPress printer license (1-50 ppm); up to 5 licenses, maintenance per license	$158	0%	$158	"	"
7640004317	PlanetPress printer license (1-50 ppm); up to 10 licenses, maintenance per license	$111	0%	$111	"	"
7640004318	PlanetPress printer license (1-50 ppm); 11 licenses or more licenses, maintenance per license	$85	0%	$85	"	"
7640004319	PlanetPress printer license (51-69 ppm); 1 licenses or more licenses, maintenance per license	$590	0%	$590	"	"
7640004320	PlanetPress printer license (51-69 ppm); up to 5 licenses, maintenance per license	$412	0%	$412	"	"
7640004321	PlanetPress printer license (51-69 ppm); up to 5 licenses, maintenance per license	$328	0%	$328	"	"
7640004322	PlanetPress printer license (51-69 ppm); 11 or more licenses, maintenance per license	$261	0%	$261	"	"
7640004323	PlanetPress printer license (70-105 ppm); 1 license, maintenance per license	$795	0%	$795	"	"
7640004324	PlanetPress printer license (70-105 ppm); up to 5 licenses, maintenance per license	$638	0%	$638	"	"
7640004325	PlanetPress printer license (70-105 ppm); 6 or more licenses, maintenance per license	$510	0%	$510	"	"
7640004326	PlanetPress printer license (106-179 ppm); 1 license, maintenance per license	$1,263	0%	$1,263	"	"
7640004327	PlanetPress printer license (106-179 ppm); up to 5 licenses, maintenance per license	$1,012	0%	$1,012	"	"
7640004328	PlanetPress printer license (180+ ppm);1license, maintenance per license	$2,550	0%	$2,550	"	"
7640004329	PlanetPress printer license (180+ ppm); 2 or more licenses, maintenance per license	$2,040	0%	$2,040	"	"
Printer License Maintenance Renewal						
7640004260	PlanetPress printer license (1-50 ppm); 1 license, maintenance renewal	$262	0%	$262	"	"
7640004261	PlanetPress printer license (1-50 ppm); up to 5 licenses, maintenance renewal per license	$158	0%	$158	"	"
7640004262	PlanetPress printer license (1-50 ppm); up to 10 licenses, maintenance renewal per license	$111	0%	$111	"	"
7640004263	PlanetPress printer license (1-50 ppm); 11 or more licenses, maintenance renewal per license	$85	0%	$85	"	"
7640004268	PlanetPress printer license (51-69 ppm); 1 licenses, maintenance renewal per license	$590	0%	$590	"	"
7640004269	PlanetPress printer license (51-69 ppm); up to 5 licenses, maintenance renewal per license	$412	0%	$412	"	"
7640004270	PlanetPress printer license (51-69 ppm); up to 10 licenses, maintenance renewal per license	$328	0%	$328	"	"
7640004271	PlanetPress printer license (51-69 ppm); 11 or more licenses, maintenance renewal per license	$261	0%	$261	"	"
7640004276	PlanetPress printer license (70-105 ppm); 1 license, maintenance renewal per license	$795	0%	$795	"	"
7640004277	PlanetPress printer license (70-105 ppm); up to 5 licenses, maintenance renewal per license	$638	0%	$638	"	"
7640004278	PlanetPress printer license (70-105 ppm); 6 or more licenses, maintenance renewal per license	$510	0%	$510	"	"
7640004282	PlanetPress printer license (106-179 ppm); 1 license, maintenance renewal per license	$1,263	0%	$1,263	"	"
7640004283	PlanetPress printer license (106-179 ppm); up to 5 licenses, maintenance renewal per license	$1,012	0%	$1,012	"	"
7640004286	PlanetPress printer license (180+ ppm); 1 license, maintenance renewal per license	$2,550	0%	$2,550	"	"
7640004287	PlanetPress printer license (180+ ppm); 2 license, maintenance renewal per license	$2,040	0%	$2,040	"	"
Printer License Maintenance Re-Entry						
7640004264	PlanetPress printer license (1-50 ppm); 1 license, maintenance re-entry	$539	0%	$539	"	"
7640004265	PlanetPress printer license (1-50 ppm); up to 5 licenses, maintenance re-entry per license	$324	0%	$324	"	"
7640004266	PlanetPress printer license (1-50 ppm); up to 10 licenses, maintenance re-entry per license	$228	0%	$228	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640004267	PlanetPress printer license (1-50 ppm); 11 or more licenses, maintenance re-entry per license	$175	0%	$175	"	"
7640004272	PlanetPress printer license (51-69 ppm); 1 license, maintenance re-entry per license	$1,213	0%	$1,213	"	"
7640004273	PlanetPress printer license (51-69 ppm); up to 5 licenses, maintenance re-entry per license	$847	0%	$847	"	"
7640004274	PlanetPress printer license (51-69 ppm); up to 10 licenses, maintenance re-entry per license	$674	0%	$674	"	"
7640004275	PlanetPress printer license (51-69 ppm); 11 or more licenses, maintenance re-entry per license	$538	0%	$538	"	"
7640004279	PlanetPress printer license (70-105 ppm); 1 license, maintenance re-entry per license	$1,637	0%	$1,637	"	"
7640004280	PlanetPress printer license (70-105 ppm); up to 5 licenses, maintenance re-entry per license	$1,313	0%	$1,313	"	"
7640004281	PlanetPress printer license (70-105 ppm); 6 or more licenses, maintenance re-entry per license	$1,050	0%	$1,050	"	"
7640004284	PlanetPress printer license (106-179 ppm); 1 license, maintenance re-entry per license	$2,599	0%	$2,599	"	"
7640004285	PlanetPress printer license (106-179 ppm); up to 5 licenses, maintenance re-entry per license	$2,083	0%	$2,083	"	"
7640004288	PlanetPress printer license (180+ ppm); 1 license, maintenance re-entry per license	$5,250	0%	$5,250	"	"
7640004289	PlanetPress printer license (180+ ppm); 2 or more licenses, maintenance re-entry per license	$4,200	0%	$4,200	"	"
Software Upgrade						
7640007961	Upgrade from PlanetPress Watch to PlanetPress Office - 1 License	$5,200	0%	$5,200	"	"
7640007962	Upgrade from PlanetPress Watch to PlanetPress Office - 2+ Licenses (per license)	$3,900	0%	$3,900	"	"
7640007963	Upgrade from PlanetPress Watch to PlanetPress Production - 1 License	$11,700	0%	$11,700	"	"
7640007964	Upgrade from PlanetPress Watch to PlanetPress Production - 2+ Licenses (per license)	$8,775	0%	$8,775	"	"
7640007965	Upgrade from PlanetPress Office to PlanetPress Production - 1 License	$6,500	0%	$6,500	"	"
7640007966	Upgrade from PlanetPress Office to PlanetPress Production - 2+ Licenses (per license)	$4,875	0%	$4,875	"	"
Software Upgrade Maintenance						
Upgrade Maintenance is MANDATORY						
7640007975	Upgrade from PlanetPress Watch to PlanetPress Office - 1 License: Maintenance	$884	0%	$884	"	"
7640007976	Upgrade from PlanetPress Watch to PlanetPress Office - 2+ Licenses (per license): Maintenance	$663	0%	$663	"	"
7640007977	Upgrade from PlanetPress Watch to PlanetPress Production - 1 License: Maintenance	$1,989	0%	$1,989	"	"
7640007978	Upgrade from PlanetPress Watch to PlanetPress Production - 2+ Licenses (per license): Maintenance	$1,492	0%	$1,492	"	"
7640007979	Upgrade from PlanetPress Office to PlanetPress Production - 1 License: Maintenance	$1,105	0%	$1,105	"	"
7640007980	Upgrade from PlanetPress Office to PlanetPress Production - 2 Licenses (per license): Maintenance	$829	0%	$829	"	"
Software Upgrade Maintenance Renewal						
7640007989	Upgrade from PlanetPress Watch to PlanetPress Office - 1 License: Maintenance Renewal	$884	0%	$884	"	"
7640007990	Upgrade from PlanetPress Watch to PlanetPress Office - 2+ Licenses (per license): Maintenance Renewal	$663	0%	$663	"	"
7640007991	Upgrade from PlanetPress Watch to PlanetPress Production - 1 License: Maintenance Renewal	$1,989	0%	$1,989	"	"
7640007992	Upgrade from PlanetPress Watch to PlanetPress Production - 2+ Licenses (per license): Maintenance Renewal	$1,492	0%	$1,492	"	"
7640007993	Upgrade from PlanetPress Office to PlanetPress Production - 1 License: Maintenance Renewal	$1,105	0%	$1,105	"	"
7640007994	Upgrade from PlanetPress Office to PlanetPress Production - 2 Licenses (per license): Maintenance Renewal	$829	0%	$829	"	"
Software Upgrade Maintenance Re-Entry						
7640008003	Upgrade from PlanetPress Watch to PlanetPress Office - 1 License: Maintenance Re-entry	$1,300	0%	$1,300	"	"
7640008004	Upgrade from PlanetPress Watch to PlanetPress Office - 2+ Licenses (per license): Maintenance Re-entry	$975	0%	$975	"	"
7640008005	Upgrade from PlanetPress Watch to PlanetPress Production - 1 License: Maintenance Re-entry	$2,925	0%	$2,925	"	"
7640008006	Upgrade from PlanetPress Watch to PlanetPress Production - 2+ Licenses (per license): Maintenance Re-entry	$2,194	0%	$2,194	"	"
7640008007	Upgrade from PlanetPress Office to PlanetPress Production - 1 License: Maintenance Re-entry	$1,625	0%	$1,625	"	"
7640008008	Upgrade from PlanetPress Office to PlanetPress Production - 2 Licenses (per license): Maintenance Re-entry	$1,219	0%	$1,219	"	"
Printer Upgrade Licenses						
IMPORTANT: (1) PlanetPresss Printer Speed-Up Licenses are used to upgrade printer licenses from one speed category to another.						
(2) Annual Maintenance for the printer license(s) must be purchased for the higher speed printer.						

