

Jack Miller
Mayor

Eric Granillo
Vice -Mayor

Tom Armstrong
Councilmember

John McCafferty
Councilmember

Annie Perkins
Councilmember

Sherri Phillips
Councilmember

Robert Schacherer
Councilmember



TOWN COUNCIL NOTICE & AGENDA

**REGULAR MEETING
TUESDAY, MAY 9, 2023
6:00 P.M.**

COUNCIL CHAMBERS | 202 N. STATE ROUTE 89 | CHINO VALLEY, ARIZONA 86323

A majority of the Councilmembers may attend a private invocation in the Council Conference Room immediately prior to the Council meeting. No Town business will be discussed.

AGENDA

1. **CALL TO ORDER, PLEDGE OF ALLEGIANCE; ROLL CALL**
2. **INTRODUCTIONS, PRESENTATIONS, AND PROCLAMATIONS**
 - a. Presentation from Gary Beverly, regarding the proposed Upper Verde Wild and Scenic River (UVWSR).
3. **CALL TO THE PUBLIC- Individuals requesting to speak, please complete a Speaker Comment Card and return to the Clerk.**
Call to the Public is an opportunity for the public to address the Council on any issue within the jurisdiction of the Council that is not on the agenda. Public comment is at the discretion of the Council and not required by law. Individuals are limited to speak for three (3) minutes, yielding of time will not be permitted. The total time for Call to the Public may be up to 30 minutes per meeting. Council action taken as a result of public comment will be limited to directing staff to study the matter, scheduling the matter for further consideration and decision at a later date, or responding to criticism. Disrespectful behavior will not be tolerated; this includes loud outbursts, profanity and disruptive discussions among our audience.
4. **CURRENT EVENT SUMMARIES AND REPORTS**
This item is for information only. The Mayor, any Councilmember, or Town Manager may present a brief summary or report of current events. If listed below, there may also be a presentation on information requested by the Mayor and Council and questions may be answered. No action will be taken.
 - a. Status reports by Mayor and Council regarding current events.
 - b. Status report by Town Manager Cindy Blackmore regarding Town accomplishments, and current or upcoming projects.

5. **CONSENT AGENDA**

All those items listed below are considered to be routine and may be enacted by one motion. Any Councilmember may request to remove an item from the Consent Agenda to be considered and discussed separately.

- a. Consideration and possible action to grant a 10' utility easement to T-Mobile West LLC for the existing cell tower at the Town's North Campus.
- b. Consideration and possible action to approve the Cooperative Purchasing Agreement with Arizona Truck Center, LLC, dba Vanguard Truck Center of Phoenix, for the purchase of one 10-wheel dump truck for an amount not to exceed \$221,717.02.
- c. Consideration and possible action to approve the Financial Report for the nine-month period ending March 31, 2023.
- d. Consideration and possible action to authorize the Town Manager to sign the written authorization for Ichor Airsoft, LLC to erect additional buildings on site as required in the Lease Agreement.
- e. Consideration and possible action to approve a revised Cooperative Purchasing Agreement with Dahill Office Technology Corporation dba Xerox Business Solution Southwest to provide copiers, supplies, equipment, and service for 60 months for \$96,989.40.
- f. Consideration and possible action to approve the March 15, 2023, joint meeting study session minutes.
- g. Consideration and possible action to approve the April 11, 2023, regular meeting minutes.

6. **ACTION ITEMS**

The Council may vote to recess the public meeting and hold an Executive Session on any item on this agenda pursuant to A.R.S. § 38-431.03(A)(3) for the purpose of discussion or consultation for legal advice with the Town Attorney. Executive sessions are not open to the public and no action may be taken in executive session.

7. **ADJOURNMENT**

**EXECUTIVE SESSION
TUESDAY, May 9, 2023
6:30 P.M.**

**Council Chambers
202 N. State Route 89
Chino Valley, Arizona**

AGENDA

- 1. CALL TO ORDER; ROLL CALL**
- 2.** An executive session pursuant to A.R.S. § 38-431.03(A)(1) for discussion or consideration of employment, assignment, appointment, promotion, demotion, dismissal, or salary of Cindy Blackmore, Town Manager.
- 3. ADJOURNMENT**

Dated this 2nd day of May, 2023.

By: *Erin N. Deskins, Town Clerk*

The Town of Chino Valley endeavors to make all public meetings accessible to persons with disabilities. Please call 636-2646 (voice) or 711 (Telecommunications Arizona Relay Service) 48 hours prior to the meeting to request reasonable accommodation to participate in this meeting.

Supporting documentation and staff reports furnished to the Council with this agenda are available for review on the Town website at <http://www.chinoaz.net/agendacenter>, and in the Town Clerk's Office.

Council meetings are live-streamed on Town of Chino Valley Website and Facebook page.

CERTIFICATION OF POSTING

The undersigned hereby certifies that a copy of this notice was duly posted at Chino Valley South Campus, Chino Valley Post Office, and Chino Valley North Campus in accordance with the statement filed by the Town Council with the Town Clerk.

Date: _____ Time: _____ By: _____
Erin N. Deskins, Town Clerk



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting 2023

5. a.

Meeting Date: 05/09/2023
Contact Person: Steven Sullivan, Assistant Engineer
 Phone: 928-636-7140 x-1308
Department: Public Works
Estimated length of staff presentation: None
Physical location of item: North Campus

AGENDA ITEM TITLE:

Consideration and possible action to grant a 10' access and utility easement to T-Mobile West, LLC, for the existing cell tower on the Town's North Campus.

RECOMMENDED ACTION:

Grant a 10' access and utility easement to T-Mobile West, LLC, for the existing cell tower on the Town's North Campus.

SITUATION AND ANALYSIS:

T-Mobile currently leases a cell tower site located just south of the existing Police Station at the Town's North Campus. Existing fiber optic conduit / cabling runs easterly from the site towards Memory Park, thence northerly along the park's post and rail fencing, thence easterly through the southern edge of the playground area, thence northerly along the west side of Road 1 West and ending at Road 3 North.

T-Mobile desires to have the existing fiber optic conduit / cabling reside in a Town granted easement, effectively "cleaning" up their utilities in the area.

Fiscal Impact

Fiscal Impact?: None

If Yes, Budget Code:

Available:

Funding Source:

Attachments

Easement

When Recorded, Return To:

Erin N. Deskins, Town Clerk
Town of Chino Valley
202 N. State Route 89
Chino Valley, Arizona 86323

Assessor's Parcel Number: 306-02-466

Exempt from affidavit and fee
under A.R.S. § 11-1134(A)(2)

ACCESS AND UTILITY EASEMENT

THIS ACCESS AND UTILITY EASEMENT AGREEMENT (this "Agreement") is effective the date of the last signature on this Agreement (the "Effective Date") by and between the Town of Chino Valley, an Arizona municipal corporation ("Grantor"), and T-Mobile West LLC, a Delaware limited liability company, and its successors and assigns ("Grantee"), for the purposes set forth herein.

RECITALS

WHEREAS, Grantor is the owner of that certain real property located in Yavapai County at 1943 Voss Dr., Chino Valley, AZ 86323, as more particularly described in **Exhibit A** attached hereto and incorporated herein (the "Property"); and

WHEREAS, Grantee leases a portion of real property located in Yavapai County at 1943 Voss Dr., Chino Valley, AZ 86323 (the "Adjacent Property"), for the purposes of Grantee's installation and operation of Grantee's antenna facilities in connection with its telecommunications business (the "Antenna Facilities"); and

WHEREAS, Grantee desires to have an easement over the Property for the purposes of installation and maintenance of utilities to serve the Antenna Facilities (collectively, the "Utility Improvements") and to access the Utility Improvements, and Grantor is willing to grant such easement rights pursuant to the terms of this Agreement.

AGREEMENT

NOW, THEREFORE, in consideration of the foregoing recitals, which are incorporated herein by reference, and the mutual covenants set forth below, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

1. **Grant of Easement.** Grantor hereby grants to Grantee an easement for the right of entry and access, including ingress and egress, seven days per week, 24 hours per day, on foot or motor vehicle (the "Easement"), under, upon, across, and over that portion of the Property

described, and depicted as the cross-hatched area, on **Exhibit B** attached hereto and incorporated herein (the “Easement Area”) for all purposes necessary to construct, operate, and maintain the Antenna Facilities.

2. **Obstructions.** Grantee may from time to time remove trees, bushes, or other obstructions within the Easement Area to the extent reasonably necessary to carry out the purposes set forth herein, provided that the consent for any material landscaping changes or removal will be obtained from Grantor, which consent shall not be unreasonably withheld, delayed, or conditioned. Grantee shall not construct, install, or place, or permit to be constructed, installed, or placed upon the Easement Area any permanent obstruction that cannot reasonably be removed upon termination of the rights granted herein. Grantor shall not construct, install, or place, or permit to be constructed, installed, or placed upon the Easement Area any fence, wall, structure, or other improvement or obstruction that may interfere with or impede Grantee’s access to the Property or right to maintain the Antenna Facilities.

3. **Maintenance and Use of the Easement Area.** Grantor shall not alter or maintain the Easement Area in a manner that would interfere with the exercise of Grantee’s rights under this Agreement. Grantor shall not dig, tunnel, or use any other form of construction activity on the Property that would unreasonably disturb Grantee’s rights hereunder. Grantor reserves all other rights, interests, and uses of the Easement Area that are not inconsistent with the rights herein granted to Grantee, including, without limitation, granting others the right to use all or portions of the Easement Area for utility or roadway purposes and constructing improvements within the Easement Area such as paving, sidewalks, landscaping, driveways and curbing.

4. **Restoration.** Following any installation, excavation, maintenance, repair, or other work by Grantee within the Easement Area, and, if applicable, upon termination of the rights granted herein, Grantee shall, at Grantee’s expense, restore the affected area to as close to original condition as is reasonably practicable, including, if applicable, removing all improvements. To the fullest extent permitted by law, Grantee shall indemnify Grantor for any loss, cost, or damage incurred by Grantor as a result of any negligent installation, excavation, maintenance, repair, or other work performed by Grantee within the Easement Area.

5. **Indemnity.** To the fullest extent permitted by law, Grantee shall indemnify, defend, and hold harmless Grantor and each of its officers, employees, or agents thereof (Grantor and any such person being herein called an “Indemnified Party”), for, from, and against any and all losses, claims, damages, liabilities, costs, and expenses (including, but not limited to, reasonable attorneys’ fees, court costs, and the costs of appellate proceedings) to which any such Indemnified Party may become subject, under any theory of liability whatsoever (“Claims”), insofar as such Claims (or actions in respect thereof) relate to, arise out of, or are caused by or based upon the negligent acts, intentional misconduct, errors, mistakes, or omissions of Grantee, its officers, employees, agents, or any tier of subcontractor in the performance of this Agreement.

6. **No Assignment.** Grantee shall have no right or authority to assign, in whole or in part, any of its rights or obligations under this Agreement, or any portion of this Agreement, to any third party without the prior written consent of Grantor, which consent shall not be unreasonably delayed, conditioned, or denied.

7. Notices. All notices, requests, demands, and other communications shall be in writing and shall be effective three business days after deposit in the U.S. mail, certified, return receipt requested, or upon receipt if personally delivered or sent via a nationally recognized courier to the addresses set forth below. Grantor or Grantee may, from time to time, designate any other address for this purpose by providing written notice to the other party.

If to Grantee, to:

T-Mobile USA, Inc.
12920 SE 38th Street
Bellevue, WA 98006
Attn: Lease Compliance/Site #PH50725A

If to Grantor, to:

Town of Chino Valley
1982 Voss Dr.
Chino Valley, AZ 86323

8. Environmental Laws. Grantee represents, warrants, and agrees that it will conduct its activities on the Property in compliance with all applicable environmental laws. Grantee shall not use the Easement Area to store gasoline or petroleum products, hazardous or toxic substances, or flammable materials. Additionally, Grantee shall not use the Easement Area to store construction-related materials or to park or store construction-related vehicles or equipment except on a temporary basis to construct, reconstruct, replace, repair, operate, or maintain the Utility Improvements. Grantor represents and agrees that, to the best of its knowledge, it has in the past and will in the future conduct its activities on the Property in compliance with all applicable environmental laws and that the Property is free of hazardous substances as of the date of this Agreement.

9. Termination. The rights granted herein shall continue for such time as Grantee maintains its lease of the Adjacent Property for the Utility Improvements. Grantee shall provide Grantor notice within 14 days of lease expiration or termination. Grantee shall also have the right to terminate this Agreement at any time, upon 30 days' prior written notice to Grantor.

