

METHOD OF OPERATION - COLOR COPIERS - T-437C

March 1, 2007

SUMMARY OF HIGHLIGHTS

- This contract is for color copier equipment. Platen based copiers only will be placed on this contract. To allow for several levels of color quality such as: "creative color, business color, or production color", Contractors will be allowed to submit prices for two (2) configurations per Speed Band.
- The contract requires that Contractors MUST extend to Cooperative Purchasing Partners.
- A periodic report of installations Statewide is required in addition to the regular State installations.
- In case of duplicate brands and models awards were made by low bid, by brand/make, model and configuration on a Cost per Copy basis.
- Cost per Copy prices and accessories included are on the EXCLUSIVE PRICE SCHEDULES WHICH WILL BE UPLOADED TO THE INTERNET.
- The Cost per Copy includes the cost of all supplies including drums, except staples, as a supply item if a stapler/ finisher is included, except paper.
- The delivery time frame is thirty (30) calendar days (ARO).

COST PER COPY PLAN

These plans for color copiers are similar to Categories 3 and 4 in T-437A Multi Function and Copy Center Equipment.

End Users should select the piece of equipment that best meets its requirements while comparing Monthly Costs to other Brands and Models having the same or similar accessories and speeds.

Under this contract, copiers were placed under a Cost per Copy (CPC) plan only. There are no minimum equipment requirements specified. Contractors submitted two (2) machine configurations per Speed Band. The configurations are such that will provide the best value added to State Agencies and Local Government end users. The SPEED BANDS are designated below.

SPEED BANDS - COLOR COPIES PER MINUTE (CCPM)*

1. 6-10
2. 11-20
3. 21-30
4. 31-40
5. 41-50
6. 51-60
7. 61-up (2 machines only)

***NOTE: Unlike T-437A, the black & white Cost per Copy contract, there are no minimum copy requirements attached to these Speed Bands**

EXCLUSIVE PRICE SCHEDULES

This contract is divided into two (2) Categories: A and B.

For both categories, Contractors must provide EXCLUSIVE PRICE SCHEDULES which will contain the following information based on the Speed Bands above.

1. The Monthly Cost for the base machine and the number of copies included in the base.
2. The Cost per Copy for copies over the base.
3. The accessories included in the base machine.
4. The Cost per Copy for additional available accessories which will be broken into two (2) parts:

The Cost per Copy for the base amount.

The Cost per Copy for copies made over the base amount.

5. The Cost per Copy for black and white copies.

Contractors can only submit Cost per Copy pricing for each piece of equipment in the Speed Band for which it is rated. Two (2) equipment configurations per Speed Band.

CATEGORY A

Bands 1 through 7 will feature WALK UP COLOR COPIERS comprising the accessories configurations to be determined by the Contractor. Two (2) awards per Speed Band will be made by lowest Cost per Copy by brand/make, model and accessories.

Accessories included will also be compared to determine the machine having the best value added to the State. Submit prices and accessories by following the instructions on the PRICE SCHEDULES.

Vendors have submitted separate prices for black and white copies, the number of copies available, and the Cost per Copy over the minimum.

CATEGORY B

Bands 1 through 7 will feature COLOR COPIERS WITH NETWORK PRINTER comprised of the accessories configuration to be determined by the Contractor. Two (2) awards will be made by lowest Cost per Copy by brand/make, model and accessories.

In Category B, a Network Printer with full connectivity is to be an integral part of each submittal and clearly spelled out on the Price Schedule: Network Interface, full connectivity to a PC, Controller, Card. **To clarify - no hidden charges are to occur after the installation.**

EXCLUSIVE PRICE SCHEDULES

These were made available to Contractors to be used to submit Cost per Copy pricing. Contractors must offer equipment in the Speed Band that matches the Copier Speed.

Contractors will state the MONTHLY MINIMUM COST and THE NUMBER OF COPIES INCLUDED.

A Make and Model, regardless of the accessories configuration, is only offered in the Speed Band in which it meets the Speed Requirements.