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640003039	PlanetPress Printer Speed-Up License Upgrade: 1-50ppm to 51-69ppm (Cat 1 to Cat 2) Qty 1	$1,925	0%	$1,925	"	"
7640015840	PlanetPress Printer Speed-Up License Upgrade: 1-50ppm to 51-69ppm (Cat 1 to Cat 2) Qty 2+ per license	$1,495	0%	$1,495	"	"
7640004583	PlanetPress Printer Speed-Up License Upgrade: 1-50ppm to 70-105ppm (Cat 1 to Cat 3) Qty 1	$3,135	0%	$3,135	"	"
7640015841	PlanetPress Printer Speed-Up License Upgrade: 1-50ppm to 70-105ppm (Cat 1 to Cat 3) Qty 2+ per license	$2,825	0%	$2,825	"	"
7640015842	PlanetPress Printer Speed-Up License Upgrade: 1-50ppm to 106-179ppm (Cat 1 to Cat 4) Qty 1	$5,885	0%	$5,885	"	"
7640015843	PlanetPress Printer Speed-Up License Upgrade: 1-50ppm to 106-179ppm (Cat 1 to Cat 4) Qty 2+ per license	$5,025	0%	$5,025	"	"
7640013588	PlanetPress Printer Speed-Up License Upgrade: 51-69ppm to 70-105ppm (Cat 2 to Cat 3) Qty 1	$1,210	0%	$1,210	"	"
7640015844	PlanetPress Printer Speed-Up License Upgrade: 51-69ppm to 70-105ppm (Cat 2 to Cat 3) Qty 2+ per license	$1,330	0%	$1,330	"	"
7640009369	PlanetPress Printer Speed-Up License Upgrade: 51-69ppm to 106-179ppm (Cat 2 to Cat 4) Qty 1	$3,960	0%	$3,960	"	"
7640015845	PlanetPress Printer Speed-Up License Upgrade: 51-69ppm to 106-179ppm (Cat 2 to Cat 4) Qty 2+ per license	$3,530	0%	$3,530	"	"
7640013080	PlanetPress Printer Speed-Up License Upgrade: 70-105ppm to 106-179ppm (Cat 3 to Cat 4) Qty 1	$2,750	0%	$2,750	"	"
7640013081	PlanetPress Printer Speed-Up License Upgrade: 70-105ppm to 106-179ppm (Cat 3 to Cat 4) Qty 2+ per license	$2,200	0%	$2,200	"	"
7640005050	PlanetPress Printer Speed-Up License Upgrade: 70-105ppm to 179+ppm (Cat 3 to Cat 5) Qty 1	$10,325	0%	$10,325	"	"
7640006866	PlanetPress Printer Speed-Up License Upgrade: 106-179ppm to 179+ppm (Cat 4 to Cat 5) Qty 1	$7,575	0%	$7,575	"	"
7640006867	PlanetPress Printer Speed-Up License Upgrade: 106-179ppm to 179+ppm (Cat 4 to Cat 5) Qty 2+ per license	$6,050	0%	$6,050	"	"
Disaster Recovery/Development Licenses						
IMPORTANT: The purchase of all Disaster Recovery/Development Licenses must include the corresponding, standard Annual Maintenance.						
7640016079	PlanetPress Watch Disaster Recovery/Development License	$1,750	0%	$1,750	"	"
7640016080	PlanetPress Office Disaster Recovery/Development License	$3,750	0%	$3,750	"	"
7640016081	PlanetPress Production Disaster Recovery/Development License	$6,250	0%	$6,250	"	"
7640016082	PlanetPress Imaging Disaster Recovery/Development License	$2,000	0%	$2,000	"	"
Media						
DELIVERY: PlanetPress Suite 7 Software Media, item 7640008009, MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640008009	PlanetPress Suite 7 Software Media	$50	0%	$50	"	"
Integration & Training						
IMPORTANT: PlanetPresss Suite Web-Based End User Training (item 7640005082) is only required for customers WITHOUT current annual maintenance in effect, since access to Objectif Lune's eLearning Portal is now included with annual maintenance.						
7640005082	Planet Press Suite Web-Based End User Training	$995	0%	$995	"	"
7640008010	PlanetPress Document Design at Objectif Lune: Per Student (2 days) - English	$1,750	0%	$1,750	"	"
7640008011	PlanetPress Document Flow at Objectif Lune: Per Student(2 days) - English	$1,750	0%	$1,750	"	"
7640008012	PlanetPress Solution Development at Objectif Lune: Per Student (4 days) - English	$2,750	0%	$2,750	"	"
7640008013	PlanetPress Custom Training at Objectif Lune: Per Student (per day) - English	$1,450	0%	$1,450	"	"
7640008014	PlanetPress Talk at Objectif Lune: Per Student (per day) - English	$1,250	0%	$1,250	"	"
7640008015	PlanetPress Document Design On-Site (2 days with a maximum of 5 students) - English	$4,000	0%	$4,000	"	"
7640008016	PlanetPress Document Flow On-Site (2 days with a maximum of 5 students) - English	$4,000	0%	$4,000	"	"
7640008017	PlanetPress Solution Development On-Site (4 days with a maximum of 5 students) - English	$8,000	0%	$8,000	"	"
7640008018	PlanetPress Custom Training On-Site (per day) - English	$2,200	0%	$2,200	"	"
7640008019	PlanetPress Talk On-Site (per day with a maximum of 5 students) - English	$2,000	0%	$2,000	"	"
Professional Services						
7640008020	Professional Services - remote (Hourly, min 4hrs)	$250	0%	$250	"	"
7640001519	Objectif Lune Custom Application Development - Per Hour	$250	0%	$250	"	"
7640001275	Objectif Lune On-Site Services (one 8 hour day)	$2,000	0%	$2,000	"	"
7640004304	Objectif Lune Professional Services - Per Diem	$335	0%	$335	"	"
7640004310	Objectif Lune - Air fare	$1	0%	$1	"	"
Delivery Fees						
7640008087	Solutions Delivery Charge - Level 3	$41	0%	$41		
	Objectif Lune - Planet Press Capture					
Main Software						
7640017561	PlanetPress Capture Pen License: Qty 1 to 25 (Per User). Requires PlanetPress Production	$469	0%	$469	See below Delivery Charge	See below Installation Charges

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640017565	PlanetPress Capture Pen License: Qty 26 to 50 (Per User). Requires PlanetPress Production	$439	0%	$439	"	"
7640017569	PlanetPress Capture Pen License: Qty 51 to 100 (Per User). Requires PlanetPress Production	$399	0%	$399	"	"
7640017573	PlanetPress Capture Pen License: Qty 101+ (Per User) Requires PlanetPress Production	$379	0%	$379	"	"
Main Software Maintenance						
Software Maintenance is MANDATORY						
7640017562	PlanetPress Capture Pen License: OL Care - Mandatory at POP Qty 1 to 25 (Per User)	$80	0%	$80	"	"
7640017566	PlanetPress Capture Pen License: OL Care - Mandatory at POP Qty 26 to 50 (Per User)	$75	0%	$75	"	"
7640017570	PlanetPress Capture Pen License: OL Care - Mandatory at POP Qty 51 to 100 (Per User)	$68	0%	$68	"	"
7640017574	PlanetPress Capture Pen License: OL Care - Mandatory at POP Qty 101+ (Per User)	$65	0%	$65	"	"
Main Software Maintenance Renewal						
7640017563	PlanetPress Capture Pen License: OL Care - Renewal Qty 1 to 25 (Per User)	$80	0%	$80	"	"
7640017567	PlanetPress Capture Pen License: OL Care - Renewal Qty 26 to 50 (Per User)	$75	0%	$75	"	"
7640017571	PlanetPress Capture Pen License: OL Care - Renewal Qty 51 to 100 (Per User)	$68	0%	$68	"	"
7640017575	PlanetPress Capture Pen License: OL Care - Renewal Qty 101+ (Per User)	$65	0%	$65	"	"
Main Software Maintenance Re-Entry						
7640017564	PlanetPress Capture Pen License: OL Care - Re-Entry Qty 1 to 25 (Per User)	$165	0%	$165	"	"
7640017568	PlanetPress Capture Pen License: OL Care - Re-Entry Qty 26 to 50 (Per User)	$154	0%	$154	"	"
7640017572	PlanetPress Capture Pen License: OL Care - Re-Entry Qty 51 to 100 (Per User)	$140	0%	$140	"	"
7640017576	PlanetPress Capture Pen License: OL Care - Re-Entry Qty 101+ (Per User)	$133	0%	$133	"	"
Anoto Digital Pens						
7640015829	Anoto DP-201 Digital Pen	$249	0%	$249	"	"
Anoto Pen Accessories						
7640015136	Anoto Accessory Spare Cap DP201# 711005 - Black Color (Set of 10)	$155	0%	$155	"	"
7640015137	Anoto Accessory Mobile Cradle #711002 (Set of 10)	$155	0%	$155	"	"
7640015138	Anoto Digital Pen Refills Pilot 0.7mm Black #73407919 (Pack of 100)	$55	0%	$55	"	"
Professional Services						
7640008020	Professional Services - remote (Hourly, min 4hrs)	$250	0%	$250	"	"
7640001519	Objectif Lune Custom Application Development - Per Hour	$250	0%	$250	"	"
7640001275	Objectif Lune On-Site Services (one 8 hour day)	$2,000	0%	$2,000	"	"
7640004304	Objectif Lune Professional Services - Per Diem	$335	0%	$335	"	"
7640004310	Objectif Lune - Air fare	$1	0%	$1	"	"
Delivery Fees						
All orders MUST include the following delivery fees based on the quantity of Anoto Digital Pens ordered.						
1-10 Pens: Order Item 7640008086, Solutions Delivery Charge Level 2.						
Up to 50 Pens: Order Item 7640008088, Solutions Delivery Charge Level 4.						
Up to 100 Pens: Order Item 7640008089, Solutions Delivery Charge Level 5.						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29	"	"
7640008088	Solutions Delivery Charge - Level 4	$58	0%	$58	"	"
7640008089	Solutions Delivery Charge - Level 5	$87	0%	$87	"	"