10. Title, Successors, and Assigns. Grantor covenants and warrants to Grantee that Grantor has full right, power, and authority to execute this Agreement. The easement rights granted herein shall run with the Property and shall be binding upon and inure to the benefit of the parties, their respective successors, personal representatives, and assigns.

11. Additional Easements. Nothing contained in this Agreement shall prohibit Grantor from conveying additional easements for access, utility, or other purposes through, over, under, in, across, and along the Easement Area; provided, however, that no such additional rights or easements shall impair the use of the Easement herein granted.

12. Counterparts. This Agreement may be executed in any number of counterparts, each of which shall be deemed an original, but all of which together shall constitute a single instrument. Signed facsimile and electronic copies of this Agreement shall legally bind the parties to the same extent as original documents.

(SIGNATURES TO FOLLOW)

IN WITNESS WHEREOF, the parties have executed this Agreement as of the Effective Date.

“Grantor”

TOWN OF CHINO VALLEY,
an Arizona municipal corporation

By: _____

Name: _____

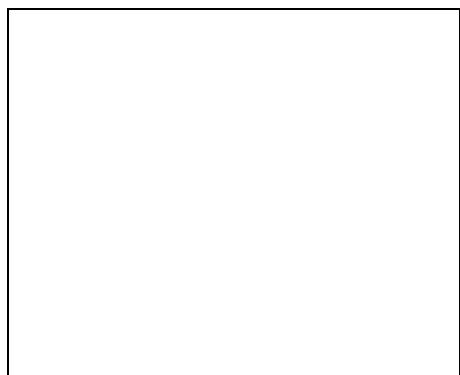
Title: _____

Date: _____

STATE OF _____)
) ss.
COUNTY OF _____)

This instrument was acknowledged before me on _____ by _____
_____, as the _____ of _____
_____ and on behalf of _____.

Dated: _____



(Use this space for notary stamp/seal)

Notary Public

Print Name _____

My commission expires _____

(SIGNATURES CONTINUE ON THE FOLLOWING PAGE)

“Grantee”

T-MOBILE WEST LLC,
a Delaware limited liability corporation

By: _____

Name: _____

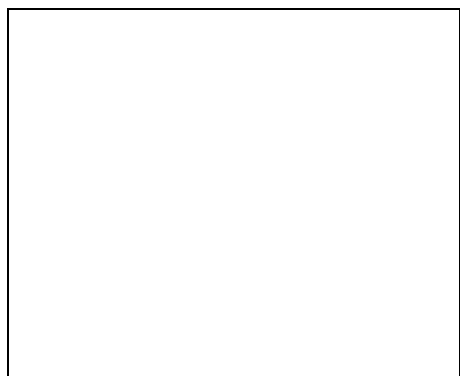
Title: _____

Date: _____

STATE OF _____)
) ss.
COUNTY OF _____)

I certify that I know or have satisfactory evidence that _____ is the person who appeared before me, and said person acknowledged that she signed this instrument, on oath stated that she was authorized to execute the instrument and acknowledged it as the _____ of T-Mobile West LLC, a Delaware limited liability company, to be the free and voluntary act of such party for the uses and purposes mentioned in the instrument.

Dated: _____



(Use this space for notary stamp/seal)

Notary Public

Print Name _____

My commission expires _____

**EXHIBIT A
TO
ACCESS AND UTILITY EASEMENT**

(Legal Description of the Property)

The Property is legally described as follows:

LESSOR'S LEGAL DESCRIPTION

PROPERTY LOCATED IN YAVAPAI COUNTY, ARIZONA

LANDS IN SECTION 16, TOWNSHIP 16 NORTH, RANGE 2 WEST, G&SRB&M, YAVAPAI COUNTY, ARIZONA, AS DESCRIBED ON THE REVERSE SIDE OF THIS PATENT AND HEREOF MADE A PART FOR MUNICIPAL COMPLEX PURPOSES, CONTAINING 15.00 ACRES.

AND BEING THE SAME PROPERTY CONVEYED TO TOWN OF CHINO VALLEY FROM THE STATE OF ARIZONA BY DEED DATED JULY 1, 1982 AND RECORDED JANUARY 4, 1983 IN DEED BOOK 1507, PAGE 897.

TAX PARCEL NO. 306-02-466

**EXHIBIT B
TO
ACCESS AND UTILITY EASEMENT**

(Legal Description and Depiction of the Easement Area)

The Easement Area is legally described as follows:

10' UTILITY EASEMENT LEGAL DESCRIPTION

A PORTION THE SAME PROPERTY CONVEYED TO TOWN OF CHINO VALLEY FROM THE STATE OF ARIZONA BY DEED DATED JULY 1, 1982 AND RECORDED JANUARY 4, 1983 IN DEED BOOK 1507, PAGE 897, BEING LOCATED WITHIN THE NORTHEAST QUARTER OF SECTION 16, TOWNSHIP 16 NORTH, RANGE 2 WEST, G&SRB&M, YAVAPAI COUNTY, ARIZONA, BEING A STRIP OF LAND 10.00 FEET WIDE, LYING 5.00 FEET ON BOTH SIDES OF THE FOLLOWING DESCRIBED CENTERLINE:

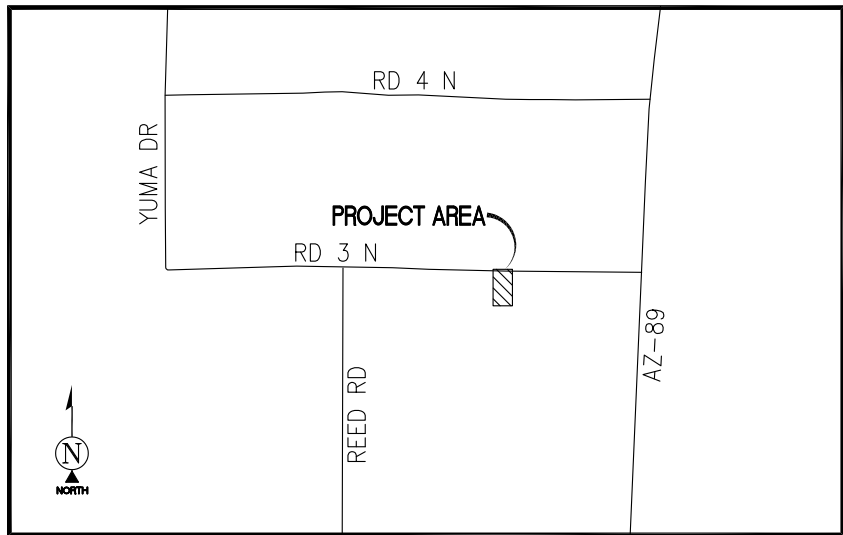
NOTE: ALL BEARINGS AND DISTANCES ARE BASED ON THE ARIZONA CENTRAL STATE PLANE COORDINATE ZONE GRID. TO DERIVE GROUND DISTANCES DIVIDE BY 0.99971365

COMMENCING AT THE NORTHEAST CORNER OF SAID SECTION 16, FROM WHICH THE NORTH QUARTER CORNER OF SAID SECTION BEARS NORTH 88°11'10" WEST, 2723.03 FEET; THENCE FROM SAID POINT OF COMMENCEMENT NORTH 88°11'10" WEST ALONG THE NORTH LINE OF SAID NORTHEAST CORNER, 36.61 FEET TO THE POINT OF BEGINNING;

THENCE DEPARTING SAID NORTH LINE SOUTH 01°26'39" WEST, 354.34 FEET; THENCE SOUTH 08°14'42" WEST, 12.22 FEET; THENCE SOUTH 00°15'19" EAST, 49.31 FEET; THENCE SOUTH 07°23'15" EAST, 22.02 FEET; THENCE NORTH 89°31'58" WEST, 287.15 FEET; THENCE SOUTH 03°22'21" WEST, 98.97 FEET; THENCE NORTH 89°28'04" WEST, 232.85 FEET TO THE POINT OF TERMINUS.

THE SIDELINES OF SAID STRIP OF LAND ARE TO INTERSECT AT ALL ANGLE POINTS TO PROVIDE THE SPECIFIED WIDTH THROUGHOUT SO AS TO NOT CAUSE ANY GAPS OR OVERLAPS IN SAID EASEMENT AND TO ABUT THE NORTH LINE OF SAID SECTION 16.

(Survey titled "Overall Site" (LS1), "Survey Detail" (LS-2), "Survey Detail" (LS-3) and signed by Sarah A. Burgi on 02-08-2023 follows)



VICINITY MAP
N.T.S.

SURVEY DATE
12/20/2021

BENCHMARK
PROJECT ELEVATIONS ESTABLISHED FROM GPS DERIVED ORTHOMETRIC HEIGHTS BY APPLICATION OF NGS "GEOID 12B" MODELED SEPARATIONS TO ELLIPSOID HEIGHTS DETERMINED BY OBSERVATIONS OF THE "SMARTNET" REAL TIME NETWORK. ALL ELEVATIONS SHOWN HEREON ARE REFERENCED TO NAVD88.

BASIS OF BEARING
BEARINGS SHOWN HEREON ARE BASED UPON THE ARIZONA ZONE CENTRAL STATE PLANE COORDINATE SYSTEM BASED ON THE NORTH AMERICAN DATUM OF 1983(2011). DETERMINED BY RAW STATIC GLOBAL POSITIONING SYSTEM EQUIPMENT ON THE NGS OPUS WEBSITE.

GRID-TO-GROUND SCALE FACTOR NOTE
ALL BEARINGS AND DISTANCES ARE BASED ON THE ARIZONA CENTRAL STATE PLANE COORDINATE ZONE GRID. TO DERIVE GROUND DISTANCES DIVIDE BY 0.99971365

FLOOD ZONE
THIS PROJECT APPEARS TO BE LOCATED WITHIN FLOOD ZONE "X". ACCORDING TO FEDERAL EMERGENCY MANAGEMENT AGENCY FLOOD INSURANCE RATE MAP(S), MAP ID #04025C1315G, DATED 09/03/2010

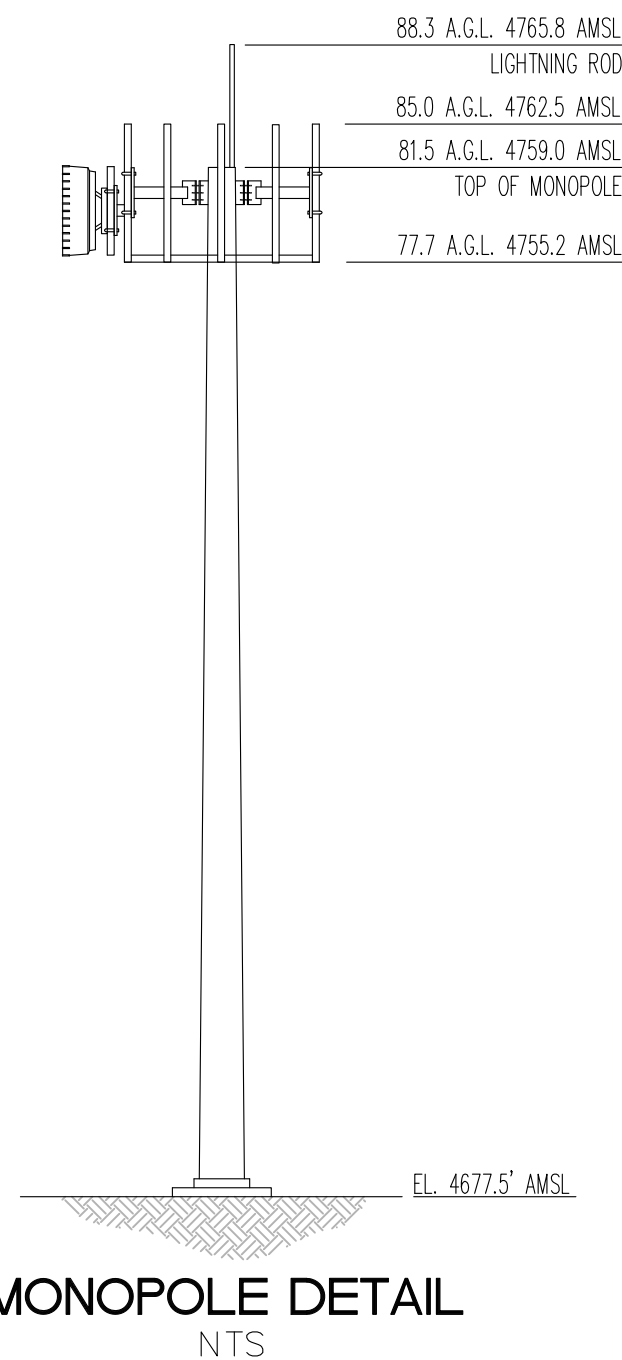
UTILITY NOTES
SURVEYOR DOES NOT GUARANTEE THAT ALL UTILITIES ARE SHOWN OR THEIR LOCATIONS ARE DEFINITE. IT IS THE RESPONSIBILITY OF THE CONTRACTOR AND DEVELOPER TO CONTACT 811 AND ANY OTHER INVOLVED AGENCIES TO LOCATE ALL UTILITIES PRIOR TO CONSTRUCTION. REMOVAL, RELOCATION AND/ OR REPLACEMENT IS THE RESPONSIBILITY OF THE CONTRACTOR.