Contractors were encouraged to make their own determinations as to what equipment is suitable and cost effective for State Agencies and offer their equipment accordingly.

Appropriately, the same model can be offered twice in the correct Speed Band with different accessories, configurations, and prices.

CONTRACTORS' RESPONSIBILITIES

The Contractors, who are awarded contracts resulting from this RFP, assume total responsibility for the following:

- 1) Proposal submission in response to Agency requests.
- 2) Delivery and installation of all copiers ordered.
- 3) A minimum stocking level - subject to inspection by the State.
- 4) Submission of Invoices under Contractor's name in compliance with the contract.

Note: These responsibilities cannot be assumed by a sub Contractor employed by the Contractor.

The Contractor is responsible for the actions and quality of work performed by any of their sub Contractors.

Any dealings in connection with this contract award will be between the State and the Contractor only as stipulated in Paragraph 3.7 of the Standard Terms and Conditions of the Contract.

Subcontracting to dealers by the Contractor to install equipment or provide maintenance is not permitted without written notification and approval of the sub Contractor by the Purchase Bureau.

FIRM PRICING

All contract prices shall be firm F.O.B. destination to include all costs, and not subject to increase for the four (4) year period for walk up and Copier/Printers, from the date of installation and acceptance by the State.

The Cost per Copy is to include all maintenance and all supplies. Each installation is for **48 months** regardless of the fact that this contract in its entirety is for two (2) years.

CURRENT PRODUCTION EQUIPMENT - Requirements

After award of contract, copiers awarded that are subsequently discontinued from a manufacturer's line may be substituted upon approval by the Director. Contractors must submit all data for new machines requested to be substituted for discontinued models.

All pricing, terms and conditions of the discontinued model will apply to the new machine. The substituted copier must meet the same Speed Band requirements as the discontinued model and have the same features as the replaced copier. Additional fixed accessories can be accepted at no extra cost.

Replacement of obsolete equipment will be reviewed, when requested, after commencement of this contract. Contractors wishing to replace equipment must include documentation from the OEM stating that the model being replaced is discontinued. A product sales bulletin or letter from the OEM will suffice.

The Contractor will be promptly notified of the new copier's acceptance or rejection. Any equipment that becomes "discontinued" during the term of the contract shall become ineligible to be placed for the remainder of the contract and must be replaced by a machine which meets the specifications of the "discontinued" unit. Discontinued units are those no longer marketed for placement by the original equipment manufacturer (OEM). All replacements must be approved by the Purchase Bureau.

EQUIPMENT STATUS

NEW ONLY - Copiers with an Energy Star Rating are mandated under this contract for copiers and Copier/Printers in bands 1 through 6.

NEW copiers are those which have not been used previously and are being actively marketed by the original equipment manufacturer (OEM).

GUARANTEES -

All copiers provided shall be in good working order and not subject to excessive remedial maintenance that will have a detrimental effect on the ability of the contract user to meet their Agency goals and objectives.

INSTALLATION PROCEDURES

The Contractor shall provide the following installation service as a minimum:

- 1) Contractor shall spot, install, and make ready to use all office photocopy and accessories ordered by Using Agencies as part of the FOB Destination Delivered Price in accordance with the Delivery Section of this RFP.
- 2) Work shall be performed and completed during the work schedule developed with the Using Agency. Delivery is required within 30 calendar days or less of receipt of Purchase Order or faxed copy thereof.
- 3) The Contractor shall supply all materials and tools necessary to perform this service.
- 4) The State will furnish suitable electric current at its expense to operate equipment. All equipment furnished should be UL listed.
- 5) The Contractor shall be responsible for all safety precautions while performing the work. After all work is completed, the area shall be cleaned from any soil or waste of any nature caused by the Contractor during the performance of their service.
- 6) Work performed under this contract must comply with all appropriate OSHA standards.

ASSOCIATED CHARGES -

- 1) The State will not pay installation charges. Any charges required must be factored into the contract prices. Also, the State will not pay any removal charges.

At the end of the fourth year of the installation, it is the sole responsibility of the Contractor to remove the copier from the premises.