PrintShop Mail

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Main Software						
It is required for all sales of PrintShop Mail to include annual maintenance.						
DirectSmile Creator Pro for Printshop Mail Starter and Professional will only function with PrintShop Mail, not as a standalone application.						
It is required for all sales of DirectSmile Creator Pro for PrintShop Mail Starter and Professional to include annual maintenance.						
DELIVERY: All PrintShop Mail and DirectSmile Software Licenses below MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
7640009493	PrintShop Mail 7 Starter (100,000 records)	$995	0%	$995	See below Delivery Charge	See below Installation Charges
7640009497	PrintShop Mail 7 Production (unlimited records)	$4,995	0%	$4,995	"	"
7640009505	PrintShop Mail 7 Web	$7,995	0%	$7,995	"	"
Main Software Maintenance						
It is required for all sales of PrintShop Mail to include annual maintenance.					"	"
7640009494	PrintShop Mail 7 Starter: Annual Maintenance	$170	0%	$170	"	"
7640009498	PrintShop Mail 7 Production: Annual Maintenance	$850	0%	$850	"	"
7640009506	PrintShop Mail 7 Web: Annual Maintenance	$1,360	0%	$1,360	"	"
Main Software Maintenance Renewal						
7640009495	PrintShop Mail 7 Starter: Annual Maintenance Renewal	$170	0%	$170	"	"
7640009499	PrintShop Mail 7 Production: Annual Maintenance Renewal	$850	0%	$850	"	"
7640009507	PrintShop Mail 7 Web: Annual Maintenance Renewal	$1,360	0%	$1,360	"	"
Main Software Maintenance Re-Entry						
7640009496	PrintShop Mail 7 Starter: Annual Maintenance Re-Entry	$349	0%	$349	"	"
7640009500	PrintShop Mail 7 Production: Annual Maintenance Re-Entry	$1,749	0%	$1,749	"	"
7640009508	PrintShop Mail 7 Web: Annual Maintenance Re-Entry	$2,799	0%	$2,799	"	"
Main Software Upgrade						
7640009509	PrintShop Mail 7 Starter to PrintShop Mail 7 Production Upgrade	$4,495	0%	$4,495	"	"
7640009511	PrintShop Mail 7 Starter to PrintShop Mail 7 Web Upgrade	$7,495	0%	$7,495	"	"
7640009513	PrintShop Mail 7 Production to PrintShop Mail 7 Web Upgrade	$4,375	0%	$4,375	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
Main Software Upgrade Maintenance						
7640009510	PrintShop Mail 7 Starter to PrintShop Mail 7 Production Upgrade: Annual Maintenance	$765	0%	$765	"	"
7640009512	PrintShop Mail 7 Starter to PrintShop Mail 7 Web Upgrade: Annual Maintenance	$1,275	0%	$1,275	"	"
7640009514	PrintShop Mail 7 Production to PrintShop Mail 7 Web Upgrade: Annual Maintenance	$744	0%	$744	"	"
Optional Software						
	IMPORTANT: For DirectSmile CreatorPro, you must order 1 unit of Annual Maintenance, and units of Annual Maintenance					
	Renewals to match any lease, as renewals are unavailable from Konica Minolta after the initial purchase.		0%	$0	"	"
7640009515	PrintShop Mail 7 Business to Consumer and Payment Module Upgrade (PrintShop Mail 7 Web only)	$795	0%	$795	"	"
7640009516	PrintShop Mail 7 Additional 350,000 Records (PrintShop Mail 7 Starter only)	$2,500	0%	$2,500	"	"
7640016926	DirectSmile Creator Pro for PrintShop Mail - 2 core system. Includes 100 additional image sets for image personalization and unlimited Smilys.	$1,599	0%	$1,599	"	"
Optional Software Maintenance						
7640016927	DirectSmile Creator Pro for PrintShop Mail - 2 core system. Mandatory maintenance (OL Care) at Point of Purchase.	$272	0%	$272	"	"
Optional Software Maintenance Renewal						
7640016928	DirectSmile Creator Pro for PrintShop Mail - 2 core system. Mantenace (OL Care) Renewal at Point of Purchase.	$272	0%	$272	"	"
Integration & Training						
IMPORTANT: Unlimited end-customer access to PrintShop Mail end-user web training by Objectif Lune is provided free of charge to customers with PrintShop Mail Annual Maintenance in effect.						
Unlimited end-customer access to the DirectSmile end-user video training by Objectif Lune, is provided free of charge to customers.						
Professional Services						
7640006610	PrintShop Mail Software Integration and/or End-User Training - One Hour - Performed by KMBS	$200	0%	$200	"	"
Delivery Fees						
7640008087	Solutions Delivery Charge - Level 3	$41	0%	$41		
JAMEX Vending						
DELIVERY: Each Jamex Integrated Vending Unit AND Mounting Sytem MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
INSTALLATION: Each Jamex Integrated Vending Unit AND Mounting System MUST include item 7640008125, KMBS Installation Fee for Jamex Units and Accessories (per main unit and accessory).						
7640000260	Jamex Model: 6557 Multi-Copy, Bill & Coin Unit. Accepts coins and bills up to $20, $34 in self-replenishing change capacity. Can be connected to either a PC or a copier.	$2,414.00	0%	$2,414	See below Delivery Charge	See below Installation Charges
7640000261	Jamex Model: 6552 Multi-Copy Coin Only Unit, $34 in self-replenishing change capacity. Can be connected to either a PC or a copier.	$1,523.00	0%	$1,523	"	"
7640000266	Jamex Model: 6557-70 Multi-Copy, Bill,Coin & Card Unit, Accepts coins and bills up to $20 and 7001 Stored-Value Cards. $34 in self-replenishing change capacity. Can be connected to either a PC or a copier .	$3,433.00	0%	$3,433	"	"
7640000267	Jamex Model: 6552-70 Multi-Copy, Coin & Card Unit, Accepts coins and 7001 Stored-Value Cards. $34 in self-replenishing change capacity. Can be connected to either a PC or a copier .	$2,535.00	0%	$2,535	"	"
7640002847	Jamex Model: 6552-JPC-I/O Multi-Copy, Coin Only Unit, $34 in self-replenishing change capacity. This unit connects to both a PC and a copier simultaneously.	$2,105.00	0%	$2,105	"	"
7640002848	Jamex Model: 6557-JPC-I/O Multi-Copy. Bill & Coin Unit, Accepts coins and bills up to $20, $34 in self-replenishing change capacity. This unit connects to both a PC and a copier simultaneously.	$2,995.00	0%	$2,995	"	"
7640013449	NetPad Touch	$1,592.00	0%	$1,592	"	"
7640013450	NetPad w/ mag	$1,992.00	0%	$1,992	"	"
7640013453	Initial Merch Setup	$349.00	0%	$349	"	"
7640013454	Month Processing Subscription (1K Trans)	$35.00	0%	$35	"	"
7640013455	Month Proces Subscription (Unlimt trans)	$60.00	0%	$60	"	"
7640013456	Additional Credential set for Web Reporting	$115.00	0%	$115	"	"
7640013457	TermActivate aft 1st Merch Setup(1-9)	$35.00	0%	$35	"	"
7640013458	TermActivate aft 1st Merch Setup 10+	$349.00	0%	$349	"	"
Mounting Systems						
DELIVERY: Each Jamex CS-1 MUST include item 7640008090, Level 6 Solutions Delivery Charge. Each NetPad Touch Wall Mount Bracket, Bracket to use with 65XX and Pedistal for NetPad Touch MUST include item 7640008086 Level 2 Solutions Delivery Charge.						
INSTALLATION: Each Jamex CS-1 MUST include item 7640008125 KMBS Installation Fee for Jamex Units and item 7640008086 Level 2 Solutions Delivery Charge.						
57BASE comes pre-installed on multi-copy coin units; Delivery and Installation not required						
7640000263	Jamex Model: CS-1 Support for Front Loading Copiers. Secures front paper trays and supports a multi-copy Integrated Vending System.	$827.00	0%	$827	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640000264	Jamex Model: 57BASE Free-Standing Base for a multi-copy Integrated Vending System.	$152.00	0%	$152	"	"
7640013459	Wall Mount Bracket	$82.00	0%	$82	"	"
7640013460	Bracket for use with 65xx vend station	$82.00	0%	$82	"	"
7640013461	Pedestal for NetPad Touch	$220.00	0%	$220	"	"
Accessories						
DELIVERY: Each Jamex Accessory MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
INSTALLATION: Each Jamex Accessory MUST include item 7640008125, KMBS Installation Fee for Jamex Units and Accessories (per main unit and accessory).						
7640001073	Jamex Model: 8157 Internal receipt printer for patron receipts and collecting vending system data.	$1,250.00	0%	$1,250	"	"
7640000905	Jamex Model: 200396 External hand held printer for collecting vending system data.	$821.00	0%	$821	"	"
7640000906	Jamex Model: 4-TUBE UPGRADE (new system only) Optional four tube coin changer with over $100 in change storage. This part for purchase with new vending systems only.	$333.00	0%	$333	"	"
7640004347	Jamex Model: 4-TUBE CHANGER (existing system only) Optional four tube coin changer with over $100.00 in change storage. This part for purchase for existing vending systems only.	$910.00	0%	$910	"	"
7640000268	Jamex Model: 7800 Stored value card reader for existing multi-copy Integrated Vending System.	$1,016.00	0%	$1,016	"	"
7640003066	Jamex Model: VARIES (interface solution) Interface solution for an integrated vending system and Konica Minolta MFP. This part may only be used when replacing an existing Konica Minolta MFP and continuing to use an existing Jamex vending system.	$178.00	0%	$178	"	"
7640003065	Jamex Model: VARIES (main board) Main control board for an integrated vending system and Konica Minolta MFP. This part may only be used when replacing an existing Konica Minolta MFP and continuing to use an existing James vending system.	$698.00	0%	$698	"	"
Single Coin Units						
DELIVERY: Each Jamex Single Coin Unit AND Mounting Pedestal MUST include item 7640008088, Level 4 Solutions Delivery Charge.						
INSTALLATION: Each Jamex Single Coin Unit AND Mounting Pedestal MUST include item 7640008125, KMBS Installation Fee for Jamex Units and Accessories (per main unit and accessory).						
7640000262	Jamex Model: 4300 (N,D, or Q) Single Coin, Single Copy Unit, accepts either a nickel, a dime, or a quarter. Specify coin when ordering.	$623.00	0%	$623	"	"
7640000265	Jamex Model:PD-4 Mounting Pedestal for 4300	$220.00	0%	$220	"	"
Stand-Alone Stored -						
DELIVERY: Each Jamex Stored Value Card Reader MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
INSTALLATION: Each Jamex Stored Value Card Reader MUST include item 7640008125, KMBS Installation Fee for Jamex Units and Accessories (per main unit and accessory).						
7640000270	Jamex Model: 7110 Multi-Copy Stored-Value Card Reader. Single price interface only. Available for all monochrome engines.	$1,016.00	0%	$1,016	"	"
7640000271	Jamex Model: 7112 Multi-Copy Stored-Value Card Reader. Multiple price interface and "Set Card Value" functionality.	$1,187.00	0%	$1,187	"	"
7640001074	Jamex Model: 7114 PC Peripheral Stored -Value Card Reader. Used with print release stations or 10mil Software.	$1,187.00	0%	$1,187	"	"
7640000273	Jamex Model: 7120 Management card reader with terminal interface. Used to manage multiple large card installations.	$2,211.00	0%	$2,211	"	"
Stored-Value Card						
DELIVERY: Each Jamex Stored Value Card Dispenser AND Dispenser & Re-Value Station MUST include item 7640008087, Level 3 Solutions Delivery Charge.						
INSTALLATION: Each Jamex Stored Value Card Dispenser AND Dispenser & Re-Value Station MUST include item 7640008125, KMBS Installation Fee for Jamex Units and Accessories (per main unit and accessory).						
7640000274	Jamex Model: 7210 Self Service Stored-Value Card Dispenser.	$2,894.00	0%	$2,894	"	"
7640000275	Jamex Model: 7220 Self Service Card Dispenser & Re-Value Station.	$3,911.00	0%	$3,911	"	"
7640000276	Jamex Model: 7225 Card Dispenser & Re-Value Station with 8157 internal receipt printer.	$4,935.00	0%	$4,935	"	"
Stored-Value Card						
DELIVERY: Each Jamex Model PD-7 MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
Each Jamex Model 8157 MUST include item 7640008089, Level 5 Solutions Delivery Charge.						
7640000269	Jamex Model: 7001 Proprietary Stored-Value Cards. CR80 10mil.	$1.00	0%	$1	"	"
7640004348	Jamex Model: 7001 - 100 pack Proprietary Stored-Value Cards, CR80, 10 mil.	$80.00	0%	$80	"	"
7640002953	Jamex Model:10MIL REVALUE PC software used in conjunction with 7114 to add, deduct and set value on stored-value cards.	$262.00	0%	$262	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640000272	Jamex Model: PD-7 Mounting Pedestal for Stand-Alone Stored -Value Card Readers.	$220.00	0%	$220	"	"
7640004349	Jamex Model: 301391 Preventative maintenance cleaning cards for all Stored-Value Card Readers. (50/box)	$62.00	0%	$62	"	"
7640001073	Jamex Model: 8157 Internal receipt printer for patron receipts and collecting vending system data.	$1,250.00	0%	$1,250	"	"
Remote Copy Counter						
DELIVERY: Each Jamex Model 2300 MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
7640014087	True-Count Remote Digital Copy Counter	$315.00	0%	$315	"	"
7640014088	True-Count 25' extension	$50.00	0%	$50	"	"
IMPORTANT PLEASE READ: the purchase of all LPT:ONE and PCRESERVATION orders must include items from the Professional Services section below. Please consult Jamex prior to quoting.						
LPT: One - Building						
DELIVERY: Each LPT1: First Builiding, item 7640003061, MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
7640003061	LPT 1 - First Building First Building Package for LPT: One. Includes job queue database and administrator interface for one building. Requires at least one Print Release Terminal. (Windows Only)	$995.00	0%	$995	"	"
7640003062	LPT 1 - Additional Building Additional building packages for larger installations	$295.00	0%	$295	"	"
LPT: One-Print						
7640003063	LPT 1 - PRT Print Release Terminal is the user interface to select and pay for print jobs. (Windows Only) Qty: 1-24	$495.00	0%	$495	"	"
7640003064	LPT 1 - PRT Print Release Terminal is the user interface to select and pay for print jobs. (Windows Only) Qty: Site License	$12,375.00	0%	$12,375	"	"
LPT: One Client						
7640000807	LPT1-Client One required for any computer that will be tracked by the print management system, including patron or student owned equipment. (Windows or Mac) Qty: 1-8	$85.00	0%	$85	"	"
7640000808	LPT1-Client One required for any computer that will be tracked by the print management system, including patron or student owned equipment. (Windows or Mac) Qty: 10-17	$74.00	0%	$74	"	"
7640000809	LPT1-Client One required for any computer that will be tracked by the print management system, including patron or student owned equipment. (Windows or Mac) Qty: 20-39	$59.00	0%	$59	"	"
7640000810	LPT1-Client One required for any computer that will be tracked by the print management system, including patron or student owned equipment. (Windows or Mac) Qty: 50-81	$48.00	0%	$48	"	"
7640000811	LPT1-Client One required for any computer that will be tracked by the print management system, including patron or student owned equipment. (Windows or Mac) Qty: 100-160	$45.00	0%	$45	"	"
LPT:One - Client						
7640000830	LPT1-VIM Use for each stand-alone client that requires a vending system to be connected. Not needed when using a Print Release Terminal. Qty: Any	$137.00	0%	$137	"	"
LPT:One - Authentication & Accounting Module						
7640000837	LPT:One Authentication and Accounting Module	$3,995.00	0%	$3,995	"	"
IMPORTANT PLEASE READ: the purchase of all LPT:ONE and PCRESERVATION orders must include items from the Professional Services section below. Please consult Jamex prior to quoting.						
PC Reservation - Building Packages						
7640003067	PCRES -First Building Includes management console and unlimited remote reservation stations.	$1,995.00	0%	$1,995	"	"
7640003068	PCRES -Addl Building Additional building packages for larger installations.	$500.00	0%	$500	"	"
PC Reservation - Client Modules						
7640001081	PCRES-Client One required for any computer that needs to have time management and access control (Windows Only) Qty: 1-8	$85.00	0%	$85	"	"
7640001082	PCRES-Client One required for any computer that needs to have time management and access control (Windows Only). Qty: 10-17	$74.00	0%	$74	"	"
7640001083	PSRES-Client One required for any computer that need to have time management and access control (Windows Only). Qty: 20-39	$59.00	0%	$59	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640001084	PSRES-Client One required for any computer that need to have time management and access control (Windows Only). Qty: 50-81	$48.00	0%	$48	"	"
7640001085	PSRES-Client One required for any computer that need to have time management and access control (Windows Only). Qty: 100-160	$31.00	0%	$31	"	"
Extended Warranty						
7640001055	WarrExt Extended Hardware Warranty. Annual cost is 13% of the total hardware value. Example: if hardware totals $5000. $5,000 x 13% = $650. You would enter quantity 650 for this $1 item for one additional year of hardware warranty.	$1.00	0%	$1	"	"
7640001632	2SS-01 Annual software maintenance, support and upgrades. Contact Jamex Customer Service for assistance in identifying quantity (a.k.a. real price) for this item.	$1.00	0%	$1	"	"
Professional Services						
7640001071	Install - First Day On Site Software Installation. Requires T/E below.	$2,295.00	0%	$2,295	"	"
7640001072	Install - Addl Day On-Site Software Installation. Requires T/E below.	$1,500.00	0%	$1,500	"	"
7640001836	Per Diem Travel & Expenses	$800.00	0%	$800	"	"
7640004350	Install - Remote Daily Remote Software Installation	$1,200.00	0%	$1,200	"	"
7640001632	2SS-01 Annual software maintenance, support and upgrades. Contact Jamex Customer Service for assistance in identifying quantity (a.k.a. real price) for this item.	$1.00	0%	$1	"	"
Engine Accessories						
7640003069	Model: Jamex Rosetta Foreign Interface Replacement for VK-501. Used for multi-price interface with stand-alone card readers, JPC-I/0 integrated vending systems, or other third party controllers.	$579.00	0%	$579	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$25.00	0%	$25	"	"
7640008087	Solutions Delivery Charge - Level 3	$35.00	0%	$35	"	"
7640008088	Solutions Delivery Charge - Level 4	$50.00	0%	$50	"	"
7640008089	Solutions Delivery Charge - Level 5	$75.00	0%	$75	"	"
7640008090	Solutions Delivery Charge - Level 6	$150.00	0%	$150	"	"
Installation Fees						
7640008125	KMBS Installation Fee for Jamex Units and Accessories (per main unit or accessory)	$100.00	0%	$100	"	"