SURVEYOR'S NOTES
CONTOURS DERIVED FROM DIRECT FIELD OBSERVATIONS AND FOLLOW THE CURRENT NATIONAL MAP STANDARDS FOR VERTICAL ACCURACY.

THE BOUNDARY SHOWN HEREON IS PLOTTED FROM RECORD INFORMATION AND DOES NOT CONSTITUTE A BOUNDARY SURVEY OF THE PROPERTY.

ALL DISTANCES SHOWN HEREON ARE GRID DISTANCES.

SURVEYOR HAS NOT PERFORMED A SEARCH OF PUBLIC RECORDS TO DETERMINE ANY DEFECT IN TITLE ISSUED.



MONOPOLE DETAIL
NTS

POSITION OF GEODETIC COORDINATES
LATITUDE 34° 46' 22.97" (34.773047°) NORTH (NAD83)
LONGITUDE 112° 28' 01.45" (112.467069°) WEST (NAD83)
GROUND ELEVATION @ 4677.5' (NAVD88)

AP

BLDG

CLF

CMU

CONC

NG

WALL

PINE TREES

TREES

ASPHALT

TOP OF BUILDING

CHAIN LINK FENCE

CONCRETE MASONRY UNIT

CONCRETE

NATURAL GRADE

TOP OF WALL

WATER CONTROL VALVE

UTILITY POLE

LIGHT POLE

POSITION OF GEODETIC COORDINATES

SPOT ELEVATION

CMU WALLS

CHAIN LINK FENCE

WOOD FENCE

WATER LINES

GAS LINES

ELECTRIC LINES

FIBER OPTIC LINES

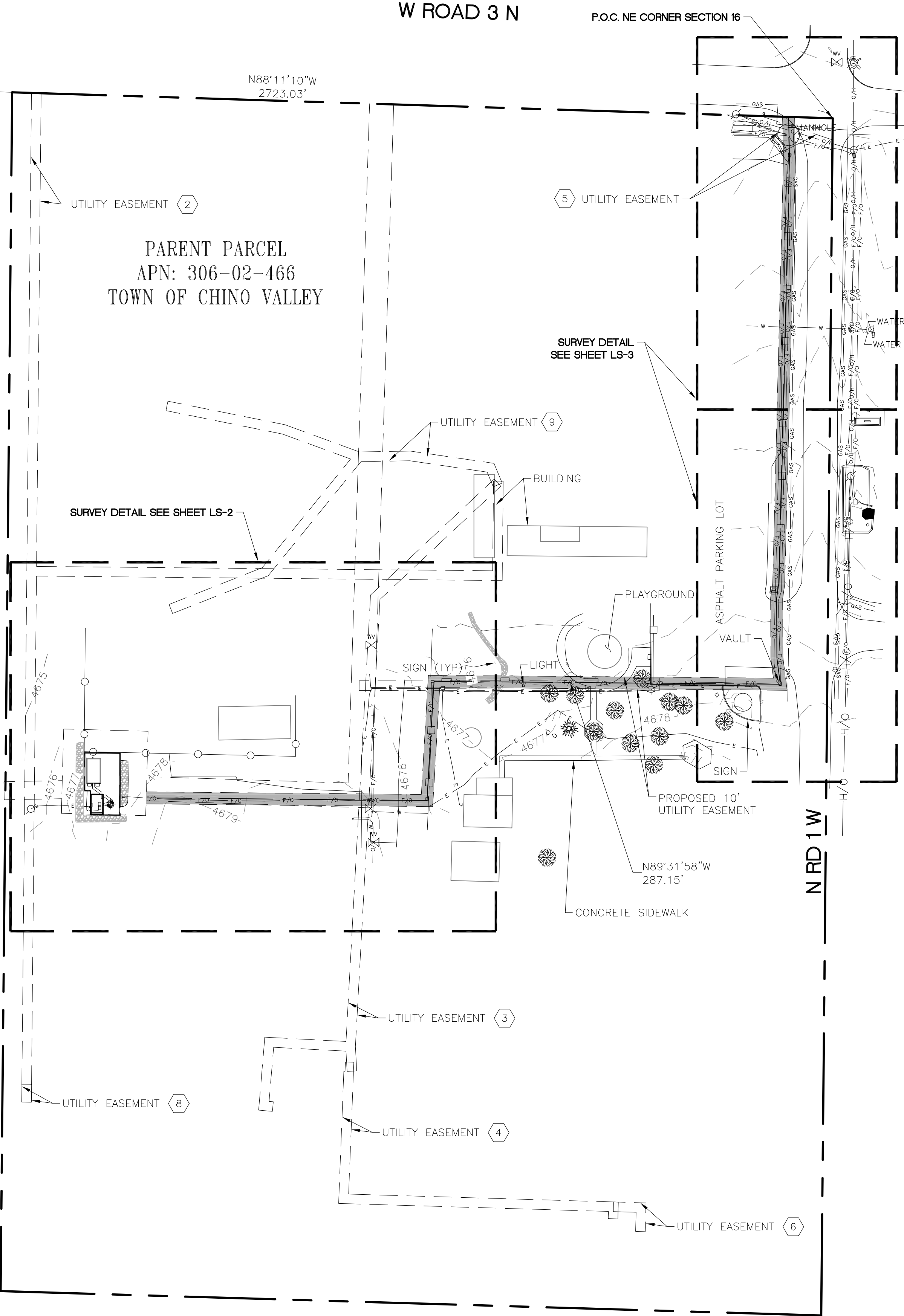
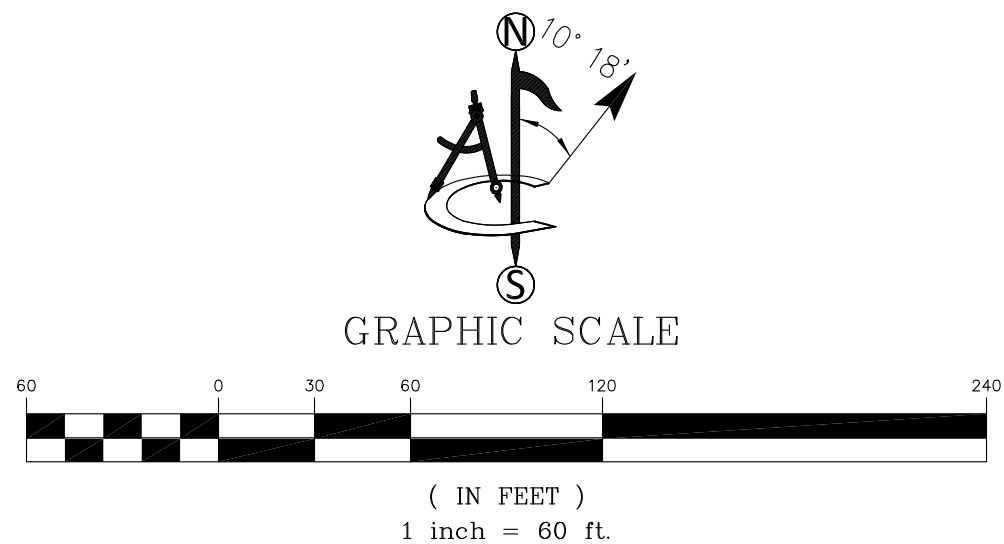
SUBJECT PROPERTY LINE

LEASE AREA LIMITS

MAJOR CONTOUR INTERVAL

MINOR CONTOUR INTERVAL

LEGEND



T-Mobile®

1330 WEST SOUTHERN AVENUE STE. A-102
TEMPE, AZ 85282
PH: (480) 638-2600
FAX: (480) 638-2852

PROJECT INFORMATION:

PH50725A
1943 VOSS DRIVE
CHINO VALLEY, AZ 86323
YAVAPAI COUNTY

ORIGINAL ISSUE DATE:

12/23/21

REV.:	DATE:	DESCRIPTION:	BY:
A	12/23/2021	PRELIMINARY	CK
0	06/07/2022	TITLE (C)	SB
1	09/13/2022	ADD TOPO (C)	SM
2	02/08/2023	LEGALS (C)	CK

PROJECT COORDINATION:

COAL CREEK CONSULTING
8283 N. HAYDEN ROAD, SUITE #258
SCOTTSDALE, AZ 85258
PH: (602) 326-0011
FAX: (602) 532-7407

SURVEY PREPARED BY:

4645 S. LAKESHORE DR. #14
TEMPE, ARIZONA 85282
PH. (480) 659-4072
www.ambitconsulting.us

ambit consulting

DRAWN BY:

CHK.:

APV.:

CK

MF

SB

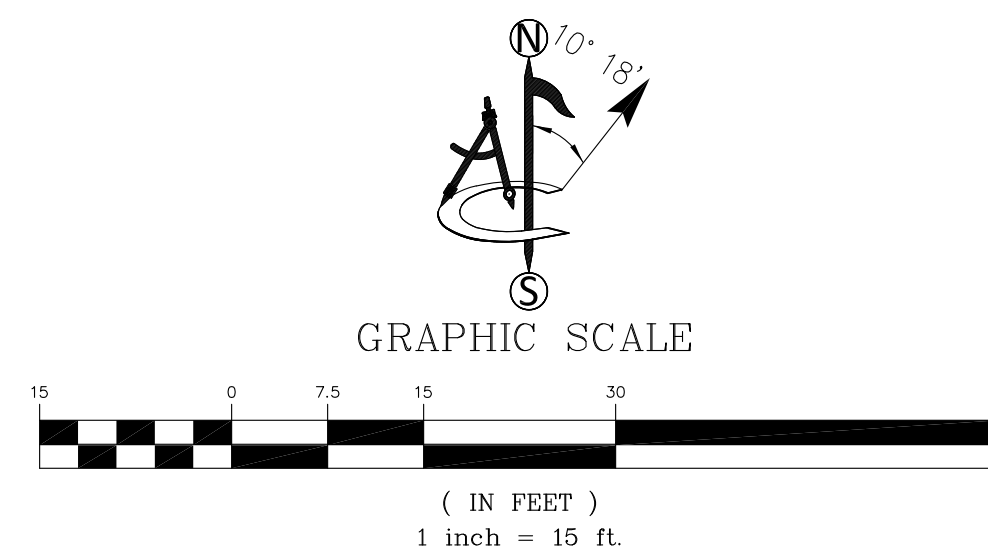
LICENSER:

SHEET TITLE:

OVERALL SITE

SHEET NUMBER:

LS-1



LESSOR'S LEGAL DESCRIPTION

PROPERTY LOCATED IN YAVAPAI COUNTY, ARIZONA

LANDS IN SECTION 16, TOWNSHIP 16 NORTH, RANGE 2 WEST, G&SRB&M, YAVAPAI COUNTY, ARIZONA, AS DESCRIBED ON THE REVERSE SIDE OF THIS PATENT AND HEREOF MADE A PART FOR MUNICIPAL COMPLEX PURPOSES, CONTAINING 15.00 ACRES.

AND BEING THE SAME PROPERTY CONVEYED TO TOWN OF CHINO VALLEY FORM THE STATE OF ARIZONA BY DEED DATED JULY 1, 1982 AND RECORDED JANUARY 4, 1983 IN DEED BOOK 1507, PAGE 897.

TAX PARCEL NO. 306-02-466

SCHEDULE "B" NOTE

REFERENCE IS MADE TO THE TITLE REPORT ORDER #36716973, ISSUED BY FIDELITY NATIONAL TITLE, DATED MARCH 14, 2022. ALL EASEMENTS CONTAINED WITHIN SAID TITLE REPORT AFFECTING THE IMMEDIATE AREA SURROUNDING THE LEASE HAVE BEEN PLOTTED.