- 2) Installation costs will not be incurred by the State for the same manufacturer's equipment which is removed and replaced with an upgraded or downgraded model.
- 3) For installations that require rigging, the Contractor shall submit a price quotation to the State, together with its initial installation quotation.

METHOD OF OPERATION AND EQUIPMENT ACCEPTANCE BY THE STATE -

METHOD OF OPERATION --

Agencies using this contract will select equipment that is most appropriate to each Agency's actual needs, and according to each machine and model's performance as identified by Speed Bands/segments. Factors will determine which equipment best suits Agency needs.

Factors include, but are not limited to: **LOWEST MONTHLY COST**, ease of operation, equipment performance, past experience with the equipment, space requirements, décor compatibility, diagnostics, configuration and additional available accessories, speed and duplex efficiency.

Delivery must be made within **THIRTY (30) CALENDAR DAYS** of the Contractor's receipt of an order. The Contractor must notify the Using Agency representative within three (3) working days of receipt of an order whether or not the Contractor will be able to make delivery within THIRTY (30) days.

If, for any reason, the Contractor is unable to make delivery within thirty (30) days of receipt of an order, the order can be cancelled and placed with another Contractor.

In such event, the Secondary Contractor is obligated to advise the Using Agency representative within three (3) days of receipt of such order if it is unable to make a delivery within thirty (30) days.

Failure on the part of either the First Contractor or the Second Contractor to notify the Using Agency within three (3) days of receipt of an order of the ability to make delivery within thirty (30) days or failure of the First or Second Contractor to make delivery within thirty (30) days after acceptance of an order, may be grounds for filing a complaint.

To receive payment for equipment, Contractors must submit an invoice on a completed State payment voucher.

Billing may be quarterly or every six (6) months, with the agreement of the Using Agency. Excess copies are to be reconciled at the end of the period.

The voucher must contain a description, the contract number, and contract line number, model number and contract price for each item being invoiced. The invoice must show the guaranteed minimum cost and the cost for additional copies.

The user targets and guaranteed minimums developed for Agency use will be used by State Agencies to select a machine which will best fit their speed and volume requirements.

Billing for equipment will not begin until the equipment is made fully operational and is accepted by the Using Agency.

ACCEPTANCE OF EQUIPMENT BY THE STATE -----

- 1) It will be the Contractor's responsibility to ensure that the equipment is made operational within one (1) business day after delivery and producing acceptable copies. The effective date of billing the State shall begin when the State accepts the equipment as meeting the above conditions.
- 2) Invoicing for all copier installations is to be made by the **CONTRACTOR** holding the contract and not the **dealer** who makes the installation or is authorized to provide service.

MANUFACTURER'S DESCRIPTIVE LITERATURE & CONTRACT PROPOSALS TO AGENCIES

Manufacturer Descriptive Literature - Upon request, the successful Contractor(s) must furnish copies of manufacturer descriptive literature - which were submitted with the contract proposal - to all Using Agencies at no additional cost.

Contract Price Proposal - Upon request, Contractors must provide a written proposal on their letterhead or proposal form.

Proposals submitted by a Contractor's representative (i.e. dealer, distributor, etc.) may be on said representative's letterhead or proposal form, but must list the following:

- 1) Contractor's complete company name
- 2) Address
- 3) Name and Phone Number of Contractor's Staff to contact for information concerning the proposal.

All proposals shall be signed and include, at a minimum the following:

- a. Copier Identity - name of manufacturer/model number.
- b. Detailed listing of all components including machine and accessories to be utilized in the installation.
- c. The contract number and contract line from which the machine and pricing are derived.
- d. The quantity, Cost per Copy, guaranteed minimum cost, and extended price for each machine installed.
- e. Schedule that will define the thirty (30) day delivery cycle, start of delivery/installation and completion.
- f. Floor layout(s) (if required by the) of the copier installation for approval by the State for code compliance.
- g. Separate proposals, conforming to above format, for each copier being utilized for a specific Agency need.

Contractor's invoices submitted for payment must also list the information, Items a through d, requested above.