ITC Systems

Stored Value Card Systems

DELIVERY: Each ITC Systems Stored Value Card Reader AND Dispenser & Re-Value Station MUST include item 7640008087, Level 3 Solutions Delivery Charge.

INSTALLATION: Each ITC Systems Stored Value Card reader AND Dispenser & Re-Value Station MUST include item 7640012724 KMBS Installation Fee for ITC Systems Units and Accessories (per main unit and accessory).

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640007759	ITC 1080-10 Base For Cash Card Loader	$693	0%	$693	See below Delivery Charge	See below Installation Charges
7640009370	1085U Low Cost Ldr: Add Val Only	$2,629	0%	$2,629	"	"
7640009371	1085U-D Low Cost Ldr W/Disp & Add Val	$3,156	0%	$3,156	"	"
7640009372	1500 Mag Stripe Rdr Adv: Rs-232: Usb:Ttl	$1,158	0%	$1,158	"	"
7640007838	ITC Mag Card Reader (Charge For Copy, Print, Fax, Scan) For Use With Business Center Software Solution	$1,316	0%	$1,316	"	"
7640009373	ITC 1535 Mag Card Series Advanced Mini Till	$1,632	0%	$1,632	"	"
7640009374	ITC 1580U Cash Card Loader, add value only (TCP/IP Enabled for reporting)	$4,166	0%	$4,166	"	"
7640009375	ITC 1580U-D Cash Card Loader with dispense and add value	$4,903	0%	$4,903	"	"
7640009376	ITC 1580U-DP Cash Card Loader with dispense, add value, and receipt printer	$6,051	0%	$6,051	"	"
7640009377	ITC 1580U-DPC Cash Card Loader with dispense, add value, receipt printer, and credit card Acceptance	$6,314	0%	$6,314	"	"
7640015898	MC100 Bill Changer - accepts $5, $10, $20	$3,758	0%	$3,758	"	"
7640015899	Base for MC100 Bill Changer	$267	0%	$267	"	"
Coin-Ops						
DELIVERY: Each ITC Systems Vending Unit AND Mounting Sytem MUST include item 7640008090, Level 6 Solutions Delivery Charge.						
INSTALLATION: Each ITC Systems Vending Unit AND Mounting System MUST include item 7640012724 KMBS Delivery Charge.						
Installation Fee for ITC Systems Units and Accessories (per main unit and accessory).						
7640007734	ITC 5410U-105-F - Coin, Card Operated Fussion, - Fully Featured. Foot Stand Or Roller Wheel Included. Interface Cable Included.	$2,365	0%	$2,365	"	"
7640007733	ITC 5410U-F - Coin Operated Fusion -Fully Featured. Interface Cable Included.	$1,635	0%	$1,635	"	"