ITEMIZED NOTES:

1. TAXES
TYPE OF TAX: COUNTY
CALENDAR YEAR: 2021
AMOUNT: EXEMPT
PARCEL ID #: 306-02-466
PAID THROUGH: 2021
ASSESSMENT: \$1,610,703.00 (TOTAL = LAND AND IMPROVEMENTS, IF ANY)
(THE EXCEPTION IS A STANDARD EXCEPTION AND NOT THE TYPE TO BE DEPICTED HEREON)
2. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON MARCH 16, 1983 IN DEED BOOK 1522, PAGE 943.
(AS SHOWN ON SURVEY)
3. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON DECEMBER 10, 1984 IN DEED BOOK 1683, PAGE 724.
(AS SHOWN ON SURVEY)
4. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON APRIL 3, 1986 IN DEED BOOK 1807, PAGE 873.
(AS SHOWN ON SURVEY)
5. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON FEBRUARY 2, 1987 IN DEED BOOK 1901, PAGE 294.
(AS SHOWN ON SURVEY)
6. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON DECEMBER 30, 1987 IN DEED BOOK 2004, PAGE 601.
(AS SHOWN ON SURVEY)
7. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON FEBRUARY 14, 1989 IN DEED BOOK 2122, PAGE 049.
(AS SHOWN ON SURVEY)
8. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON MARCH 13, 1991 IN DEED BOOK 2338, PAGE 451.
(AS SHOWN ON SURVEY)
9. UTILITY EASEMENT IN FAVOR OF ARIZONA PUBLIC SERVICE COMPANY SET FORTH IN INSTRUMENT RECORDED ON MARCH 13, 1991 IN DEED BOOK 2338, PAGE 453.
(AS SHOWN ON SURVEY)
10. TERMS AND CONDITIONS OF MEMORANDUM OF LAND LEASE DATED DECEMBER 18, 2001 BY AND BETWEEN TOWN OF CHINO VALLEY, AND SBA TOWERS, INC., A FLORIDA CORPORATION, RECORDED ON MARCH 4, 2002 IN DEED BOOK 3906, PAGE 298.

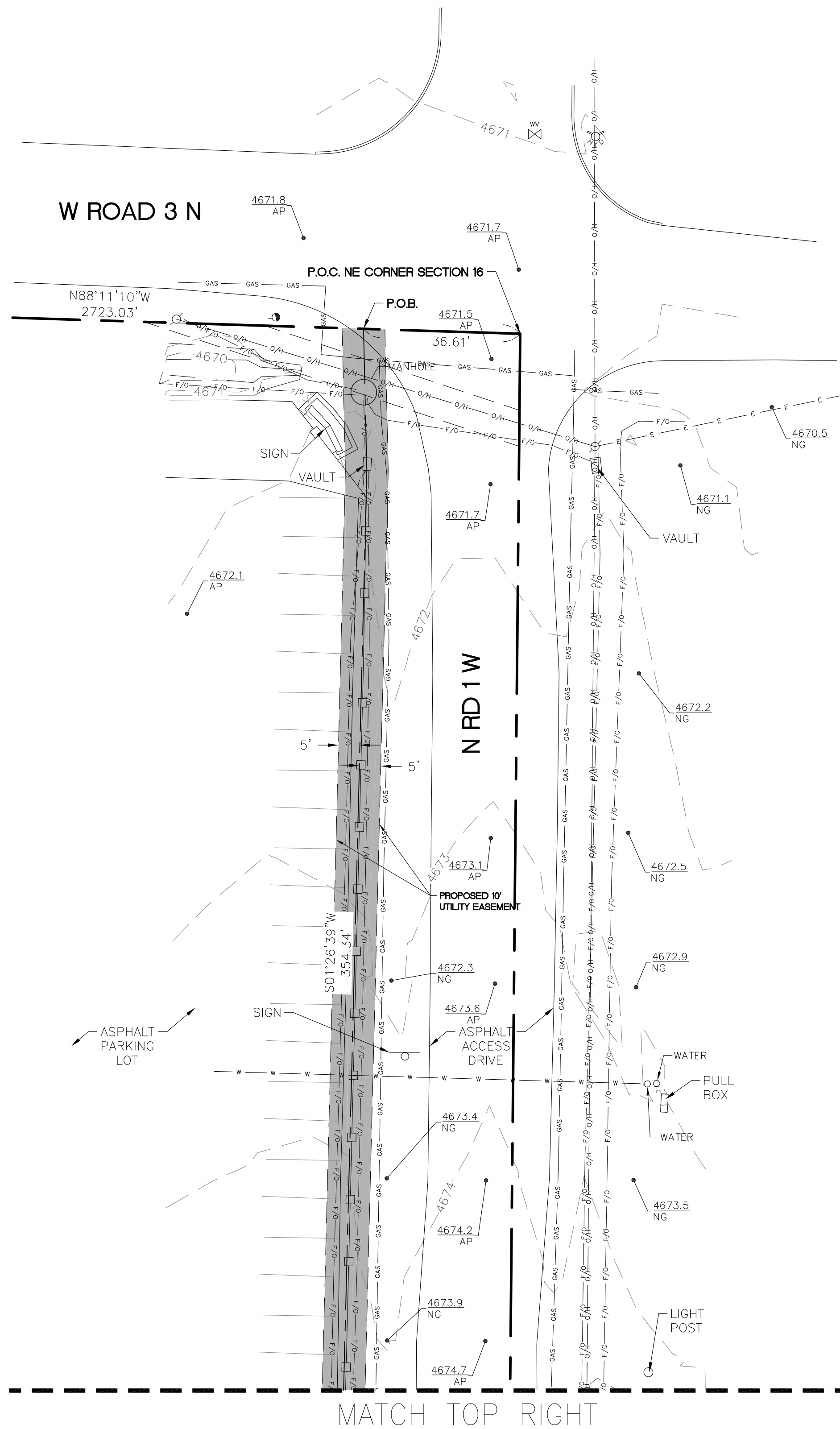
ASSIGNMENT AND ASSUMPTION OF GROUND LEASE FROM TEXAS TELECOMMUNICATIONS, L.P., A TEXAS LIMITED PARTNERSHIP ASSIGNED TO SBA TOWERS, INC., A FLORIDA CORPORATION DATED DECEMBER 22, 2000 AND RECORDED ON MARCH 4, 2002 IN DEED BOOK 3906, PAGE 299.

ASSIGNMENT AND ASSUMPTION OF GROUND LEASE FROM SBA TOWERS, INC., A FLORIDA CORPORATION ASSIGNED TO AAT COMMUNICATIONS CORP., A NEW YORK CORPORATION DATED AUGUST 19, 2003 AND RECORDED ON AUGUST 26, 2003 IN DEED BOOK 4066, PAGE 880.

TERMS AND CONDITIONS OF AMENDMENT OF LEASE DATED SEPTEMBER 28, 2012 BY AND BETWEEN TOWN OF CHINO VALLEY, AN ARIZONA CORPORATION, AND SBA STRUCTURES, INC., A FLORIDA CORPORATION, RECORDED ON OCTOBER 25, 2012 IN DEED BOOK 4914, PAGE 493.

MEMORANDUM OF ASSIGNMENT FROM SBA SITE MANAGEMENT, LLC, A FLORIDA LIMITED LIABILITY COMPANY F/K/A AAT COMMUNICATIONS CORP., A NEW YORK CORPORATION ASSIGNED TO SBA STRUCTURES, INC. DATED OCTOBER 31, 2006 AND RECORDED ON DECEMBER 4, 2012 IN DEED BOOK 4922, PAGE 922.

(SHOWING THAT DOCUMENT RECORDED AS BOOK 4914, PAGE 493)

**10' UTILITY EASEMENT LEGAL DESCRIPTION**

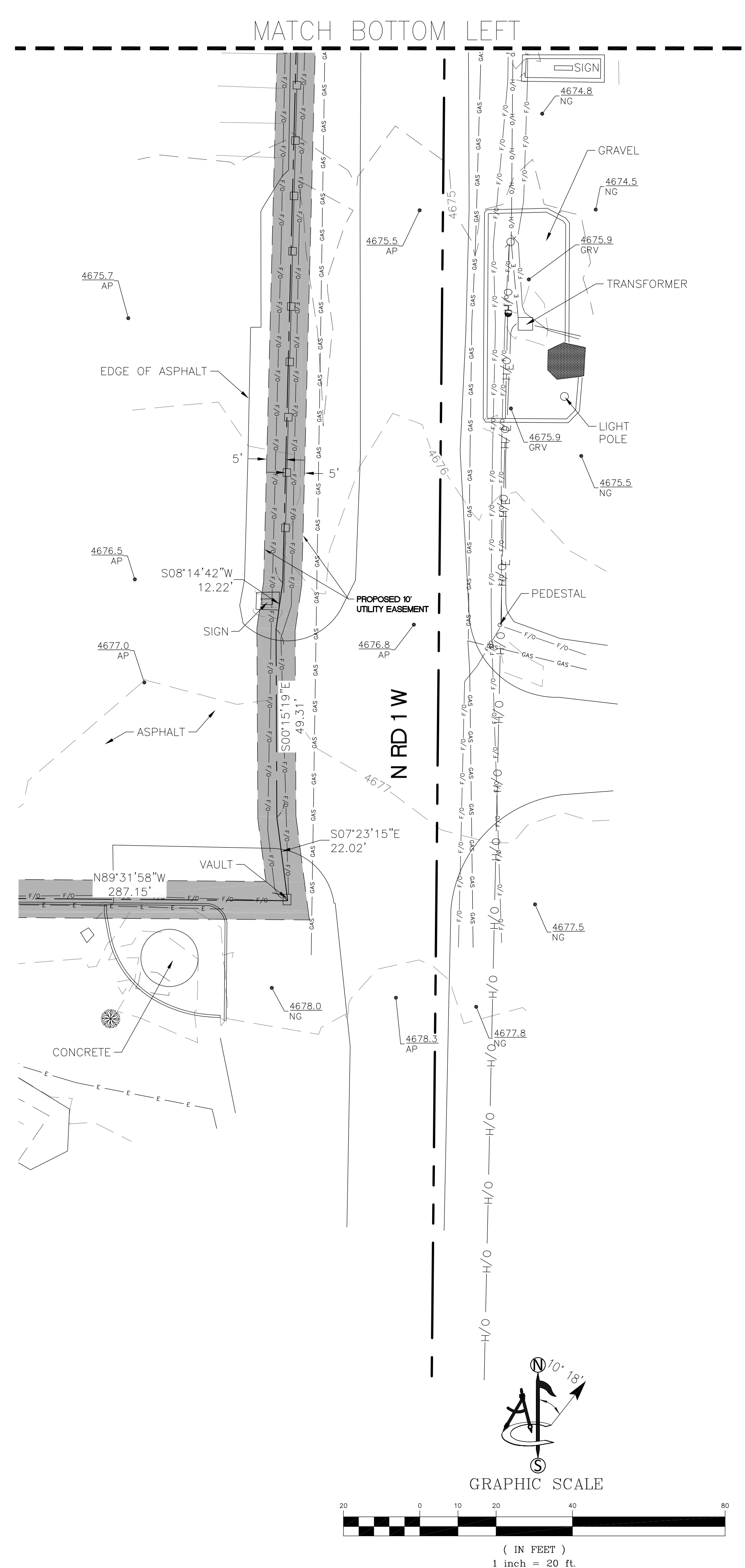
A PORTION THE SAME PROPERTY CONVEYED TO TOWN OF CHINO VALLEY FORM THE STATE OF ARIZONA BY DEED DATED JULY 1, 1982 AND RECORDED JANUARY 4, 1983 IN DEED BOOK 1507, PAGE 897, BEING LOCATED WITHIN THE NORTHEAST QUARTER OF SECTION 16, TOWNSHIP 16 NORTH, RANGE 2 WEST, G&SRB&M, YAVAPAI COUNTY, ARIZONA, BEING A STRIP OF LAND 10.00 FEET WIDE, LYING 5.00 FEET ON BOTH SIDES OF THE FOLLOWING DESCRIBED CENTERLINE:

NOTE: ALL BEARINGS AND DISTANCES ARE BASED ON THE ARIZONA CENTRAL STATE PLANE COORDINATE ZONE GRID. TO DERIVE GROUND DISTANCES DIVIDE BY 0.99971365

COMMENCING AT THE NORTHEAST CORNER OF SAID SECTION 16, FROM WHICH THE NORTH QUARTER CORNER OF SAID SECTION BEARS NORTH 88°11'10" WEST, 2723.03 FEET; THENCE FROM SAID POINT OF COMMENCEMENT NORTH 88°11'10" WEST ALONG THE NORTH LINE OF SAID NORTHEAST CORNER, 36.61 FEET TO THE POINT OF BEGINNING;

THENCE DEPARTING SAID NORTH LINE SOUTH 01°26'39" WEST, 354.34 FEET; THENCE SOUTH 08°14'42" WEST, 12.22 FEET; THENCE SOUTH 00°15'19" EAST, 49.31 FEET; THENCE SOUTH 07°23'15" EAST, 22.02 FEET; THENCE NORTH 89°31'58" WEST, 287.15 FEET; THENCE SOUTH 03°22'21" WEST, 98.97 FEET; THENCE NORTH 89°28'04" WEST, 232.85 FEET TO THE POINT OF TERMINUS.