Note: Proposals or invoices submitted, not complying with the criteria listed above, will be subject to rejection and will require re-submission before the order document can be issued or the payment processed.

DELIVERY

The Contractor must be able to make delivery and have the product available for delivery to all sections of the State.

At the time of an order by a Using Agency, one of the factors which may be considered for determination of equipment to be ordered will be the delivery schedule requested by the Agency and the schedule which is offered by Contractor.

This schedule shall not exceed thirty (30) calendar days after receipt of order for units offered.

For State Agencies, a faxed copy of a signed Purchase Order is sent and will be used to count the thirty (30) day delivery.

The Contractor shall be responsible for all delivery, unloading, staging, and storage of machines and accessories.

The Contractor shall notify the State at least ten (10) business days prior to each delivery, so that necessary final arrangements can be made.

The State will provide specific delivery authorization within five (5) business days prior to the authorized delivery date.

Where applicable, the Contractor shall use a route approved by the State for delivery, unloading, staging and storage at the project site.

All deliveries and installation work shall be performed during regular working hours, usually 8:00 AM to 5:00 PM, Monday through Friday. Changes thereto may be granted with written approval of the State.

Any work required to be performed after regular working hours or on Saturdays, Sundays or legal holidays, as may be reasonably required consistent with contractual obligations, shall be performed without additional expense to the State.

The Contractor shall obtain approval from the State for performance of work after regular working hours or non-regular work days at least 24 hours prior to the commencement of said work, unless such work is caused by an emergency.

The Contractor shall be in a position to provide spotted deliveries including supplies, FOB destination delivery, uncrating, spotting, assembly, installation, making ready for use, and start up.

Deliveries shall be made at such time and in such quantities as ordered, in strict accordance with the instructions from the Using Agency.

Copiers provided must be strictly in accordance with the contract. Using Agencies are authorized to order and Contractors are authorized to ship only those items covered by the contract.

If a review of orders reveals that copiers other than those covered by the contract have been ordered and/or delivered, the Director will take such steps as are necessary to have the material returned by the Using Agency - regardless of the time lapsed between the date of delivery and discovery of the violation.

Full credit will be required

REPLACEMENT OF UNSATISFACTORY EQUIPMENT:

If the State finds that the copier supplied is not giving satisfactory performance, or requires an excessive amount of remedial maintenance, the State shall notify the Contractor of this situation in writing.

After receiving this written notice, the Contractor agrees to remove and replace the defective copiers, as per the original specifications, within five (5) business days of such notice at no cost to the State.

Failure to comply may result in the unit(s) being cancelled from the contract.

GENERAL REQUIREMENTS

This Request for Proposal includes only Plain Paper Digital Full Color Copiers and Copier/Printers in various configurations, including related maintenance, accessories and supplies as defined by this contract document.

It does not include black & white copiers or engineering copiers.

All equipment included in the contract shall meet or exceed all appropriate established codes and standards regarding durability, performance, and life safety.

Equipment shall be in excellent working order; capable of producing good, clean, sharp copies in an efficient manner with a minimum of downtime.

Equipment which requires an excessive number of service calls will be replaced by the Contractor at the request of the Using Agency. The Purchase Bureau Printing Unit and/or the Contract Compliance Unit must be contacted and provide approval before the cancellation can occur.

Excessive downtime generally may be defined as, but not limited to, equipment which causes the State to lose the equipment service for two (2) working days a month for three (3) consecutive months. The Division of Purchase and Property's Contract Administration and Compliance Unit (CCAU) will work to see that all machine requirements are met in the event of dispute.

The State currently only uses Recycled Paper on its copiers. The paper is 20lb. copy bond. Therefore, all copiers offered must efficiently run the recycled paper available in today's market place.

COPIER INSTALLATION PERIODS

Each piece of newly installed equipment will remain for four (4) years for Standalone Copiers and 4 years for Copier/Printers.

COST PER COPY PLAN REQUIREMENTS --

The number of Speed Bands on this contract will run from bands 1 through 7 for both Walk Up Copiers and Copier/ Printers.