Exhibit B

 KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640007739	ITC 5420U-105-F Coin-Bill-Card Operated Fusion- Fully Featured. Foot Stand Or Roller Wheel Included, Interface Cable Included	$3,100	0%	$3,100	"	"
7640007737	ITC 5420U-F Fussion, Coin, Bill Operated-Fully Featured. Foot Stand Or Roller Wheel Included, Interface Cable Included	$2,235	0%	$2,235	"	"
7640015358	5420U-720-F-The Fusion, Coin, Bill, Card Operated Controller, Netlink reader - On-Line Account Card Capable	$3,319	0%	$3,319	"	"
Mounting System						
7640007742	5300-Csh Copier Security Housing	$579	0%	$579	"	"
Software Solutions						
Consult ITC Systems for installation and Maintenance Costs						
DELIVERY: Each ITC Systems Software Solution package MUST include item 7640008085, Level 1 Solutions Delivery Charge.						
7640009386	6030 Credit Card Proc Sw Utility	$3,500	0%	$3,500	"	"
7640009387	6030-Ccm Credit Card Module Per Terminal	$400	0%	$400	"	"
7640007796	6030-WR Web Purcashe Software (incl. 6030)	$3,500	0%	$3,500	"	"
7640009389	6035-TILL (Add or subtract from Cash Cards)	$1,250	0%	$1,250	"	"
7640007842	ITC 6035-Pos Soft Till (Retail Business Center Software)	$3,500	0%	$3,500	"	"
7640007802	ITC 6040-C Print Manager - Client Release Station	$750	0%	$750	"	"
7640007799	ITC 6040 Pay Pc Patron (Charge Time On Pn And Print Through 1500 Reader)	$400	0%	$400	"	"
7640007803	ITC 6040-S Print Manager - Server	$1,500	0%	$1,500	"	"
7640007801	6040-PU Print Manager Pop-Up (per Workstation)	$25	0%	$25	"	"
7640009390	6080-7000 Ind Conn Lic (Per Netlink Lic)	$100	0%	$100	"	"
7640009391	6080-7000-20 Bundle Of 20 Conn Lic	$1,800	0%	$1,800	"	"
7640009392	6080-7000-50 Bundle Of 50 Conn Lic	$4,000	0%	$4,000	"	"
7640009393	6080-C Multiplan Cpy/Prt Db (2500 Users)	$3,800	0%	$3,800	"	"
7640015163	Remote and wireless Print Module (minimum 5 printers - Addl. @ each price)	$667	0%	$667	"	"
7640015164	GS-4 Windows Transaction Server - GoPrint	$2,085	0%	$2,085	"	"
7640015165	GS-4 Agents (per print server)	$833	0%	$833	"	"
7640015166	Concurrent Web Executable Pup-Up - GoPrint (sold in groups of 100)	$1.80	0%	$2	"	"
6040-G-WP	Wireless Mobile Print Connector (Annual Fee - Mandatory with -SL and -S)	$833	0%	$833	"	"
6040-G-C	GS-4 Print Release Station	$695	0%	$695	"	"
7640015894	PrinterOn Remote and Wireless Print Module - Library Market- First Printer - Hosted - Annual Cost	$991	0%	$991	"	"
7640015895	PrinterOn Remote and Wireless Print Module - Library Market- additional cost per printer - Hosted - Annual Cost	$615	0%	$615	"	"
7640015896	PrinterOn Remote and Wireless Print Module - Library Market - Annual Subscription - First Printer at a Customer - beyond the first year.	$991	0%	$991	"	"
7640015897	PrinterOn Remote and Wireless Print Module - Library Market - Annual Subscription - additional printers at a customer - beyond the first year.	$615.00	0%	$615	"	"
7640018143	Multiplan Matrix Manager, Web Based Multiplan Administration and Reporting Software - 3 client admin/operator seats incl	$6,000	0%	$6,000	"	"
7640018144	Multiplan Matrix Manager, add for Scheduled Reporting	$1,000	0%	$1,000	"	"
7640018145	Multiplan Matrix Manager, add per client admin/operator seat over 3	$500	0%	$500	"	"
7640018146	Multiplan Matrix Manager, add for custom Branding	$1,000.00	0%	$1,000	"	"
On-line Equipment						
Consult ITC Systems for specific requirements						
DELIVERY: Each Netlink Terminal or Reader for On-Line Equpment Software Solutions MUST include item 7640008087 level 3 delivery charge.						
Each Kiosk Touch Screen item number 7640015800 must include item number 7640008090 level 6 delivery charge.						
Level 3 Solutions Delivery Charge.						
Installation: ALL On-Line Equipment for Software Solutions will be completed by ITC Systems						
7640017755	7210-BC Netlink Terminal: TCP/IP, Copier/fax,network print applications with Contactless Reader	$1,435	0%	$1,435	"	"
7640017756	ITC 7080U-PRX-P NetLink loader: TCP/IP, adds to accounts, Contactless Reader, currency baced, receipt printer	$5,435	0%	$5,435	"	"
7640017757	ITC 7080U-BC-DP NetLink loader: TCP/IP, adds to accounts, Contactless Reader, currency based, receipt printer, dispenser	$6,100	0%	$6,100	"	"
7640009395	7210-BC Netlink Terminal: TCP/IP, Copier/fax,network print applications with barcode scanner	$1,374	0%	$1,374	"	"
7640009396	7210-SW NetLink Terminal: TCP/IP, copier/fax/network print applications with magnetic swipe.	$1,153	0%	$1,153	"	"
7640009397	ITC 7020-SW NetLink terminal for MDB vending: TCP/IP with swipe card	$1,051	0%	$1,051	"	"
7640009398	ITC 7035-SW NetLink POS terminal with mag card swipe: TCP/IP	$1,153	0%	$1,153	"	"
7640009399	ITC 7080U-BC-DP NetLink loader: TCP/IP, adds to accounts, bar code, currency based, receipt printer, dispenser	$5,261	0%	$5,261	"	"
7640009400	ITC 7080U-BC-P NetLink loader: TCP/IP, adds to accounts, bar code, currency baced, receipt printer	$4,840	0%	$4,840	"	"
7640009401	ITC 7080U-P NetLink Loader: TCP/IP, adds to accounts, currency based, receipt printer	$4,208	0%	$4,208	"	"
7640009402	ITC 7080U-SW-D NetLink loader: TCP/IP, adds to accounts, mag swipe, currency-based dispenser	$4,500	0%	$4,500	"	"
7640009403	ITC 7080U-SW-DP NetLink Loader: TCP/IP, adds to accounts, mag swipe, currency based, dispenser, receipt printer	$5,261	0%	$5,261	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640009404	ITC 7080U-SW-P NetLink loader: TCP/IP, Adds to Accounts, Mag Swipe, Currency based, receipt printer with mag swipe	$4,500	0%	$4,500	"	"
7640015939	USB Keyboard Wedge Swipe	$299	0%	$299	"	"
7640015940	NetLink 7080 Loader - Coin/Bill, Card Dispenser, Receipt Printer	$6,135	0%	$6,135	"	"
7640015941	NetLink 7080 Loader - Coin/Bill, Card Dispenser, Receipt Printer, Credit Card	$6,635	0%	$6,635	"	"
7640015942	NetLink 7080 Loader - Coin/Bill, Card Dispenser	$5,450	0%	$5,450	"	"
7640015993	Symbol Barcode Scanner with Stand, USB, 5V	$339	0%	$339	"	"
7640015994	NetLink Terminal TCP/IP, Copier/Fax/Network Print Applications w/ Bar Code and Stand	$1,390	0%	$1,390	"	"
7640009405	7510 Netlink Account Terminal	$945	0%	$945	"	"
7640015800	Kiosk, touch screen, w/ BV	$6,990	0%	$6,990	"	"
7640015801	Add Card Reader (Stored Value)	$1,275	0%	$1,275	"	"
7640015802	Add Card Reader (Mag Swipe)	$600	0%	$600	"	"
7640015803	Add Card Reader (HID)	$700	0%	$700	"	"
7640015804	Add Card Reader (MiFare)	$700	0%	$700	"	"
7640015805	Add Card Dispenser	$675	0%	$675	"	"
7640015806	Add Receipt Printer	$975	0%	$975	"	"
7640015807	Add Coin Acceptance	$670	0%	$670	"	"
7640015808	Add Credit Card Swipe	$525	0%	$525	"	"
Accessories						
DELIVERY: Each ITC Systems Accessory MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
Each order of up to 500 custom cards must include item number 7640008085 level 1 delivery charge.						
INSTALLATION: If installed by KMBS, Each ITC Systems Accessory MUST include item 7640012724 KMBS Installation Fee for ITC Systems Units and Accessories (per main unit and accessory).						
7640009379	ITC 4414 DPU Report Printer	$672	0%	$672	"	"
7640009380	ITC 4414 DPU-B Report Printer W/Battery	$777	0%	$777	"	"
7640009381	5400-Usbbkt USB Bracket	$25	0%	$25	"	"
7640008111	ITC Programming Keypad - 500, 1085, 5400, 7020, 2020, 2010.(Required For ITC 1500 Series Card Readers)	$132	0%	$132	"	"
7640007725	ITC Coin And Mag Card Cable For Konica Minolta	$110	0%	$110	"	"
7640007839	ITC Custom Cable To Connect 1500-02 To Konica Minolta Bizhub C451	$110	0%	$110	"	"
7640007724	ITC 1500/54X0 Cable For Konica Minolta Color Bizhub Copiers	$110	0%	$110	"	"
7640007760	Generic Magnetic Card With ITC Logo (Each)	$0.56	0%	$1	"	"
7640007791	Custom Copier Cable	$110	0%	$110	"	"
7640007792	Rs-232 Serial Cable For Card And Coin Products	$42	0%	$42	"	"
7640014142	Serial Printer for Retail Business Center (6035) Cable incl	$707	0%	$707	"	"
7640015677	Smartlink IP Lantronics Terminal - TCP/IP w/ 1 Serial port Converter	$289	0%	$289	"	"
7640015809	Blank cards white/white CR-80 R-50 size	$0.22	0%	$0	"	"
7640015810	Sequential number on front or back	$0.16	0%	$0	"	"
7640015811	Add print color (per side of card)	$0.16	0%	$0	"	"
7640015812	Add mag stripe (Track 3,Track 2/4/5)	$0.16	0%	$0	"	"
7640015813	Add Signature Panel to front or back	$0.16	0%	$0	"	"
7640015814	Add barcode to front or back of card	$0.16	0%	$0	"	"
7640015815	Encoding of magnetic stripe	$0.25	0%	$0	"	"
7640015816	One-Time Plate Fee, per color per side	$375	0%	$375	"	"
7640015882	DataCap Single Lane Credit Card IP based modem (no phone line backup)	$1,465	0%	$1,465	"	"
Installation						
7640013445	ITC Remote Software Installation	$800	0%	$800	"	"
7640007846	ITC Onsite Hardware Installation	$1.00	0%	$1	"	"
7640007847	ITC Onsite Software Installation	$1.00	0%	$1	"	"
7640007844	ITC Hardware Is Warranted For 1 Year. Annual Return To the Service Depot Is 15% Of Total Hardware Cost for each additional year	$1.00	0%	$1	"	"
7640007797	ITC Web Revalue Software Maintenance (Per Year)	$700	0%	$700	"	"
7640007845	Annual ITC Maintenance Contract For Software Purchaced - 20% Of Software Purchaced	$1.00	0%	$1	"	"
7640012724	KMBS Installation Fee for Systems Units and Accessories (per main unit or accessory)	$100	0%	$100	"	"
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18	0%	$18	"	"
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29	"	"
7640008087	Solutions Delivery Charge - Level 3	$41	0%	$41	"	"
7640008088	Solutions Delivery Charge - Level 4	$58	0%	$58	"	"
7640008089	Solutions Delivery Charge - Level 5	$87	0%	$87	"	"
7640008090	Solutions Delivery Charge - Level 6	$173	0%	$173	"	"
Konica Minolta UNITY Document Suite						
Unity Document Suite						
Delivery of the Unity product will now be Electronic. If your customer requires Physical DVD media you must include A45V0Y1 on your sales order.						
DELIVERY: Each Unity package MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
A48Y0Y1	Unity Document Suite 1 Seat License	$400	0%	$400	See below Delivery Charge	See below Installation Charges
A4920Y1	Unity Document Suite 5 Seat License	$1,700	0%	$1,700	"	"
A4930Y1	Unity Document Suite 25 Seat License	$8,000	0%	$8,000	"	"