THE SIDELINES OF SAID STRIP OF LAND ARE TO INTERSECT AT ALL ANGLE POINTS TO PROVIDE THE SPECIFIED WIDTH THROUGHOUT SO AS TO NOT CAUSE ANY GAPS OR OVERLAPS IN SAID EASEMENT AND TO ABUT THE NORTH LINE OF SAID SECTION 16.

**T-Mobile®**

1330 WEST SOUTHERN AVENUE STE. A-102
TEMPE, AZ 85282
PH: (480) 638-2600
FAX: (480) 638-2852

PROJECT INFORMATION:**PH50725A**

1943 VOSS DRIVE
CHINO VALLEY, AZ 86323

YAVAPAI COUNTY

ORIGINAL ISSUE DATE:

12/23/21

REV.: DATE: DESCRIPTION: BY:

REV.	DATE	DESCRIPTION	BY
A	12/23/2021	PRELIMINARY	CK
0	06/07/2022	TITLE (C)	SB
1	09/13/2022	ADD TOPO (C)	SM
2	02/08/2023	LEGALS (C)	CK

PROJECT COORDINATION:

**COAL CREEK
CONSULTING**

8283 N. HAYDEN ROAD, SUITE #258
SCOTTSDALE, AZ 85258
PH: (602) 326-0011
FAX: (602) 532-7407

SURVEY PREPARED BY:

4645 S. LAKESHORE DR. #14
TEMPE, ARIZONA 85282
PH. (480) 659-4072
www.ambitconsulting.us

ambit consulting

DRAWN BY: CHK.: APV.:

CK	MF	SB
----	----	----

LICENSER:**SHEET TITLE:**

SURVEY DETAIL

SHEET NUMBER:

LS-3



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting 2023

5. b.

Meeting Date: 05/09/2023
Contact Person: Frank Marbury, Public Works Director/Town Engineer
 Phone: 928-636-7140 x-1226
Department: Public Works
Estimated length of staff presentation: None
Physical location of item: Roads Maintenance

AGENDA ITEM TITLE:

Consideration and possible action to approve the Cooperative Purchasing Agreement with Arizona Truck Center, LLC, dba Vanguard Truck Center of Phoenix, for the purchase of one 10-wheel dump truck for an amount not to exceed \$221,717.02.

RECOMMENDED ACTION:

Approve the Cooperative Purchasing Agreement for the purchase of one 10-wheel dump truck from Vanguard Trucking Center of Phoenix for an amount not to exceed \$221,717.02.

SITUATION AND ANALYSIS:

The Town currently has three 10-wheel dump trucks; two of them are 30 years old, one of which requires extensive repairs. The Town's FY 2023 budget included the purchase of a new dump truck to replace the worst of the older dump trucks.

Fiscal Impact

Fiscal Impact?: 221717
If Yes, Budget Code: 02-78-5411
Available: 221,717.02
Funding Source:

Amount was budgeted in the FY 2022/2023 Budget and will be rolled into the FY 2023/2024 Budget.

Attachments

CPA

**COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF CHINO VALLEY
AND
ARIZONA TRUCK CENTER, LLC
D/B/A VANGUARD TRUCK CENTER OF PHOENIX**

THIS COOPERATIVE PURCHASING AGREEMENT (this “Agreement”) is entered into as of May 9, 2023, between the Town of Chino Valley, an Arizona municipal corporation (the “Town”), and Arizona Truck Center, LLC, a Delaware limited liability company d/b/a Vanguard Truck Center of Phoenix (the “Vendor”).

RECITALS

A. After a competitive procurement process, Sourcewell, a Minnesota governmental unit (“Sourcewell”), entered into Contract No. 060920-MAK, dated August 14, 2020 (the “Sourcewell Contract”), with the Vendor for the purchase of various Mack trucks through the Vendor’s participating independent authorized dealers, including a 2025 GR64FR Mack truck as more particularly set forth in Section 2 below (the “Vehicle”). A copy of the Sourcewell Contract is attached hereto as Exhibit A and incorporated herein by reference to the extent not inconsistent with this Agreement.

B. The Town is permitted to purchase the Vehicle under the Sourcewell Contract, at its discretion and with the agreement of the Vendor.

C. The Town and the Vendor desire to enter into this Agreement to (i) acknowledge their cooperative contractual relationship under the Sourcewell Contract and this Agreement, (ii) establish the terms and conditions by which the Vendor may provide the Town with the Vehicle, and (iii) set the maximum amount to be expended pursuant to this Agreement related to the Vehicle.

AGREEMENT

NOW, THEREFORE, in consideration of the foregoing introduction and recitals, which are incorporated herein by reference, the following mutual covenants and conditions, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Town and the Vendor hereby agree as follows:

1. Term of Agreement. This Agreement shall be effective as of the date first set forth above and shall remain in full force and effect until August 1, 2024, unless terminated as otherwise provided in this Agreement or the Sourcewell Contract.

2. Scope of Work. The Vendor shall provide the Vehicle to the Town under the terms and conditions of the Sourcewell Contract and in the configuration set forth in the Quote and attached hereto as Exhibit B and incorporated herein by reference.

3. Inspection; Acceptance. The Vehicle is subject to final inspection and acceptance by the Town. If the Vehicle fails to conform to the requirements of this Agreement or the Sourcwell Contract, it will be held at the Vendor's risk and may be returned to the Vendor. If so returned, all costs are the responsibility of the Vendor. Upon discovery of the non-conforming Vehicle, the Town may elect to do either of the following by written notice to the Vendor: (i) waive the non-conformance or (ii) bring the Vehicle into compliance and withhold the cost of same from any payments due to the Vendor.

4. Compensation. The Town shall pay the Vendor an amount not to exceed \$221,717.02 for the Vehicle at the unit rate set forth in the Sourcwell Contract and as more particularly set forth in the Quote.

5. Payments. The Town shall pay the Vendor upon delivery and acceptance of the Vehicle and upon submission and approval of the invoice. The invoice shall (i) contain a reference to this Agreement and the Sourcwell Contract and (ii) document the Vehicle delivered and accepted to date. Additionally, an invoice submitted without referencing this Agreement and the Sourcwell Contract will be subject to rejection and may be returned.

6. Records and Audit Rights. To ensure that the Vendor and its subcontractors are complying with the warranty under Section 7 below, the Vendor's and its subcontractors' books, records, correspondence, accounting procedures and practices, and any other supporting evidence relating to this Agreement, including the papers of any of the Vendor's and its subcontractors' employees who perform any work or services pursuant to this Agreement (all of the foregoing hereinafter referred to as "Records"), shall be open to inspection and subject to audit and/or reproduction during normal working hours by the Town, to the extent necessary to adequately permit evaluation of the Vendor's and its subcontractors' compliance with the Arizona employer sanctions laws referenced in Section 7 below. To the extent necessary for the Town to audit Records as set forth in this Section, the Vendor and its subcontractors hereby waive any rights to keep such Records confidential. For the purpose of evaluating or verifying such actual or claimed costs or units expended, the Town shall have access to said Records, even if located at its subcontractors' facilities, from the effective date of this Agreement for the duration of the work and until three years after the date of final payment by the Town to the Vendor pursuant to this Agreement. The Vendor and its subcontractors shall provide the Town with adequate and appropriate workspace so that the Town can conduct audits in compliance with the provisions of this Section. The Town shall give the Vendor or its subcontractors reasonable advance notice of intended audits. The Vendor shall require its subcontractors to comply with the provisions of this Section by insertion of the requirements hereof in any subcontract pursuant to this Agreement.

7. E-verify Requirements. To the extent applicable under ARIZ. REV. STAT. § 41-4401, the Vendor and its subcontractors warrant compliance with all federal immigration laws and regulations that relate to their employees and their compliance with the E-verify requirements under ARIZ. REV. STAT. § 23-214(A). The Vendor's or its subcontractors' failure to comply with such warranty shall be deemed a material breach of this Agreement and may result in the termination of this Agreement by the Town.

8. Israel. To the extent ARIZ. REV. STAT. § 35-393 through § 35-393.03 apply, the parties hereby certify that they are not currently engaged in, and agree for the duration of this

Agreement to not engage in, a “boycott” of goods or services from Israel, as that term is defined in ARIZ. REV. STAT. § 35-393.

9. Conflict of Interest. This Agreement may be canceled by the Town pursuant to ARIZ. REV. STAT. § 38-511.

10. Applicable Law; Venue. This Agreement shall be governed by the laws of the State of Arizona, and a suit pertaining to this Agreement may be brought only in courts in Yavapai County, Arizona.

11. Agreement Subject to Appropriation. The Town is obligated only to pay its obligations set forth in this Agreement as may lawfully be made from funds appropriated and budgeted for that purpose during the Town’s then-current fiscal year. The Town’s obligations under this Agreement are current expenses subject to the “budget law” and the unfettered legislative discretion of the Town concerning budgeted purposes and appropriation of funds. Should the Town elect not to appropriate and budget funds to pay its Agreement obligations, this Agreement shall be deemed terminated at the end of the then-current fiscal year term for which such funds were appropriated and budgeted for such purpose, and the Town shall be relieved of any subsequent obligation under this Agreement. The parties agree that the Town has no obligation or duty of good faith to budget or appropriate the payment of the Town’s obligations set forth in this Agreement in any budget in any fiscal year other than the fiscal year in which this Agreement is executed and delivered. The Town shall be the sole judge and authority in determining the availability of funds for its obligations under this Agreement. The Town shall keep the Vendor informed as to the availability of funds for this Agreement. The obligation of the Town to make any payment pursuant to this Agreement is not a general obligation or indebtedness of the Town. The Vendor hereby waives any and all rights to bring any claim against the Town from or relating in any way to the Town’s termination of this Agreement pursuant to this Section.

12. Conflicting Terms. In the event of any inconsistency, conflict, or ambiguity among the terms of this Agreement, including any amendments, the Sourcewell Contract, the Quote, and the invoice, the documents shall govern in the order listed herein. Notwithstanding the foregoing, and in conformity with Section 2 above, unauthorized exceptions, conditions, limitations, or provisions in conflict with the terms of this Agreement or the Sourcewell Contract (collectively, the “Unauthorized Conditions”), other than the Town’s project-specific requirements, are expressly declared void and shall be of no force and effect. Acceptance by the Town of any invoice containing any such Unauthorized Conditions or failure to demand full compliance with the terms and conditions set forth in this Agreement or under the Sourcewell Contract shall not alter such terms and conditions or relieve the Vendor from, nor be construed or deemed a waiver of, its requirements and obligations in the performance of this Agreement.

13. Rights and Privileges. To the extent provided under the Sourcewell Contract, the Town shall be afforded all of the rights and privileges afforded to Sourcewell and shall be “Sourcewell” (as defined in the Sourcewell Contract) for the purposes of the portions of the Sourcewell Contract that are incorporated herein by reference.

14. Indemnification; Insurance. In addition to and in no way limiting the provisions set forth in Section 13 above, the Town shall be afforded all of the insurance coverage and

indemnifications afforded to Sourcewell to the extent provided under the Sourcewell Contract, and such insurance coverage and indemnifications shall inure and apply with equal effect to the Town under this Agreement including, but not limited to, the Vendor's obligation to provide the indemnification and insurance.

15. Notices and Requests. Any notice or other communication required or permitted to be given under this Agreement shall be in writing and shall be deemed to have been duly given if (i) delivered to the party at the address set forth below, (ii) deposited in the U.S. Mail, registered or certified, return receipt requested, to the address set forth below, or (iii) given to a recognized and reputable overnight delivery service, to the address set forth below:

If to the Town: Town of Chino Valley
 202 North State Route 89
 Chino Valley, Arizona 86323
 Attn: Town Manager

With copy to: GUST ROSENFELD P.L.C.
 One East Washington Street, Suite 1600
 Phoenix, Arizona 85004-2553
 Attn: Andrew J. McGuire

If to the Vendor: Vanguard Truck Center of Phoenix
 2402 S. 19th Ave.
 Phoenix, Arizona 85009
 Attn: _____

or at such other address, and to the attention of such other person or officer, as any party may designate in writing by notice duly given pursuant to this subsection. Notices shall be deemed received (i) when delivered to the party, (ii) three business days after being placed in the U.S. Mail, properly addressed, with sufficient postage, or (iii) the following business day after being given to a recognized overnight delivery service, with the person giving the notice paying all required charges and instructing the delivery service to deliver on the following business day. If a copy of a notice is also given to a party's counsel or other recipient, the provisions above governing the date on which a notice is deemed to have been received by a party shall mean and refer to the date on which the party, and not its counsel or other recipient to which a copy of the notice may be sent, is deemed to have received the notice.