Contractors will be limited to two (2) possible placements per Speed Band. Contractors are to submit Cost per Copy prices on the Price Schedules, while stating both included accessories and additional, optional accessories that the Contractor deems has value added to the State.

Network Printing capabilities in Category B is a requirement.

STATE WIDE COVERAGE - Contracts will be awarded to those Contractors who meet the requirements mandatory to provide copiers and maintenance service State wide.

Equipment will only be accepted under this contract in the Band where it meets the speed requirement.

Contractors are allowed to submit the same model 2 times in the same band but with different accessories and at different prices if they so choose.

OTHER CONDITIONS APPROPRIATE TO ALL PLANS -

Monthly cost will include machine and usage, all maintenance service and parts, and all supplies and photoconductors - except paper and staples.

Damage to photoconductors or other damage caused by the End User is the financial responsibility of the End User in replacement.

The monthly guarantee may be billed monthly, quarterly, semi-annually, or annually in arrears or in advance at the discretion of the Using Agency.

Overage may be reconciled and billed for at the same time.

Some Using Agencies may require longer billing cycles.

Machine readings may be taken by a key operator at the Using Agency installation site.

Overages may be reconciled quarterly or by mutual agreement between the Contractor and the Using Agency.

Cost per Copy (CPC) as submitted in the price schedules must contain all machine usage, all maintenance and all supplies - except paper.

The equipment to be placed will be determined by the End User.

The price submitted for a combined machine, maintenance and supplies necessary to produce the guaranteed minimum volume, will constitute the basic billing charge for the machine, maintenance, and supplies.

MAINTENANCE PROGRAM

All maintenance and parts are the responsibility of the Contractor and are to be included in the Cost per Copy.

All calls for maintenance shall be responded to within eight (8) business hours of the call. This means that a service technician shall be on the site within this time frame, prepared to fix the machine within that time.

For example: A breakdown which occurs in the morning, must be fixed by 9 AM the next day.

A breakdown that occurs in the afternoon of a work day, should be fixed by 11 AM the following day.

PREVENTIVE MAINTENANCE (PM)

A Preventive Maintenance (PM) is an integral part of any copier maintenance program and is to be submitted as a written schedule (as recommended by the OEM) and adhered to as part of the maintenance program.

SUPPLIES

Except for paper, the Contractor shall provide all necessary supplies as part of the Cost per Copy price.

Replacement drums are excluded as a supply item and will be billed to the Using Agency unless there is evidence of accelerated wear and tear not normally associated with the use by the End User. Buyer's Lab Reports may be used to verify drum life by the Purchase Bureau Printing Unit to settle a dispute.

Contractors are required to keep a sufficient amount of copier supplies in its inventory to maintain a one (1) month's supply at the Using Agency's site for each copier installed.

All supplies shall be automatically replenished by the Contractor. Replenishment schedule shall provide for no copier downtime.

Contractors must have supplies available for all copiers for which they are awarded under this contract including, but not limited to: Toner, Developer, Dispersant, Concentrate, Fuser Oil, and Staples.

The Contractor must submit as part of its Action Plan an outline for delivering an advance month's worth of supplies to be on hand at all times for each copier installation. The supply must be sufficient to prevent downtime and based on that copier's historical monthly average.

TERMINATION PROVISIONS:

FISCAL FUNDING OUT PROVISION

All multi-year placements are subject to cancellation due to non-appropriation of funds in the subsequent fiscal year.

CHANGE IN CIRCUMSTANCE PROVISION

Should an Agency experience a change in circumstance due to downsizing, consolidation of Agencies, or elimination of a program, the State reserves the right to cancel the use of the copier and have it removed or replaced by another unit that will fulfill the Agency's needs. If this type of cancellation becomes necessary, the State shall provide a sixty (60) day notice to the Contractor.

If a State Agency needs to replace a copier by invoking the Change of Circumstance Provision outlined above, the Purchase Bureau Printing Unit may review the Agency's Request.

A State Agency should first document the reason with the Contract Administrator in the Purchase Bureau.