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
A49A0Y1	Unity Document Suite 100 Seat License	$24,400	0%	$24,400	"	"
A45V0Y1	Unity Document Suite DVD Package	$35	0%	$35	"	"
Unity Document Suite - Upgrade						
A4P30Y1	Unity Document Suite 1 Seat Upgrade License	$199	0%	$199	"	"
A4P40Y1	Unity Document Suite 5 Seat Upgrade (from v6)	$599	0%	$599	"	"
A4P50Y1	Unity Document Suite 25 Seat Upgrade Pack	$2,250	0%	$2,250	"	"
A4P60Y1	Unity Document Suite 100 Seat Upgrade Pack	$7,050	0%	$7,050	"	"
Professional Services						
7640006607	Unity Software Integration and/or End-User Training - One Hour - Performed by KMBS	$200	0%	$200	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29	"	"
Konica Minolta-Dispatcher Phoenix Foundations						
Dispatcher Phoenix						
DELIVERY: All Dispatcher Phoenix Main Software, MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
All sales of Dispatcher Phoenix Main Software and Software Options, MUST include the Corresponding Annual Maintenance in 1, 3, or 5-year increments.						
7640001125	Dispatcher Phoenix Foundations with 1 Active Input Connector	$300	0%	$300	See below Delivery Charge	See below Installation Charges
Main Software Maintenance						
7640016314	DPP: 1 yr. software maintenance	$60	0%	$60	"	"
7640016321	DPP: 3 yr. software maintenance	$171	0%	$171	"	"
7640016328	DPP: 5 yr. software maintenance	$270	0%	$270	"	"
Software Options						
7640014447	DPP & LE Option - Additional Single Active Input Connector	$600	0%	$600	"	"
7640016308	DPP & LE Option – Print to File w/ Printer Port Monitor	$200	0%	$200	"	"
7640016309	DPP & LE Option – Page Count & Color Route	$100	0%	$100	"	"
7640015729	DPP & LE Option - Advanced Bates Stamp	$500	0%	$500	"	"
7640015730	DPP & LE Option - Convert to PDF	$300	0%	$300	"	"
7640015731	DPP & LE Option - SMTP with Email Parser	$800	0%	$800	"	"
7640015732	DPP & LE Option - LPR In	$200	0%	$200	"	"
7640015733	DPP & LE Option - OCR w/Metadata, Office & PDF Output	$400	0%	$400	"	"
7640015734	DPP & LE Option - Convert to MS Office	$300	0%	$300	"	"
7640015735	DPP & LE Option - Bar Code Processing	$300	0%	$300	"	"
7640015736	DPP & LE Option - 2D Bar Code Processing	$300	0%	$300	"	"
7640016310	DPP & LE Option – Redact & Highlight Bundle	$300	0%	$300	"	"
7640016311	DPP & LE Option – Parsing Bundle	$400	0%	$400	"	"
7640016312	DPP & LE Option – Metadata Bundle	$200	0%	$200	"	"
7640016313	DPP & LE Option – KDK Generator & Converter	$500	0%	$500	"	"
7640018116	DPP & LE Option - SharePoint Connector	$400	0%	$400	"	"
7640018120	DPP & LE Option - OBDC Node	$200	0%	$200	"	"
Software Options Maintenance						
7640014449	DPP LE/PE: 1 Additional Active Input: 1 Year Software Maintenance	$120	0%	$120	"	"
7640015766	DPP PE Advanced Bates Stamp: 1 year software maintenance	$100	0%	$100	"	"
7640015767	DPP PE Convert to PDF: 1 year software maintenance	$60	0%	$60	"	"
7640015768	DPP LE/PE SMTP with Email Parser: 1 year software maintenance	$160	0%	$160	"	"
7640015769	DPP LE/PE LPR In: 1 year software maintenance	$40	0%	$40	"	"
7640015770	DPP LE/PE OCR w/Metadata, Office & PDF Output: 1 year software maintenance	$80	0%	$80	"	"
7640015771	DPP LE/PE Convert to MS Office: 1 year software maintenance	$60	0%	$60	"	"
7640015772	DPP LE/PE Bar Code Processing: 1 year software maintenance	$60	0%	$60	"	"
7640015773	DPP LE/PE 2D Bar Code Processing: 1 year software maintenance	$60	0%	$60	"	"
7640016315	DPP & LE - Print to File w/ Printer Port Monitor: 1 yr. software maintenance	$40	0%	$40	"	"
7640016316	DPP & LE - Page Count & Color Route: 1 yr. software maintenance	$20	0%	$20	"	"
7640016317	DPP & LE - Redact & Highlight: 1 yr. software maintenance	$60	0%	$60	"	"
7640016318	DPP & LE - Parsing Bundle: 1 yr. software maintenance	$80	0%	$80	"	"
7640016319	DPP & LE - Metadata Bundle: 1 yr. software maintenance	$40	0%	$40	"	"
7640016320	DPP & LE - KDK Generator & Converter: 1 yr. software maintenance	$100	0%	$100	"	"
7640018117	DPP & LE - SharePoint Connector: 1 yr. software maintenance	$80	0%	$80	"	"
7640018121	DPP & LE - OBDC Node: 1 yr. software maintenance	$40	0%	$40	"	"
7640015774	DPP LE/PE Additional Active Input: 3 years software maintenance	$342	0%	$342	"	"
7640015775	DPP PE Advanced Bates Stamp: 3 years software maintenance	$285	0%	$285	"	"
7640015776	DPP PE Convert to PDF: 3 years software maintenance	$171	0%	$171	"	"
7640015777	DPP LE/PE SMTP with Email Parser: 3 years software maintenance	$456	0%	$456	"	"
7640015778	DPP LE/PE LPR In: 3 years software maintenance	$114	0%	$114	"	"
7640015779	DPP LE/PE OCR w/Metadata, Office & PDF Output: 3 years software maintenance	$228	0%	$228	"	"
7640015780	DPP LE/PE Convert to MS Office: 3 years software maintenance	$171	0%	$171	"	"
7640015781	DPP LE/PE Bar Code Processing: 3 years software maintenance	$171	0%	$171	"	"
7640015782	DPP LE/PE 2D Bar Code Processing: 3 years software maintenance	$171	0%	$171	"	"
7640016322	DPP & LE - Print to File w/ Printer Port Monitor: 3 yr. software maintenance	$114	0%	$114	"	"

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SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016323	DPP & LE - Page Count & Color Route: 3 yr. software maintenance	$57	0%	$57	"	"
7640016324	DPP & LE - Redact & Highlight: 3 yr. software maintenance	$171	0%	$171	"	"
7640016325	DPP & LE - Parsing Bundle: 3 yr. software maintenance	$228	0%	$228	"	"
7640016326	DPP & LE - Metadata Bundle: 3 yr. software maintenance	$114	0%	$114	"	"
7640016327	DPP & LE - KDK Generator & Converter: 3 yr. software maintenance	$285	0%	$285	"	"
7640018118	DPP & LE - SharePoint Connector: 3 yr. software maintenance	$228	0%	$228	"	"
7640018122	DPP & LE - OBDC Node: 3 yr. software maintenance	$114	0%	$114	"	"
7640015783	DPP LE/PE Additional Active Input: 5 years software maintenance	$540	0%	$540	"	"
7640015784	DPP PE Advanced Bates Stamp: 5 years software maintenance	$450	0%	$450	"	"
7640015785	DPP PE Convert to PDF: 5 years software maintenance	$270	0%	$270	"	"
7640015786	DPP LE/PE SMTP with Email Parser: 5 years software maintenance	$720	0%	$720	"	"
7640015787	DPP LE/PE LPR In: 5 years software maintenance	$180	0%	$180	"	"
7640015788	DPP LE/PE OCR w/Metadata, Office & PDF Output: 5 years software maintenance	$360	0%	$360	"	"
7640015789	DPP LE/PE Convert to MS Office: 5 years software maintenance	$270	0%	$270	"	"
7640015790	DPP LE/PE Bar Code Processing: 5 years software maintenance	$270	0%	$270	"	"
7640015791	DPP LE/PE 2D Bar Code Processing: 5 years software maintenance	$270	0%	$270	"	"
7640016329	DPP & LE - Print to File w/ Printer Port Monitor: 5 yr. software maintenance	$180	0%	$180	"	"
7640016330	DPP & LE - Page Count & Color Route: 5 yr. software maintenance	$90	0%	$90	"	"
7640016331	DPP & LE - Redact & Highlight: 5 yr. software maintenance	$270	0%	$270	"	"
7640016332	DPP & LE - Parsing Bundle: 5 yr. software maintenance	$360	0%	$360	"	"
7640016333	DPP & LE - Metadata Bundle: 5 yr. software maintenance	$180	0%	$180	"	"
7640016334	DPP & LE - KDK Generator & Converter: 5 yr. software maintenance	$450	0%	$450	"	"
7640018119	DPP & LE - SharePoint Connector: 5 yr. software maintenance	$360	0%	$360	"	"
7640018123	DPP & LE - OBDC Node: 5 yr. software maintenance	$180	0%	$180	"	"
Installation Fees and Professional Services						
7640005345	Konica Minolta SEC Consultation Services for Dispatcher Phoenix (Per Hour)	$200	0%	$200	"	"
7640005346	Konica Minolta SEC Development Services for Dispatcher Phoenix (Per Hour)	$350	0%	$350	"	"
7640014526	Dispatcher Phoenix Integration and End-User Training by KMBS: 1 Hour	$200	0%	$200	"	"
7640015792	Dispatcher Phoenix Legal/Phoenix Pro Remote Installation Services performed by SEC (up to 4 hours)	$800	0%	$800	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29	"	"

Konica Minolta-Dispatcher Phoenix Pro

Dispatcher Phoenix Pro						
DELIVERY: All Dispatcher Phoenix Main Software, MUST include item 7640008086, Level 2 Solutions Delivery Charge.						
INSTALLATION: Dispatcher Phoenix Legal/Pro (remote) Installation Services by SEC (up to 4 hours), Item 7640015792, is available for Dispatcher Phoenix Pro installations.						
CUSTOMIZATION: Any customization is at extra cost and requires a Statement of Work.						
INTEGRATION AND TRAINING: Dispatcher Phoenix Pro MUST include units of Item 7640014526, Dispatcher Phoenix Integration and End-User Training: 1 Hour, as necessary.						
All sales of Dispatcher Phoenix Main Software and Software Options, MUST include the Corresponding Annual Maintenance in 1, 3, or 5-year increments.						
7640014446	Dispatcher Phoenix Pro with 1 Active Input Connector	$800	0%	$800	See below Delivery Charge	See below Installation Charges
7640015720	Dispatcher Phoenix Pro (Includes 10 Active Inputs)	$5,840	0%	$5,840	"	"
7640015721	Dispatcher Phoenix Pro (Includes 25 Active Inputs)	$14,200	0%	$14,200	"	"
7640015722	Dispatcher Phoenix Pro (Includes 50 Active Inputs)	$27,600	0%	$27,600	"	"
7640015723	Dispatcher Phoenix Pro (Includes 100 Active Input)	$53,600	0%	$53,600	"	"
Main Software Maintenance						
7640014448	Dispatcher Phoenix Pro: Annual Software Maintenance	$160	0%	$160	"	"
7640015737	DPP PE with 10 Active Inputs: 1 year software maintenance	$1,168	0%	$1,168	"	"
7640015738	DPP PE with 25 Active Inputs: 1 year software maintenance	$2,840	0%	$2,840	"	"
7640015739	DPP PE with 50 Active Inputs: 1 year software maintenance	$5,520	0%	$5,520	"	"
7640015740	DPP PE with 100 Active Inputs: 1 year software maintenance	$10,720	0%	$10,720	"	"
7640015741	Dispatcher Phoenix Pro 3 years software maintenance	$456	0%	$456	"	"
7640015742	DPP PE with 10 Active Inputs: 3 years software maintenance	$3,329	0%	$3,329	"	"
7640015743	DPP PE with 25 Active Inputs: 3 years software maintenance	$8,094	0%	$8,094	"	"
7640015744	DPP PE with 50 Active Inputs: 3 years software maintenance	$15,732	0%	$15,732	"	"
7640015745	DPP PE with 100 Active Inputs: 3 years software maintenance	$30,552	0%	$30,552	"	"
7640015746	Dispatcher Phoenix Pro 5 years software maintenance	$720	0%	$720	"	"
7640015747	DPP PE with 10 Active Inputs: 5 years software maintenance	$5,256	0%	$5,256	"	"
7640015748	DPP PE with 25 Active Inputs: 5 years software maintenance	$12,780	0%	$12,780	"	"
7640015749	DPP PE with 50 Active Inputs: 5 years software maintenance	$24,840	0%	$24,840	"	"
7640015750	DPP PE with 100 Active Inputs: 5 years software maintenance	$48,240	0%	$48,240	"	"
Software Options						
7640014447	DPP & LE Option - Additional Single Active Input Connector	$600	0%	$600	"	"
7640015729	DPP & LE Option - Advanced Bates Stamp	$500	0%	$500	"	"
7640015730	DPP & LE Option - Convert to PDF	$300	0%	$300	"	"
7640015731	DPP & LE Option - SMTP with Email Parser	$800	0%	$800	"	"
7640015733	DPP & LE Option - OCR w/Metadata, Office & PDF Output	$400	0%	$400	"	"
7640015734	DPP & LE Option - Convert to MS Office	$300	0%	$300	"	"