[SIGNATURES ON FOLLOWING PAGES]

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date and year first set forth above.

“Town”

TOWN OF CHINO VALLEY,
an Arizona municipal corporation

Jack W. Miller, Mayor

ATTEST:

Erin N. Deskins, Town Clerk

APPROVED AS TO FORM:

Andrew J. McGuire, Town Attorney
Gust Rosenfeld, PLC

“Vendor”

ARIZONA TRUCK CENTER, LLC,
a Delaware limited liability company d/b/a
VANGUARD TRUCK CENTER OF
PHOENIX

By:_____

Name:_____

Title:_____

EXHIBIT A
TO
COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF CHINO VALLEY
AND
ARIZONA TRUCK CENTER, LLC
D/B/A VANGUARD TRUCK CENTER OF PHOENIX

[Sourcewell Contract]

See following pages.

060920-MAK

**Solicitation Number: RFP #060920****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Mack Trucks, Inc., 7825 National Service Road, Greensboro, NC 27409 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada.

Vendor desires to contract with Sourcewell to make available for purchase through its participating independent authorized dealers equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires August 1, 2024, unless it is cancelled sooner pursuant to Article 24. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. **SURVIVAL OF TERMS.** Articles 11 through 16 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Vendor will make available for purchase through its participating independent authorized dealers the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

060920-MAK

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Vendor's warranty for the Equipment, Products, and Services furnished will be as stated in the written warranty document provided to a Participating Entity at the time of purchase. Vendor's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution, Vendor will make available to Sourcewell a means to validate or authenticate Vendor's authorized dealers, distributors, and/or resellers relative to the Equipment, Products, and Services related to this Contract. This list may be updated from time-to-time and is incorporated into this Contract by reference. It is the Vendor's responsibility to ensure Sourcewell receives the most current version of this list.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced as stated in Vendor's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

060920-MAK

Sourcewell may declare the Vendor in breach of this Contract if the Vendor intentionally delivers substandard or inferior Equipment or Products. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

B. SALES TAX. Each Participating Entity is responsible for supplying the Vendor and/or Vendor's participating independent dealer with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Contract Administrator. This form is available from the assigned Sourcewell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Request Form will become an amendment to this Contract and be incorporated by reference.

060920-MAK

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. **PARTICIPATION.** Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Vendor understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Vendor is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential members to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. **PUBLIC FACILITIES.** Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. **ORDERS AND PAYMENT.** To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Vendor and/or Vendor's participating independent authorized dealer that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Vendor. Typically, a Participating Entity will issue an order directly to Vendor and/or Vendor's participating independent authorized dealer. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration of this Contract; however, Vendor performance, Participating Entity payment, and any applicable warranty periods or other Vendor or Participating Entity obligations may extend beyond the term of this Contract.

Vendor's acceptable forms of payment are included in Attachment A. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

060920-MAK

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order may be negotiated between a Participating Entity and Vendor and/or Vendor's participating independent authorized dealer, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be worked out directly between the Participating Entity and the Vendor and/or Vendor's participating independent authorized dealer. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **PERFORMANCE BOND.** If requested by a Participating Entity, Vendor's participating independent authorized dealer will provide a performance bond that meets the requirements set forth in the Participating Entity's order.

D. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Participating Entity and the Vendor and/or Vendor's participating independent authorized dealer may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

E. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Participating Entity.

F. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Vendor will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;

060920-MAK

- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Vendor must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcwell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State/Province;
- Customer Zip Code;
- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Vendor.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Vendor will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Vendor may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Vendor will submit a check payable to Sourcwell for the administrative fee amount stated in the Proposal multiplied by the total number of trucks purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Sourcwell-assigned contract number in the memo and must be mailed to the address above "Attn:

060920-MAK

Accounts Receivable.” Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Vendor agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Vendor is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Vendor in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract’s expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Vendor’s Authorized Representative is the person named in the Vendor’s Proposal. If Vendor’s Authorized Representative changes at any time during this Contract, Vendor must promptly notify Sourcewell in writing.

10. ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. ASSIGNMENT. Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

B. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.

C. WAIVER. If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.

D. CONTRACT COMPLETE. This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.

E. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

060920-MAK

11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications.

12. AUDITS

Sourcewell reserves the right to review the books, records, documents, and accounting procedures and practices of the Vendor relevant to this Contract for a minimum of 6 years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

13. GOVERNMENT DATA PRACTICES

Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

If the Vendor receives a request to release the data referred to in this article, the Vendor must immediately notify Sourcewell and Sourcewell will assist with how the Vendor should respond to the request.

14. INDEMNIFICATION

As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Vendor in violation of applicable patent or copyright laws.

15. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
 - a. Sourcewell grants to Vendor a royalty-free, worldwide, non-exclusive right and license to use the Trademark(s) provided to Vendor by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Vendor.

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b. Vendor grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Vendor's Trademarks in advertising and promotional materials for the purpose of marketing Vendor's relationship with Sourcewell.

2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to its and their respective distributors, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. Sourcewell must not alter Vendor's Trademarks from the form provided by Vendor and must comply with Vendor's removal requests as to specific uses of its trademarks or logos.

b. Vendor must not alter Sourcewell's Trademarks from the form provided by Sourcewell and must comply with Sourcewell's removal requests as to specific uses of its trademarks or logos.

c. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's Trademarks only in good faith and in a dignified manner consistent with such party's use of the Trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of vendors which may be used until the next printing). Vendor must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Vendor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Materials should be sent to the Sourcewell Contract Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Vendor must not claim that Sourcewell endorses its Equipment, Products, or Services.

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16. GOVERNING LAW, JURISDICTION, AND VENUE

Minnesota law governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

17. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

18. SEVERABILITY

If any provision of this Contract is found to be illegal, unenforceable, or void then both Sourcewell and Vendor will be relieved of all obligations arising under such provisions. If the remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

19. PERFORMANCE, DEFAULT, AND REMEDIES

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have 60 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated

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or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

20. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Vendor will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

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Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance.* During the term of this Contract, Vendor will maintain umbrella coverage over Workers' Compensation, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability.* During the term of this Contract, Vendor will maintain coverage for all claims the Vendor may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Vendor's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. All policies must include there will be no cancellation, suspension, non-renewal, or reduction of coverage without 30 days' prior written notice to the Vendor.

Upon request, Vendor must provide to Sourcewell copies of applicable policies and endorsements, within 10 days of a request. Failure to request certificates of insurance by

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Sourcwell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Vendor agrees to list Sourcwell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Vendor waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcwell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Vendor or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Vendor or its subcontractors. Where permitted by law, Vendor must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies).

F. **SELF-INSURED RETENTIONS.** Any self-insured retention in excess of \$10,000 is subject to Sourcwell's approval.

21. COMPLIANCE

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Vendor must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcwell and Participating Entities.

22. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Vendor certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcwell related to bankruptcy actions. If at any time during this Contract Vendor declares bankruptcy, Vendor must immediately notify Sourcwell in writing.

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Vendor certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Vendor further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

23. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may also require additional requirements based on specific funding specifications. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Vendor’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to

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the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal

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awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Vendor certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Vendor must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Vendor further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Vendor must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Vendor must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

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K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Vendor agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Vendor that are directly pertinent to Vendor's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Vendor's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

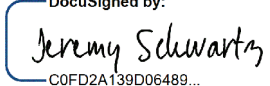
24. CANCELLATION

Sourcewell or Vendor may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Vendor's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

*** Signature Page Follows ***

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Sourcewell

DocuSigned by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Director of Operations &
Procurement/CPO
8/14/2020 | 11:29 AM CDT
Date: _____

Approved:

DocuSigned by:

7E42B8F817A64CC...

By: _____
Chad Coauette
Title: Executive Director/CEO
8/14/2020 | 11:32 AM CDT
Date: _____

Mack Trucks, Inc.

DocuSigned by:

6DB295A6AB04410...

By: _____
Jonathan Randall
Title: VP Sales & Marketing
8/14/2020 | 11:08 AM CDT
Date: _____

RFP 060920 - Class 4-8 Chassis with Related Equipment, Accessories, and Services

Vendor Details

Company Name: Mack Trucks

Does your company conduct business under any other name? If yes, please state: No

Address: 7825 National Service Rd.
Greensboro, North Carolina 27409

Contact: Scott Miller

Email: scott.miller@macktrucks.com

Phone: 336-662-7683

Fax: 336-291-9102

HST#: 52-1582040

Submission Details

Created On: Monday April 20, 2020 09:39:05

Submitted On: Tuesday June 09, 2020 07:58:55

Submitted By: Scott Miller

Email: scott.miller@macktrucks.com

Transaction #: dc05678d-77e6-4c6e-8755-b9a4476ba1ce

Submitter's IP Address: 168.149.137.3

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark "NA" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (and applicable d/b/a, if any):	Mack Trucks, Inc.	*
2	Proposer Address:	7825 National Service Road, Greensboro, NC 27409	*
3	Proposer website address:	www.macktrucks.com	*
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Jonathan Randall, VP Sales & Marketing. 7825 National Service Road, Greensboro, NC 27409 jonathan.randall@macktrucks.com	*
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Scott Miller - Manager, Sales Development. 7825 National Service Road, Greensboro, NC 27409 scott.miller@macktrucks.com	*
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Darren Jones, Director Pricing, 7825 National Service Road, Greensboro, NC 27409 Darren.Jones@macktrucks.com Edward Schnake, Manager, Pricing. 7825 National Service Road, Greensboro, NC 27409 edward.schnake@macktrucks.com	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	
7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	Dedicated to durability, reliability and meeting the needs of customers, Mack Trucks has provided purpose-built transportation solutions since 1900. Today, Mack Trucks is one of North America's largest producers of heavy-duty trucks, and Mack® trucks are sold and serviced through an extensive distribution network in more than 45 countries. Mack trucks, diesel engines and transmissions sold in North America are assembled in the United States. Mack Trucks is part of the Volvo Group, which is driving prosperity through transport solutions by offering trucks, buses, construction equipment, power solutions for marine and industrial applications, financing and services that increase customer uptime and productivity. Founded in 1927, the Volvo Group is committed to shaping the future landscape of sustainable transport and infrastructure solutions. The Volvo Group is headquartered in Gothenburg, Sweden, employs 104,000 people and serves customers in more than 190 markets. In 2019, net sales amounted to about \$45.7 billion.	*
8	What are your company's expectations in the event of an award?	Mack Trucks expects to gain market share within the segments that Sourcewell has customers. Mack Trucks has traditionally tracked a defined "municipal" market share and has placed much focus on these municipal products and customers. For example, the company services Class 8 truck chassis in a segment called CST>10L for which Mack Trucks reports a current 14.7% market share. While 14.7% is respectable, Mack Trucks strives to be Number 1 in market share and customer satisfaction within this important segment. In addition to the Class 8 chassis, Mack Trucks now offers expanded products for these same educational, government agency, and non-profit customers with its newest offerings in Class 6 and Class 7 chassis. The company expectations in all segments of its business is always to meet customer demands and grow market share, but in this CST>10L segment specifically Mack Trucks expects to increase its lines of business for the different types of Sourcewell customers.	*