The most common reason cited is that too many copies are produced per month on the copier. Replacement will only be approved if the usage exceeds the upper end of the Speed Band/Segment for three (3) months consecutively.

In this case, if an Agency's desire is to convert to the next higher Speed Band, the Agency has to demonstrate that there would be a substantial cost saving. In many instances the cost would be greater.

End Users should notice that there is a pre-designed overlap in Speed Band/Volumes to cover this possible situation.

The replacement will not be approved by the Purchase Bureau if saturated use of the equipment does occur with no significant equipment breakdown.

However, the Purchase Bureau Printing Unit will rule in favor of removal and upgrade of the equipment to a higher band if consistent downtime does occur.

FAILURE TO PERFORM PROVISION

Should a copier fail to perform as specified by the contract, it shall be replaced by the Contractor at no additional charge to the State. The Purchase Bureau Printing Unit shall be notified and will be the primary mediator in this situation.

The Division's Contract Compliance Unit will become involved if a Failure to Perform situation cannot be resolved.

Once it is determined that the unit is not capable of performing the task, the Contractor shall have five (5) business days to replace the copier.

EQUIPMENT TRANSFER AND RELOCATION

In the event of a relocation within the same building, it shall be the Contractor's responsibility to assure the prompt relocation of all copiers at no cost to the State. The Contractor's expertise and service personnel assistance is important whenever relocation is required.

After notification to the Contractor, the State reserves the right to transfer any copiers to any Facility or Agency other than the original place of installation. The Contractor shall be responsible for the preparation of the equipment and moving. The Contractor will be reimbursed by the State or other Using Agency. Damages resulting from any transfer of the Contractor's equipment between State Agencies shall not be the State's responsibility.

MAINTENANCE SERVICES

The following maintenance services are to be rendered for all copiers offered under this contract, as part of the Cost per Copy (CPC) price.

- Contractors are required to perform maintenance service for all copiers offered in this proposal for all State Using Agencies and all Cooperative Purchasing Partners, in ALL regions of the State.
- After repeated service calls, should a copier continue to malfunction, it shall be the responsibility of the Contractor, at no cost to the State, to replace the copier with a like model. In the alternative, such repeated malfunctions shall be grounds for the Using Agency to go to the Secondary Contractor.
- Contractors shall respond to service calls within eight (8) work hours of the call regardless of geographic locations. Continued failure to do so will lead to contract cancellation.
- Maintenance service on any copier covered in this proposal shall be rendered by the Contractor on service calls Monday through Friday during business hours.
- Contractor is to perform all Preventive Maintenance (PM) Service as recommended by the OEM.

PRICE SCHEDULES AND PRICE SHEETS -

PRICE SCHEDULES FOR COLOR COPIERS -

Included will be **State of New Jersey Price Schedules** for each piece of equipment. If the information is needed before it is posted to the website, End Users should request a copy of the exact product **PRICE SCHEDULE** from each Contractor it is evaluating. Contractors must provide descriptive literature for each piece of equipment. The information listed on the Price Schedules to be supplied on the Schedules as they appear. Alterations to the Schedules are not allowed and may be cause for contract rejection.

PRICE SHEETS -

These **will** be used by State Using Agencies to make purchases within the scope of the State Automated Purchasing system. Other Using Agencies may use the Price Lines as a guide when making a purchase order.

**CHANGES OR CLARIFICATIONS
TO THE ORIGINAL CONTRACT DOCUMENT
FOR THIS COLOR COPIER CONTRACT**

The Cost per Copy includes the cost of all supplies (**including drums**) except staples and paper.

CONNECTED COPIERS MAY MAKE THE AVAILABILITY OF PCL AND POSTSCRIPT AS AN OPTION.

There are to be no extra charges for **any network connections in Category 2.**

OTHER CONDITIONS APPROPRIATE TO ALL PLANS -

Monthly cost will include machine, usage, maintenance service and parts, all supplies except **paper & staples.**

**CONTRACTOR PRICES
BY CATEGORY, MAKE/MODEL AND SPEED BAND
MARCH 1, 2007**

The following prices comprise the prices for various makes and models which are available on this contract.