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640015735	DPP & LE Option - Bar Code Processing	$300	0%	$300	"	"
7640015736	DPP & LE Option - 2D Bar Code Processing	$300	0%	$300	"	"
7640016310	DPP & LE Option – Redact & Highlight Bundle	$300	0%	$300	"	"
7640016313	DPP & LE Option – KDK Generator & Converter	$500	0%	$500	"	"
7640018116	DPP & LE Option - SharePoint Connector	$400	0%	$400	"	"
7640018120	DPP & LE Option - OBDC Node	$200	0%	$200	"	"
Software Options Maintenance						
7640014449	DPP LE/PE: 1 Additional Active Input: 1 Year Software Maintenance	$120	0%	$120	"	"
7640015766	DPP PE Advanced Bates Stamp: 1 year software maintenance	$100	0%	$100	"	"
7640015767	DPP PE Convert to PDF: 1 year software maintenance	$60	0%	$60	"	"
7640015768	DPP LE/PE SMTP with Email Parser: 1 year software maintenance	$160	0%	$160	"	"
7640015770	DPP LE/PE OCR w/Metadata, Office & PDF Output: 1 year software maintenance	$80	0%	$80	"	"
7640015771	DPP LE/PE Convert to MS Office: 1 year software maintenance	$60	0%	$60	"	"
7640015772	DPP LE/PE Bar Code Processing: 1 year software maintenance	$60	0%	$60	"	"
7640015773	DPP LE/PE 2D Bar Code Processing: 1 year software maintenance	$60	0%	$60	"	"
7640016317	DPP & LE - Redact & Highlight: 1 yr. software maintenance	$60	0%	$60	"	"
7640016320	DPP & LE - KDK Generator & Converter: 1 yr. software maintenance	$100	0%	$100	"	"
7640018117	DPP & LE - SharePoint Connector: 1 yr. software maintenance	$80	0%	$80	"	"
7640018121	DPP & LE - OBDC Node: 1 yr. software maintenance	$40	0%	$40	"	"
7640015774	DPP LE/PE Additional Active Input: 3 years software maintenance	$342	0%	$342	"	"
7640015775	DPP PE Advanced Bates Stamp: 3 years software maintenance	$285	0%	$285	"	"
7640015776	DPP PE Convert to PDF: 3 years software maintenance	$171	0%	$171	"	"
7640015777	DPP LE/PE SMTP with Email Parser: 3 years software maintenance	$456	0%	$456	"	"
7640015779	DPP LE/PE OCR w/Metadata, Office & PDF Output: 3 years software maintenance	$228	0%	$228	"	"
7640015780	DPP LE/PE Convert to MS Office: 3 years software maintenance	$171	0%	$171	"	"
7640015781	DPP LE/PE Bar Code Processing: 3 years software maintenance	$171	0%	$171	"	"
7640015782	DPP LE/PE 2D Bar Code Processing: 3 years software maintenance	$171	0%	$171	"	"
7640016324	DPP & LE - Redact & Highlight: 3 yr. software maintenance	$171	0%	$171	"	"
7640016327	DPP & LE - KDK Generator & Converter: 3 yr. software maintenance	$285	0%	$285	"	"
7640018118	DPP & LE - SharePoint Connector: 3 yr. software maintenance	$228	0%	$228	"	"
7640018122	DPP & LE - OBDC Node: 3 yr. software maintenance	$114	0%	$114	"	"
7640015783	DPP LE/PE Additional Active Input: 5 years software maintenance	$540	0%	$540	"	"
7640015784	DPP PE Advanced Bates Stamp: 5 years software maintenance	$450	0%	$450	"	"
7640015785	DPP PE Convert to PDF: 5 years software maintenance	$270	0%	$270	"	"
7640015786	DPP LE/PE SMTP with Email Parser: 5 years software maintenance	$720	0%	$720	"	"
7640015788	DPP LE/PE OCR w/Metadata, Office & PDF Output: 5 years software maintenance	$360	0%	$360	"	"
7640015789	DPP LE/PE Convert to MS Office: 5 years software maintenance	$270	0%	$270	"	"
7640015790	DPP LE/PE Bar Code Processing: 5 years software maintenance	$270	0%	$270	"	"
7640015791	DPP LE/PE 2D Bar Code Processing: 5 years software maintenance	$270	0%	$270	"	"
7640016331	DPP & LE - Redact & Highlight: 5 yr. software maintenance	$270	0%	$270	"	"
7640016334	DPP & LE - KDK Generator & Converter: 5 yr. software maintenance	$450	0%	$450	"	"
7640018119	DPP & LE - SharePoint Connector: 5 yr. software maintenance	$360	0%	$360	"	"
7640018123	DPP & LE - OBDC Node: 5 yr. software maintenance	$180	0%	$180	"	"
KMBS Dispatcher Pro Onbase Connector License:						
7640018452	DP ONBASE CONNECTOR	$2,244.00	0%	$2,244	"	"
7640018453	DP ONBASE CONNECTOR - 1YR SOFTWARE MAINT	$450.00	0%	$450	"	"
7640018454	DP ONBASE CONNECTOR - 3YR SOFTWARE MAINT	$1,278.00	0%	$1,278	"	"
7640018455	DP ONBASE CONNECTOR - 5YR SOFTWARE MAINT	$2,025.00	0%	$2,025	"	"
bizhub marketplace connector for Hyland Onbase						
7640018443	MARKETPLACE CONNECT TO ONBASE CONNECTOR	$200.00	0%	$200.00	"	"
7640018444	CONNECT TO ONBASE 1 YR. MAINT	$40.00	0%	$40.00	"	"
Installation Fees and Professional Services						
7640005345	Konica Minolta SEC Consultation Services for Dispatcher Phoenix (Per Hour)	$200	0%	$200	"	"
7640005346	Konica Minolta SEC Development Services for Dispatcher Phoenix (Per Hour)	$350	0%	$350	"	"
7640014526	Dispatcher Phoenix Integration and End-User Training by KMBS: 1 Hour	$200	0%	$200	"	"
7640015792	Dispatcher Phoenix Legal/Phoenix Pro Remote Installation Services performed by SEC (up to 4 hours)	$800	0%	$800	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29	"	"

Konica Minolta-Dispatcher Phoenix Legal

Dispatcher Phoenix Legal
DELIVERY: All Dispatcher Phoenix Main Software, MUST include item 7640008086, Level 2 Solutions Delivery Charge.
INSTALLATION: Dispatcher Phoenix Legal/Pro (remote) Installation Services by SEC (up to 4 hours), Item 7640015792, is recommended for Dispatcher Phoenix Legal installations.
CUSTOMIZATION: Any customization is at extra cost and requires a Statement of Work.
INTEGRATION AND TRAINING: Dispatcher Phoenix Legal MUST include units of Item 7640014526, Dispatcher Phoenix Integration and End-User Training: 1 Hour, as necessary.
All sales of Dispatcher Phoenix Main Software and Software Options, MUST include the Corresponding Annual Maintenance in 1, 3, or 5-year increments.

Exhibit B

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640015724	Dispatcher Phoenix Legal Includes: - 1 Active Input - Bates Stamp Module - Convert to PDF (PDF/a, PDF/a searchable, PDF, PDF searchable)	$1,200	0%	$1,200	See below Delivery Charge	See below Installation Charges
7640015725	Dispatcher Phoenix Legal (Includes 10 Active Inputs)	$6,456	0%	$6,456	"	"
7640015726	Dispatcher Phoenix Legal (Includes 25 Active Inputs)	$14,832	0%	$14,832	"	"
7640015727	Dispatcher Phoenix Legal (Includes 50 Active Inputs)	$28,248	0%	$28,248	"	"
7640015728	Dispatcher Phoenix Legal (Includes 100 Active Input)	$55,056	0%	$55,056	"	"
Main Software Maintenance						
7640015751	DPP LE: I year software maintenance	$240	0%	$240	"	"
7640015752	DPP LE with 10 Active Inputs: 1 year software maintenance	$1,291	0%	$1,291	"	"
7640015753	DPP LE with 25 Active Inputs: 1 year software maintenance	$2,966	0%	$2,966	"	"
7640015754	DPP LE with 50 Active Inputs: 1 year software maintenance	$5,728	0%	$5,728	"	"
7640015755	DPP LE with 100 Active Inputs: 1 year software maintenance	$11,011	0%	$11,011	"	"
7640015756	DPP LE: 3 years software maintenance	$684	0%	$684	"	"
7640015757	DPP LE with 10 Active Inputs: 3 years software maintenance	$3,680	0%	$3,680	"	"
7640015758	DPP LE with 25 Active Inputs: 3 years software maintenance	$8,454	0%	$8,454	"	"
7640015759	DPP LE with 50 Active Inputs: 3 years software maintenance	$16,325	0%	$16,325	"	"
7640015760	DPP LE with 100 Active Inputs: 3 years software maintenance	$31,382	0%	$31,382	"	"
7640015761	DPP LE: 5 years software maintenance	$1,080	0%	$1,080	"	"
7640015762	DPP LE with 10 Active Inputs: 5 years software maintenance	$5,810	0%	$5,810	"	"
7640015763	DPP LE with 25 Active Inputs: 5 years software maintenance	$13,349	0%	$13,349	"	"
7640015764	DPP LE with 50 Active Inputs: 5 years software maintenance	$25,776	0%	$25,776	"	"
7640015765	DPP LE with 100 Active Inputs: 5 years software maintenance	$49,550	0%	$49,550	"	"
Software Options						
7640014447	DPP & LE Option - Additional Single Active Input Connector	$600	0%	$600	"	"
7640015731	DPP & LE Option - SMTP with Email Parser	$800	0%	$800	"	"
7640015732	DPP & LE Option - LPR In	$200	0%	$200	"	"
7640015733	DPP & LE Option - OCR w/Metadata, Office & PDF Output	$400	0%	$400	"	"
7640015734	DPP & LE Option - Convert to MS Office	$300	0%	$300	"	"
7640015735	DPP & LE Option - Bar Code Processing	$300	0%	$300	"	"
7640015736	DPP & LE Option - 2D Bar Code Processing	$300	0%	$300	"	"
7640016311	DPP & LE Option – Parsing Bundle	$400	0%	$400	"	"
7640016312	DPP & LE Option – Metadata Bundle	$200	0%	$200	"	"
7640016313	DPP & LE Option – KDK Generator & Converter	$500	0%	$500	"	"
7640018116	DPP & LE Option - SharePoint Connector	$400	0%	$400	"	"
7640018120	DPP & LE Option - OBDC Node	$200	0%	$200	"	"
Software Options Maintenance						
7640014449	DPP LE/PE: 1 Additional Active Input: 1 Year Software Maintenance	$120	0%	$120	"	"
7640015768	DPP LE/PE SMTP with Email Parser: 1 year software maintenance	$160	0%	$160	"	"
7640015769	DPP LE/PE LPR In: 1 year software maintenance	$40	0%	$40	"	"
7640015770	DPP LE/PE OCR w/Metadata, Office & PDF Output: 1 year software maintenance	$80	0%	$80	"	"
7640015771	DPP LE/PE Convert to MS Office: 1 year software maintenance	$60	0%	$60	"	"
7640015772	DPP LE/PE Bar Code Processing: 1 year software maintenance	$60	0%	$60	"	"
7640015773	DPP LE/PE 2D Bar Code Processing: 1 year software maintenance	$60	0%	$60	"	"
7640016318	DPP & LE - Parsing Bundle: 1 yr. software maintenance	$80	0%	$80	"	"
7640016319	DPP & LE - Metadata Bundle: 1 yr. software maintenance	$40	0%	$40	"	"
7640016320	DPP & LE - KDK Generator & Converter: 1 yr. software maintenance	$100	0%	$100	"	"
7640018117	DPP & LE - SharePoint Connector: 1 yr. software maintenance	$80	0%	$80	"	"
7640018121	DPP & LE - OBDC Node: 1 yr. software maintenance	$40	0%	$40	"	"
7640015774	DPP LE/PE Additional Active Input: 3 years software maintenance	$342	0%	$342	"	"
7640015777	DPP LE/PE SMTP with Email Parser: 3 years software maintenance	$456	0%	$456	"	"
7640015778	DPP LE/PE LPR In: 3 years software maintenance	$114	0%	$114	"	"
7640015779	DPP LE/PE OCR w/Metadata, Office & PDF Output: 3 years software maintenance	$228	0%	$228	"	"
7640015780	DPP LE/PE Convert to MS Office: 3 years software maintenance	$171	0%	$171	"	"
7640015781	DPP LE/PE Bar Code Processing: 3 years software maintenance	$171	0%	$171	"	"
7640015782	DPP LE/PE 2D Bar Code Processing: 3 years software maintenance	$171	0%	$171	"	"
7640016325	DPP & LE - Parsing Bundle: 3 yr. software maintenance	$228	0%	$228	"	"
7640016326	DPP & LE - Metadata Bundle: 3 yr. software maintenance	$114	0%	$114	"	"
7640016327	DPP & LE - KDK Generator & Converter: 3 yr. software maintenance	$285	0%	$285	"	"
7640018118	DPP & LE - SharePoint Connector: 3 yr. software maintenance	$228	0%	$228	"	"
7640018122	DPP & LE - OBDC Node: 3 yr. software maintenance	$114	0%	$114	"	"
7640015783	DPP LE/PE Additional Active Input: 5 years software maintenance	$540	0%	$540	"	"
7640015786	DPP LE/PE SMTP with Email Parser: 5 years software maintenance	$720	0%	$720	"	"
7640015787	DPP LE/PE LPR In: 5 years software maintenance	$180	0%	$180	"	"
7640015788	DPP LE/PE OCR w/Metadata, Office & PDF Output: 5 years software maintenance	$360	0%	$360	"	"
7640015789	DPP LE/PE Convert to MS Office: 5 years software maintenance	$270	0%	$270	"	"
7640015790	DPP LE/PE Bar Code Processing: 5 years software maintenance	$270	0%	$270	"	"
7640015791	DPP LE/PE 2D Bar Code Processing: 5 years software maintenance	$270	0%	$270	"	"
7640016332	DPP & LE - Parsing Bundle: 5 yr. software maintenance	$360	0%	$360	"	"
7640016333	DPP & LE - Metadata Bundle: 5 yr. software maintenance	$180	0%	$180	"	"