9	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	Mack Trucks is a wholly owned subsidiary of Volvo AB, a global entity employing 104,000 people and serving customers in more than 190 markets, with net sales of about \$45.7 billion for 2019. Volvo AB is a Swedish-based public company. As a subsidiary, Mack Trucks itself does not produce independent audited financial statements or have SEC filings. However, Mack Trucks hereby provides the current rating Volvo AB has with several different rating agencies, for example the A ratings with both Moody's and Standard and Poor's. Mack Trucks also provides the 2019 Annual Report for Volvo AB, which includes various reports specifically addressing the Mack Trucks subsidiary and Mack product lines.	*
10	What is your US market share for the solutions that you are proposing?	Mack Trucks' "municipal" market share for class 8 trucks in the US is 14.7%.	*
11	What is your Canadian market share for the solutions that you are proposing?	Mack Trucks' "municipal" market share for class 8 trucks in Canada is 7.2%. Due to Canadian privacy laws, it remains difficult to verify the Canadian market share, although Mack Trucks believes actual market share figures to be greater than reported.	*
12	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	As of the date of this submission, Mack Trucks has never petitioned for bankruptcy protection.	*
13	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Mack Trucks is a manufacturer of class 6-8 trucks. Every Mack® truck built for the North American market is assembled at its Mack Lehigh Valley Operations facility in Macungie, PA. Engines and transmissions for the North American market are built at its powertrain facility in Hagerstown, MD. Mack Trucks has approximately 125 corporate employees in the field in various sales, parts, and service roles. These employees are located at home offices all over the US and Canada, calling on dealers and end customers (including Sourcewell members) to promote the sale of trucks and parts, and to assist customers with any service uptime issues. The corporate employees also interface with the Mack dealer network on a daily basis. Mack Trucks has hundreds of support personnel on its corporate campus in Greensboro, NC assisting its field teams, dealers, and end customers. Mack Trucks has a dedicated UpTime Center staffed with over 600 people operating a live person call center functioning 24/7 for 365 days a year. The UpTime Center further supports its customer base by speaking in 8 different languages. Mack Trucks sells and services its products through a network of independent authorized dealers. As of January 1, 2020, Mack Trucks had 124 dealer-owners with 432 rooftop locations servicing the US and Canada. Mack Trucks has issued comprehensive policies and procedures to its dealers to help ensure end customers are supported in a consistent, comprehensive manner, in line with the expectations of the Mack brand, regardless of where Mack end customers may be located.	*
14	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Although Mack Trucks is not aware of any licenses or certifications needed to either produce or sell chassis specifically to Sourcewell customers, Mack Trucks does maintain required trade licenses to conduct business in all 50 states of the US and in the provinces of Canada.	*
15	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	Mack Trucks certifies that to the best of its knowledge and belief it has not been listed by any federal or state authority as debarred or suspended during the past ten years.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
16	Describe any relevant industry awards or recognition that your company has received in the past five years	2020 - Mack Trucks' John Walsh, Mack Trucks vice president of marketing, was named to Constellation Research's 2020 AX50, an elite list of leaders from companies focused on innovation and transforming customer experiences. Mack Trucks and Walsh were recognized for the truck manufacturer's work in customer experience and digital marketing. 2018 – Mack Trucks' design team was recognized by the Industrial Designers Society of America with a Silver International Design Excellence Award (IDEA) in recognition of their work on the Mack Anthem model. 2016 – Mack Trucks and its Mack Trucks Academy won a Brandon Hall Group gold award in the Best Learning Program Supporting a Change Transformation Business Strategy category for its Certified Uptime Centers training program. The Brandon Hall Group awards recognize how learning programs are developed and applied in support of major organizational changes. 2016 – Mack Trucks' "The Horn" video won four bronze Telly Awards, which honor the finest video and film productions and online commercials, video and films. 2016 - Superior Carriers, a division of Superior Bulk Logistics, awarded Mack Trucks its President's Supplier Excellence Award, the only external award given by the company on an annual basis. 2015 – Mack Trucks' website was honored as a Gold Winner in the business-to-business category of the 13th annual Horizon Interactive Awards, which recognize excellence in interactive media production. 2015 – Mack Trucks was named the 2015 Commercial Vehicle Maker of the Year by TU-Automotive, a leading organization focused on the connected vehicle technology segment. Mack Trucks received the award for Mack GuardDog Connect, its integrated telematics solution, and Mack Fleet Management Services.	*
17	What percentage of your sales are to the governmental sector in the past three years	10.6% of its sales were to the governmental sector in the last three years.	*
18	What percentage of your sales are to the education sector in the past three years	Less than 1% of its sales were to the education sector over the last three years.	*
19	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Many Mack dealers work directly with local state cooperative purchasing contracts, but Mack Trucks does not hold any contracts corporately. Some examples would be: Florida Sheriff's Association, North Carolina Sheriff's Association, Alabama County Commission Association, Pennsylvania Co-Stars, Texas Buy Board. Mack Trucks does not track the sales by cooperative, as these sales are handled and tracked through its independent authorized MACK dealers throughout the US and Canada.	*
20	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Mack Defense, a wholly owned subsidiary of Mack Trucks, Inc. and the Volvo Group has a GSA contract. Cage code: 6B8L4. (flyer attached in documents) Sales volumes on the GSA contract are as follows: 2017 125 units totaling \$14.3M 2018 47 units totaling \$5.4M 2019 140 units totaling \$19.6M	*

Table 4: References/Testimonials

Line Item 21. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
State of Utah DOT	Troy Starley	801-965-4470	*
City of Detroit	Bill Webster	313-628-1148	*
Missouri DOT	Roy Hogsett	660-385-8274	*

Table 5: Top Five Government or Education Customers

Line Item 22. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Agencies in NY	Government	New York - NY	We mainly sell cabover refuse trucks that are also used to plow snow. They also use our chassis for wreckers, dump trucks, and others.	635 trucks	\$184,116,980	*
Agencies in PA	Government	Pennsylvania - PA	Chassis for snow plows	363 trucks	\$36,772,989	*
Agencies in TN	Government	Tennessee - TN	Chassis for snow plows and dump trucks	203 trucks	\$21,390,110	*
Agencies in AL	Government	Alabama - AL	Chassis for dump trucks and tractors to haul dump trailers.	184 trucks	\$21,650,912	*
Agencies in UT	Government	Utah - UT	Chassis for snow plows	152 trucks	\$14,828,208	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
23	Sales force.	Mack Trucks currently has 31 corporate sales reps in the field, working from home offices and covering territories calling on Mack dealers and customers. Together with the 893 dealer sales reps, the corporate field team will visit customers to work on selling Mack trucks.	*
24	Dealer network or other distribution methods.	Mack Trucks has 432 Full Line dealers for the US / Canada. Of those dealers 132 are Certified Uptime Dealers which means they have dedicated bays to get trucks in and out of the shop quickly. Customers can expect a diagnosis within two hours of arriving at a Certified Uptime Center and if the repair fits the criteria the truck is pulled into an Uptime bay where the repair is done in four hours or less.	*
25	Service force.	Mack Trucks currently has 77 corporate service reps in the field, working from home offices and covering territories calling on Mack dealers and customers in the US and Canada. These service reps work directly with Mack dealers and customers to address repairing and/or servicing Mack trucks. They also become involved with customers to support warranty, Up-time solutions, Over-the-air programming, etc.	*
26	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Mack Trucks has a 24 hour / 365 day Mack One Call Uptime Center. All operations are in Greensboro, NC and fully staffed 24/7 with trained professionals to assist with any type of issues. All operations are in one facility, housing Parts and Reliability engineers who can speak face to face to ensure a quick response to an issue. Mack Trucks also has complete lists of outside towing /repair facilities to support customer needs.	*
27	Identify your ability and willingness to provide your products and services to Sourcwell participating entities in the United States.	In the United States Mack Trucks has a total of 342 rooftop locations. This includes 279 Full-line dealers (truck sales, parts, and service) and the rest are parts and service locations. Mack dealers desire a program to sell trucks under the Sourcwell banner and make the purchasing process easier for their customers who are also Sourcwell members. Mack Trucks views a successful Sourcwell bid as a holistic WIN for all parties involved - Mack Corporate, Mack Dealers, and Sourcwell Members.	*
28	Identify your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	In Canada Mack Trucks has a total of 90 rooftop locations. This includes 34 Full-line dealers (truck sales, parts, and service) and the rest are parts and service locations. Mack dealers desire a program to sell trucks under the Sourcwell banner and make the purchasing process easier for their customers who are also Sourcwell members. Mack Trucks views a successful Sourcwell bid as a holistic WIN for all parties involved - Mack Corporate, Mack Dealers, and Sourcwell Members.	*
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	There are no geographic restrictions unless the local Mack dealer decides independently not to participate in the program.	*
30	Identify any Sourcwell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	There are no limitations to Mack dealers selling and servicing Mack products to any of the Sourcwell entity participating sectors. Mack Trucks has no exclusive agreements with any other cooperative purchasing contracts that will limit its ability to promote Sourcwell.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Mack Trucks has dealers in Hawaii, Alaska, and US Territories who will be able to sell to and service Sourcwell customers. There are no restrictions unless the local Mack dealer independently decides not to participate in the program.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	The strategy will be to educate and engage the Mack dealer network to properly be aware of these bid opportunities. Mack Trucks will place ads where appropriate to communicate that the Mack brand is now a part of the Sourcewell network. Mack Trucks' plan is to identify Mack Sourcewell dealers and include the notation in the Mack dealer locator. This will allow customers to search for and discover Mack Sourcewell dealers closest to them via the Mack dealer locator.	*
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Mack Trucks remains highly focused on delivering the digital experience across all of its marketing channels. The primary objective in Mack Trucks Marketing is to drive awareness, interest, and consideration of Mack products and services. Mack Trucks uses social media, video, trade shows, programmatic digital materials, and other technological methods for marketing its messages. Marketing supports potential and existing customers that are actively shopping for Classes 6-8 products, to provide news, product and service improvements, and new offerings of Mack Trucks, and promotes connections between potential and existing customers with Mack Trucks dealers based on an interested party's location for customer convenience. Web forms, landing pages, multi-channel marketing campaigns, offline print, and trade show experiences encourage potential customers to self-identify and promote personalized and segmented customer profiles. These efforts allow Mack Trucks to better understand a customer's needs and applications. Complete profiles enable Mack Trucks to provide segmented content to customers, which can be further enhanced based on specific product inquiries and online website behavior tailored to a customer's interests. Customer information may be provided to independent authorized Mack dealers to foster relationships with potential customers about Mack products and services. Existing and potential customers can manage their technology and digital relationships with Mack Trucks in accordance with the Mack Privacy Policy, where Mack Trucks explains its use of cookies and other aspects of managing digital technologies. Mack Trucks allows customers to manage their preferences regarding access to and communications with Mack Trucks concerning its products and services.	*
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	If Mack Trucks is awarded a Sourcewell contract, then Mack Trucks anticipates Sourcewell's role to be directing its Members to the Mack brand as an option for class 6-8 truck chassis. Further, Mack Trucks would appreciate being informed of the customer inquiry so that the company could inform its local Mack dealer. This lead will offer the Mack dealer an opportunity to initiate a conversation with said customer and hopefully provide them a solution to fit their needs.	*
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Due to highly customizable nature of a Mack chassis, and the need for a Mack dealer to explain options to best suit a particular customers needs and equipment application, Mack Trucks does not currently offer an e-procurement ordering platform directly to the end customer. Mack Trucks does provide several on-line tools, for example its "truck builder" tool, where end customers can go to the MackTrucks.com website and "build a truck" to their general specifications. This tool will then send those general specifications to the closest Mack dealer who can in turn validate the specifications and quote that customer on those specs using the Mack Sales System (MSS) tool, and thereafter confirm and submit an order for product. However, for the protection of the customer, to ensure the customer is getting the proper product for its specific application and duty cycle, Mack Trucks does not offer the customer a mechanism to complete the transaction itself through an on-line e-procurement ordering process.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	
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36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Mack Trucks offers a variety of training for its customers. Mack Trucks provides on-line training and will often send trainers to customer's locations and provide service technician training, driver training, and municipal training. All of these are tailored to fit customer needs. For example, in terms of driver training it is more on the functionality of the truck. The trainer gets a copy of the truck spec from the District Manager and then does some "classroom" work of going over the dash, seat, shifter, transmission features, engine, etc. The trainer addresses safety features, steering wheel, etc. Time permitting and depending on class size, after the classroom time, drivers will get a chance to get hands on with the truck as long as there is a truck available. With existing Mack brand customers, the trainer will be able to use Mack Analytics to view past fuel efficiency and talk about creating better habits to improve on that in the future. Often the training will occur as "train the trainer", and depending on the size of the fleet may also directly involve the drivers themselves. The pricing for the driver training is: Cost \$1650 per day (includes the instructor on-site, instructor's food and transportation). Training Agenda Day 1 Travel up Day 2 Driver Training Day 3 Travel back And this is for a 10 driver/driver trainer Max. Municipal training focuses on Service Technician training that is customized for their application or their truck spec. All of the examples the trainer uses in class would be for their specific application or truck spec (so minimal difference between the two). As for cost, it varies greatly. On average, \$325.00 per Service Technician per day.	*
37	Describe any technological advances that your proposed products or services offer.	Mack Trucks is preparing to offer fully electric vehicles, specifically in the refuse application, where many counties and municipalities have their own refuse fleets. Mack Trucks also offers natural gas options on some of its truck models which create cleaner near zero emissions, etc. Mack Trucks is also on the leading edge of telematics and provides over the air programming for many of the electronic and/or software driven items on trucks today. This will save customers, Sourcewell members, a tremendous amount of time by not having to bring the trucks to a local dealer for software upgrades or programming changes. Mack Trucks has the ability now to do these "over the air" updates in about 20 minutes, wherever the truck is parked provided they are in an area with a good cellular signal.	*
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	Environmental responsibility and green initiatives are important to Mack Trucks. Our Lehigh Valley Operations assembly facility, where all Mack trucks for the North American and export markets are assembled, and our powertrain production facility in Hagerstown, MD are both platinum-certified through the U.S. Department of Energy's Superior Energy Performance program. Both facilities are also participants in the U.S. Department of Energy's Better Buildings, Better Plants challenge to reduce energy intensity. Mack Trucks has also taken steps toward improving the environmental performance of its products by introducing technologies to improve fuel efficiency and reduce carbon dioxide emissions. The Mack MP8HE engine utilizes Mack Energy Recovery Technology, which captures waste energy from the engine's exhaust and converts it to mechanical energy that is delivered back to the engine crankshaft as additional torque. Mack Anthem models spec'd with the Mack HE+ efficiency package, which includes the Mack MP8HE, Mack mDRIVE AMT and additional aero features, plus available extended chassis fairings, can see up to 10 percent improved fuel efficiency, while also achieving the U.S. Environmental Protection Agency's SmartWay designation. Mack Trucks is also a leader in researching and developing alternatives to traditional diesel-powered transportation solutions. The Mack LR Electric is a fully electric version of the Mack LR refuse model featuring an integrated Mack electric powertrain. The LR Electric was unveiled in 2019 and will be demonstrated in real-world applications in 2020 with the New York City Department of Sanitation and Republic Services.	*
39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Mack Trucks' Lehigh Valley Operations and Hagerstown powertrain facilities are part of the U.S. Department of Energy's Better Buildings, Better Plants challenge, with an initial goal to reduce energy intensity by 25 percent in 10 years. Having met this goal five years ahead of schedule, both plants re-pledged to another Better Buildings, Better Plants challenge to reduce energy intensity by another 25 percent over 10 years. Both facilities have also been certified platinum by the U.S. Department of Energy's Superior Energy Performance program, which recognizes achievement in certification to the ISO 50001 and SEP 50001 standards, as well as demonstrated the use of best practices through the SEP 50001 Scorecard. In fact, Mack Trucks' Lehigh Valley Operations was the first U.S. manufacturing facility to become platinum-certified in the Mature Energy Pathway category. Mack Trucks manufacturing locations are also certified to the internationally recognized ISO 9001 standard for quality, ISO 14001 standard for environmental management systems and OHSAS 18001 (LVO only) standard for health and safety management systems.	*