Also included is a comparison of prices for SPEED BAND 3 - CATEGORY B to be used as an example of the prices submitted. This Speed Band and Category was selected to conduct price comparisons because this Band 3 is the only one in which all Contractors submitted prices.

(Note that Emtec submitted pricing for one machine in this one category and Speed Band only).

It should be noted for the PANASONIC submittals that this firm submitted pricing and copies included at significantly higher base amounts than the benchmark quantities used for price comparisons. However, the actual per copy costs are in line. It will be up to the End User to decide which base plan will be the best depending on monthly volume.

Please note that this list does not include the price for excess copies over the base or costs for black & white copies. Refer to the PRICE SCHEDULES for Categories A and B which will soon be uploaded to the internet.

The comparisons appear on the following pages.

EMTEC INC.**HEWLETT-PACKARD**

CATEGORY B	MONTH	COPIES
BAND 3 - H-P 9500MFP	\$660.00	2000

IKON**RICOH, CANON, IKON****CATEGORY A**

BAND	MONTH	COPIES
1 IRC317OU	\$159.22	0
1 IRC317OU FAX	\$176.71	
2 C1 - MFP/IKON	\$516.08	
2 C1 - SSF-MFP/IKON	\$570.42	
3 MP2500	\$177.02	
3 IRC3380 - IKON/B	\$197.50	
4 MP3500	\$221.15	
4 4500 - IKON	\$246.86	
5 3260C	\$471.95	
5 CPP500	\$519.64	
6 5180	\$351.08	
6 560C	\$492.02	
7 CPP650	\$1172.58	
7 C7000	\$6215.00	

CATEGORY B

BAND	MONTH	COPIES
1 IRC317OI	\$177.17	0
1 IRC317O1	197.32	
2 C1-IMPDL	583.88	
2 C1/IQ1	900.28	
3 MP3000	184.73	0
3 IRC2880-BR	195.43	0
4 IRC4080 -BR	324.07	
4 4580	339.36	
5 3260	510.61	
5 CPP500	624.90	
6 5180 BR	384.31	
6 5560	530.68	
7 PRO 650	1186.14	
7 C7000	5520.00	

IMAGE SYSTEMS**COPYSTAR**

CATEGORY A	MONTH	COPIES
BAND 2 - CS-C2520	\$301.00	500
2 - "	323.00	500
3 - CS-C3225	319.00	500
3 - "	341.50	500
4 - CS-C3232	339.00	500
4 - "	360.00	500

CATEGORY B	MONTH	COPIES
BAND 2 - CS-C2520	\$319.00	500
2 - "	341.95	500
3 - CS-C3225	345.00	500
3 - "	360.50	500
4 - CS-C3232	357.50	500
4 - "	379.00	500

KONICA MINOLTA**KONICA- MINOLTA**

CATEGORY A	MONTH	COPIES
BAND 3 - BIZHUB 250	\$234.94	2000
3 - C300	270.05	2500
4 - C352	311.59	3000
4 - C450	361.61	4000
5 - PRO C500	1063.68	15000
7 - PRO 6500	1511.78	25000

CATEGORY B	MONTH	COPIES
BAND 3 - BIZHUB 250	\$234.94	2000
3 - C300	270.05	2500
4 - C352	311.59	3000
4 - C450	361.61	4000
5 - PRO C500	1354.01	19000
7 - PRO 6500	1786.11	29000

LANIER WORLDWIDE**LANIER**

CATEGORY B	MONTH	COPIES
BAND 1 - LD425C	\$148.84	45
1 "	162.89	70
2 - LD425C	151.50	45
2 "	161.81	55
3 - LD425C	164.82	230
3 - LD430C	189.15	270
4 - LD445C	241.74	350
4 - LD435C	205.87	275
5 - LD160C	445.27	475
5 - "	482.56	475
6 - LC155	486.20	450
6 - "	524.11	450