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
7640016334	DPP & LE - KDK Generator & Converter: 5 yr. software maintenance	$450	0%	$450	"	"
7640018119	DPP & LE - SharePoint Connector: 5 yr. software maintenance	$360	0%	$360	"	"
7640018123	DPP & LE - OBDC Node: 5 yr. software maintenance	$180	0%	$180	"	"
Installation Fees and Professional Services						
7640005345	Konica Minolta SEC Consultation Services for Dispatcher Phoenix (Per Hour)	$200	0%	$200	"	"
7640005346	Konica Minolta SEC Development Services for Dispatcher Phoenix (Per Hour)	$350	0%	$350	"	"
7640014526	Dispatcher Phoenix Integration and End-User Training by KMBS: 1 Hour	$200	0%	$200	"	"
7640015792	Dispatcher Phoenix Legal/Phoenix Pro Remote Installation Services performed by SEC (up to 4 hours)	$800	0%	$800	"	"
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$29	0%	$29		

Exhibit B

KONICA MINOLTA

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
	Corporate Announcement Application					
Corporate Announcements Application						
DELIVERY: All Corporate Announcements Application Software, MUST include item 7640008085 Level 1 Solutions Delivery Charge.						
CUSTOMIZATION: Any customization is at extra cost and requires a Statement of Work.						
All sales of Corporate Announcements Application Software MUST include a minimum 1 year Annual Maintenance with the option of including 3 and 5 year agreements to match lease terms minimum 1 year Annual Maintenance with the option of including 3 and 5 year agreements to match lease terms						
7640018234	Corporate Announcements with 5 MFP lic.	$500		$500		
7640018235	Corporate Announcements 5 MFP add-on	$500		$500		
7640018236	Corporate Announcements 25 MFP add-on	$2,375		$2,375		
7640018237	Corporate Announcements 50 MFP add-on	$4,499		$4,499		
7640018238	Corporate Announcements100 MFP add-on	$8,499		$8,499		
7640018239	Corporate Announcements500 MFP add-on	$34,999		$34,999		
7640018240	Corporate Announcements1000 MFP add-on	$49,999		$49,999		
Software Maintenance Renewal						
7640018241	1 yr Maint - Corp Announce w/ 5 MFP lic.	$100		$100		
7640018242	1 yr Maint - Corp Announce 5 MFPadd-on	$100		$100		
7640018243	1 yr Maint - Corp Announce 25 MFPadd-on	$475		$475		
7640018244	1 yr Maint - Corp Announce 50 MFPadd-on	$900		$900		
7640018245	1 yr Maint - Corp Announce 100 MFPadd-on	$1,700		$1,700		
7640018246	1 yr Maint - Corp Announce 500 MFPadd-on	$7,000		$7,000		
7640018247	1 yr Maint -Corp Announce 1000 MFPadd-on	$10,000		$10,000		
7640018248	3 yr Maint - Corp Announce w/ 5 MFP lic.	$285		$285		
7640018249	3yr Maint - Corp Announce 5 MFPadd-on	$285		$285		
7640018250	3yr Maint - Corp Announce 25 MFPadd-on	$1,354		$1,354		
7640018251	3yr Maint - Corp Announce 50 MFPadd-on	$2,564		$2,564		
7640018252	3yr Maint - Corp Announce 100 MFPadd-on	$4,844		$4,844		
7640018253	3yr Maint - Corp Announce 500 MFPadd-on	$19,949		$19,949		
7640018254	3yr Maint - Corp Announce 1000 MFPadd-on	$28,499		$28,499		
7640018255	5 yr Maint - Corp Announce w/ 5 MFP lic.	$450		$450		
7640018256	5yr Maint - Corp Announce 5 MFPadd-on	$450		$450		
7640018257	5yr Maint - Corp Announce 25 MFPadd-on	$2,138		$2,138		
7640018258	5yr Maint - Corp Announce 50 MFPadd-on	$4,049		$4,049		
7640018259	5yr Maint - Corp Announce 100 MFPadd-on	$7,649		$7,649		
7640018260	5yr Maint - Corp Announce 500 MFPadd-on	$31,499		$31,499		
7640018261	5yr Maint Corp Announce 1000 MFPadd-on	$44,999		$44,999		
Professional Services						
7640018263	Corporate Announce 1 HR Install/Training	$200		$200		
Delivery Fees						
7640008085	Solutions Delivery Charge - Level 1	$18		$18		

Exhibit B

KONICA MINOLTA

State of Florida
Contract Number: 600-000-11-1
Effective Dates: August 4, 2010 - August 3, 2014

SOLUTIONS PRICING

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
	Professional Service Units					
7640012601	Prof Svc Unit - 950	$200.00	0%	$200.00		
7640012599	Basic Professional Services - Level M600	$1,200.00	0%	$1,200.00		
7640015254	Professional Services- EFI Graphics Arts Training	$5,000.00	0%	$5,000.00		
7640015253	Professional Services- Advanced Production Training	$8,000.00	0%	$8,000.00		
7640015255	Professional Services Project Fee	$1.00	0%	$1.00		
7640002999	BIS Professional Services Installation Day 1	$1,500.00	0%	$1,500.00		
7640002992	BIS Professional Services Installation Additional Days ea.	$1,000.00	0%	$1,000.00		
7640002993	BIS Professional Services Solutions Training Day 1	$1,500.00	0%	$1,500.00		
7640002994	BIS Professional Services Solutions Training Additional Days ea.	$1,000.00	0%	$1,000.00		
7640002995	BIS Professional Services Form & Process Design	$1,000.00	0%	$1,000.00		
7640002996	BIS Professional Services Code Development	$1,000.00	0%	$1,000.00		
7640003002	BIS Professional Services Miscellaneous Services & Training	$1.00	0%	$1.00		
	Minimum Professional Service Units (PSU's) include driver install on up to 5 devices, make-ready software installation if applicable, and basic operator training. Minimum PSU include machine integration, training on scanning, make-ready, basic job setup, imposition, tabs, finishing options, paper loading, toner replacement, and placing a service call.					
bizhub SECURE	a professional security service that will provide lock down protection on your bizhub MFP (HDD encryption, HDD lock password protection and automatic data deletion)	$250.00	0%	$250.00		
Digital Solutions Center	provides digital support for general office and graphic applications relating to MFP copy, print and scan functions.	$10/month	0%	$10/month		

Part/Item Number	Description	List Price	Discount Percentage	State of FL Price	Delivery Costs	Installation Costs
	PageDNA					
	DELIVERY: Each PageDNA Bundle MUST include item 7640008086, Level 2 Solutions Delivery Charge.					
7640017521	PageDNA - Commercial Bundle including setup and activation	$750.00	0%	$750.00	See below Delivery Charge	
7640014958	PageDNA - Complete Bundle including setup and activation	$8,750.00	0%	$8,750.00	"	
7640014960	PageDNA - Basic Bundle including setup and activation	$6,500.00	0%	$6,500.00	"	
7640014960	PageDNA - CRD Bundle including setup and activation	$6,500.00	0%	$6,500.00	"	
Annual Maintenance						
7640017522	Annual Support and Hosting - Commercial Bundle	$2,700.00	0%	$2,700.00	"	
7640017932	Commercial Bundle - 3 Year Support	$6,885.00	0%	$6,885.00	"	
7640017933	Commercial Bundle - 4 Year Support	$8,640.00	0%	$8,640.00	"	
7640017934	Commercial Bundle - 5 Year Support	$10,125.00	0%	$10,125.00	"	
7640014961	Annual Support and Hosting - CRD Bundle	$6,000.00	0%	$6,000.00	"	
7640017929	CRD Bundle - 3 Years Support	$15,300.00	0%	$15,300.00	"	
7640017930	CRD Bundle - 4 Years Support	$19,200.00	0%	$19,200.00	"	
7640017931	CRD Bundle - 5 Years Support	$22,500.00	0%	$22,500.00	"	
Professional Services Units						
7640014969	KM Professional Services Unit - PageDNA	$200.00	0%	$200.00	"	
7640014962	Production Services Unit - by PageDNA - REQUIRES QUOTATION	$130.00	0%	$130.00	"	
7640017523	Production Services Unit - by PageDNA - REQUIRES QUOTATION	$100.00	0%	$100.00	"	
Delivery Fees						
7640008086	Solutions Delivery Charge - Level 2	$25.00	0%	$25.00	"	

| | Message | Wed, Jan 29, 2014 11:56 AM |

From: Don Quick <dquick@kmbs.konicaminolta.us>

To: **Patrick Snodgrass**
Mark Messner <mmessner@kmbs.konicaminolta.us>

Subject: Power Filters

Patrick,

     I talked with Mark Messner regarding the existing power filters and he gave me the ok to leave those in place on the units going forward.
We can transfer the ones that are 110V and 120V over to the new units so you won't have a cost for those.
The only ones you would need then would be for the 951's since they have different power.

I hope this helps make the transition and your conversation with the CFO easier for you.

I look forward to talking again towards the end of the week and please don't hesitate to call me if you have any questions.

Thanks and have a great afternoon.

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