OCE IMAGISTICS**BRAND - OCE IMAGISTICS**

CATEGORY A	MONTH	COPIES
BAND 2 - CM3530	\$203.00	0
2 CM4530	214.00	0
3 - CM2520	185.00	0
3 CM3520	236.00	0
4 - CM4520	242.00	0

CATEGORY B	MONTH	COPIES
BAND 2 - CM3530	\$203.00	0
2 CM4530	214.00	0
3 - CM2520	185.00	0
3 CM3520	236.00	0
4 - CM4520	242.00	0

PANASONIC DIGITAL DOCUMENT COMPANY**PANASONIC**

CATEGORY A	MONTH	COPIES
BAND 2 - DP-C213S1	\$438.90	3
3 - DP-C323S1	679.25	6500
3 - DP-C323S1	845.60	8000

CATEGORY B	MONTH	COPIES
BAND 2 - DP-C213S1	\$ 541.80	4500
3 - DP-C264S1	1112.	12000
3 - DP-C264S1	1302.	14000

SHARP ELECTRONICS

SHARP

CATEGORY B	MONTH	COPIES
BAND 3 - MX-2300	\$188.65	0
3 - MX-2700	208.38	0
4 - MX-3501	268.36	0
4 - MX-4501	312.32	0
5 - MX-5500	441.12	0
5 - MX-6200	473.88	0

STEWART INDUSTRIES

SAVIN

CATEGORY A	MONTH	COPIES		
BAND 1 - SGC1506 500	\$127.93	250	3 - C 2525	238.85
4 - C3535	273.82	600		
5 - C6045GW	598.49	750		
6 - SDC555GW	657.76	1000		

CATEGORY B	MONTH	COPIES
BAND 1 - SGC1506	\$142.37	350
3 - C2525	244.46	500
4 - C3535	280.07	600
5 - C6045E7000	671.89	750
6 - SDC555E700	-731.15	1000

TOSHIBA AMERICA**TOSHIBA**

CATEGORY A	MONTH	COPIES
BAND 1 - e-STUDIO281c	\$193.38	0
1 - e-STUDIO281c	230.05	0
2 - e-STUDIO351c	202.53	0
2 - e-STUDIO451c	231.03	0
3 - e-STUDIO2500c	227.14	0
3 - e-STUDIO2500c	255.60	0
4 - e-STUDIO3500c	249.91	0
4 - e-STUDIO3510c	278.12	0
5 - e-STUDIO4500c	413.87	0
5 - e-STUDIO4500c	482.17	0
6 - e-STUDIO5500c	470.03	0
6 - e-STUDIO5500c	538.33	0

CATEGORY B	MONTH	COPIES
BAND 1 - e-STUDIO281c	\$193.38	0
1 - e-STUDIO281c	230.05	0
2 - e-STUDIO351c	202.53	0
2 - e-STUDIO451c	231.03	0
3 - e-STUDIO2500c	227.14	0
3 - e-STUDIO2500c	255.60	0
4 - e-STUDIO3500c	249.91	0
4 - e-STUDIO3510c	278.12	0
5 - e-STUDIO4500c	458.43	0
5 - e-STUDIO4500c	526.73	0
6 - e-STUDIO5500c	514.59	0
6 - e-STUDIO5500c	582.89	0

XEROX CORPORATION

XEROX

CATEGORY A	MONTH	COPIES
BAND 1 - NO CONTRACT		
BAND 2 - NO CONTRACT		
BAND 3 - CC2128	\$239.00	0
3 CC2636	262.60	0
4 CC3545	293.44	0
4 WC7655	390.24	0
5 WC7665	463.92	0

CATEGORY B	MONTH	COPIES
BAND 1 - WC7132 P	\$204.99	0
2 - NO CONTRACT		
3 - WCP2128	260.82	0
3 - WCP2636	275.00	0
4 - WCP3545	289.11	0
4 - WCP7655P	440.72	0
5 - WCP7665P	514.76	0
5 - DC250	957.99	0
6 - NO CONTRACT		
7 - DC7000	\$7,281.25	0
7 - DC8000	8,617.86	0

-