40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	Although Volvo Group North America, LLC does not qualify for accreditations as a small or diverse business, we support MBWE and small business initiatives with both a "Supplier Diversity" program and a "Small Business Office." Internally, Volvo Group sets goals and objectives for both programs and tracks spend results, which are issued quarterly. Volvo Group also sets commercial subcontracting goals with the federal government for our Small Business Office and issues annual reports for approval. We hold memberships in three councils, NMSDC, WBENC and NVBDC, and are a corporate sponsor of CVMSSDC. This helps us to actively pursue business relationships with their certified members. Volvo Group attends numerous trade shows and outreach events throughout the year that highlight diverse and/or small businesses to pursue such business relationships. Volvo Group's current percentage of total expenditures spent with diverse businesses is approx. 12% (including 10.6% classified as small businesses). For further details on Volvo Group's initiatives in this area please contact: Barbara N. Tischler Volvo Group Purchasing, Business Improvement Leader T: +1.336.662.4622 Email: barbara.tischler@volvo.com	*
41	What unique attributes does your company, your products, or your services offer to Sourcwell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcwell participating entities?	Mack trucks come standard with 24/7/365 no fee support with Mack OneCall. OneCall roadside assistance service features 24-hour roadside support. OneCall operators can help customers immediately identify the problem and locate the parts from one of Mack Trucks' six electronically-linked parts distribution centers in North America. With next-flight-out services, Mack Trucks can automatically ship the parts customers need for overnight delivery even outside of normal working hours, including Sundays and holidays. Mack OneCall agents are directly connected with Mack authorized dealers and parts and service locations as well as over 5,000 qualified service facilities in North America, so customers will be connected with immediate assistance wherever they may be. OneCall technicians are prepared to provide warranty expertise no matter the location of the customer. GuardDog Connect is an extension to Mack's World Class support. All Mack powered trucks come standard with connectivity and remote monitoring of the Mack engine, transmission and aftertreatment systems. If an issue is detected on the truck, that information is sent in real-time back to Mack UpTime Center where the issue is diagnosed and categorized by severity. For issues that are detected that require attention, they are categorized according to severity, diagnosed down to the root cause and create a case with detailed repair instructions for Mack OneCall agents. These agents will contact customers with an explanation of the issue and support throughout the repair process.	*

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
42	Do your warranties cover all products, parts, and labor?	Warranty coverage is 100% for parts and labor subject to the qualifications, limitations, and exclusions as noted in our warranty certificates.	*
43	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	All warranties are standard warranty but Mack Trucks has the ability to Warranty trucks if necessary at locations other than a Mack dealer. Mack Trucks can authorize outside locations to complete a warranty and it is filed internally by our Uptime Center so no disruption to a customer.	*
44	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Depending on the particular situation Mack Trucks may consider covering travel times and mileage.	*
45	Are there any geographic regions of the United States (and Canada, if applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcwell participating entities in these regions be provided service for warranty repair?	Authorized Mack dealers reside in almost every area of the country, but in certain situations Mack Trucks may use outside repair or customers' locations to complete repairs. To complete major issues Mack Trucks will tow the vehicle to the closest Mack dealer or the one with time available for the repair.	*
46	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Mack Trucks can only warranty products that are produced by Mack Trucks or that are installed by vendors that Mack Trucks uses in production. The warranty policy for any items made by other manufacturers would be up to each individual manufacturer. The local Mack dealer may have agreements with certain manufacturers where they become an "authorized warranty center" for those manufacturers but that would be up to each Mack dealer and manufacturer.	*
47	What are your proposed exchange and return programs and policies?	Because this is a chassis contract, there is no exchange and/or return program. If referring to parts exchange and/or core return programs, each supplier that our dealers work with will have their own programs and policies that will differ by vendor.	*
48	Describe any service contract options for the items included in your proposal.	Mack Trucks offers published protection plans for the chassis for up to 5 years, 500,000 miles, and for Mack engines and emissions systems for up to 5 years, 750,000 miles. Mack Trucks also offers custom plans based on the customer and application. For example, a Sourcwell member who keeps their truck for a number of years but doesn't run a lot of miles, Mack Trucks can custom quote a solution. In addition to protection plans, Mack Trucks also offers Premium Maintenance plans, so if a Sourcwell member doesn't want to change their own oil, filters, etc. Mack Trucks can custom create a plan where the local Mack dealer can service the Sourcwell member for a fee.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
49	What are your payment terms (e.g., net 10, net 30)?	Sourcewell Member payment terms will typically be the earlier of either net 30 days from date of Sourcewell Member customer invoice or receipt of Mack goods by Sourcewell Member. Final Payment terms may be negotiated between the Sourcewell Member and Mack Trucks dealer.	*
50	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	Mack Financial Services provides a wide range of financing and lease options, including for government and municipalities. Our dealers also have other financing options at their disposal, including but not limited to NCL Government Capital, an approved Sourcewell lender.	*
51	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell participating entities' purchase orders.	Mack Trucks offers custom built Class 6-8 chassis using the Mack Sales System (MSS) tool to quote and order. Mack Dealers use the MSS tool to create a buildable specification that meets customer specific requirements. Sourcewell members will work with their local Mack Dealer to build and quote chassis that fit their specific needs. Each Dealer working with a Sourcewell member will process the Sourcewell members' purchase orders. Mack Trucks will publish an internal dealer sales agreement (Program) to its authorized dealers outlining the terms and conditions for selling to Sourcewell members under the contract. Mack Dealers will be required to opt-in to the Program in order to receive the Sourcewell discount. At time of quote, all Mack Dealers will be required to submit for the Sourcewell discount through Mack Trucks' internal quote and ordering system, Mack Sales System (MSS). All Sourcewell quotes will include a mandatory Sourcewell salescode that the dealer must add to qualify for applicable Sourcewell discount levels. Mack Pricing and Sales Administration will produce a list of qualifying chassis on a monthly basis to determine Sourcewell's applicable administrative fees to be remitted. To ensure compliance with the terms and conditions of the Program, Mack Dealers must consent to audits by Mack Trucks and/or Sourcewell of all Dealer records related to any and all Sourcewell sales and chassis ordered through the Program. Dealer agrees that any irregularities discovered during the course of an audit may result in the termination of Dealer's participation in the Program.	*
52	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	The P-card payment process is not typically used for commercial truck procurement. However, this would be mutually determined between the Sourcewell member and the Mack dealer.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
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53	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Mack Trucks offers custom built Class 6-8 chassis using the Mack Sales System (MSS) tool to quote and order. Mack Dealers use the MSS tool to create a buildable specification that meets customer specific requirements. Sourcewell Member pricing will be based on a discount from Total List Price, also shown as the Total Vehicle Price, in the Mack Sales System (MSS) Dealer Sales Calc. Total List Price includes Model List, Options, and Customer Adaptations. Sourcewell Member discounts from Total List Price will be broken out by model based on the attached schedule (See: Sourcewell Member Mack Pricing Matrix). Extended Warranties, and Maintenance Contracts are non-discountable items. Canadian Chassis are priced in USD and are subject to exchange rate at time of order or conversion to Sold status. Mack Trucks publishes a Foreign Exchange Letter semi-monthly. The letter provides dealers with the CAD-USD exchange rate that is applicable for Sold orders booked during the stated period. Mack Trucks reserves the right to make further concessions on a case by case basis. Attachments: "Sourcewell Member Mack Pricing Matrix.pdf" "Sourcewell Mack Proposal Example.pdf" "Sourcewell Mack Model List.pdf"	*
54	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Sourcewell Member pricing will be based on a discount from Total List Price, also shown as the Total Vehicle Price, in the Mack Sales System (MSS) Dealer Sales Calc. Total List Price includes Model List, Options, and Customer Adaptations. Sourcewell Member discounts from Total List Price will be broken out by model based on the attached schedule (See: Sourcewell Member Mack Pricing Matrix). Extended Warranties, and Maintenance Contracts are non-discountable items. Mack Trucks reserves the right to make further concessions on a case by case basis.	*
55	Describe any quantity or volume discounts or rebate programs that you offer.	The pricing provided in the proposal reflects total potential volume under the Sourcewell contract. Mack Trucks reserves the right to make further concessions on a case by case basis.	*
56	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Sourced Goods or Services are supplied at Dealer Cost plus 5% to Sourcewell Members. Mack dealers can solicit offers from sub-contractors for Sourced Goods and Services needed to meet the specific Sourcewell member's need. Sourced Goods and Services include, but are not limited to: specialized bodies (e.g., dumps, mixers, cranes, refuse, pump, utility, etc.), locally added equipment (e.g., pintle hook, auxiliary axles, fairings, logistics devices, etc.), extended warranty packages, and training.	*
57	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Federal, State, and local taxes, fees, title, tag, permits, or other miscellaneous requirements are not included. The body company or dealer who takes delivery of the chassis may impose an un-decking fee. If required, these handling charges should be disclosed in the quote. Surcharges may apply depending on market conditions. Mack Trucks will give 90 day written notice issued to Sourcewell prior to the effective date and no orders made prior to the effective date will receive the surcharge.	*

58	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	An equalized freight charge of \$2,100 is included in every invoice and this covers the cost of freight from Lehigh Valley Operations to the first destination on the contiguous US or Canada. This \$2100 freight charge is included in the Sourcewell Member Discount from Total List. If additional moves are needed on a vessel to the final destination, equalized freight will cover to the port and it is the responsibility of the dealer to cover the booking of the vessel, cost, and required paperwork along with transportation at the receiving port. In addition to equalized freight, each chassis is permitted one move to an approved modification center prior to the final destination; currently approved modification centers are Customer Adaptation Center at LVO or TransEdge Truck Center in Allentown, PA and this roundtrip move is an additional \$150 to equalized freight. An exception is CNG tractors are permitted a move to TransEdge in Schuylkill Haven, PA for a round trip shuttle fee of \$1,450 to have CNG tanks installed. Any additional freight fees incurred above the \$2100 equalized freight charge can be charged to the Sourcewell Member at Dealer Cost plus 5%.	*
59	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	All Customs documentation is provided for chassis delivering to Canada. Equalized freight will cover deliveries to the contiguous US and Canada and does not include Alaska, Hawaii, and Puerto Rico. Equalized freight covers delivering these chassis to the port of choice with the dealer being responsible to cover the booking of the vessel, cost, and required paperwork along with transportation at the receiving port. Any additional Freight Fees incurred above the \$2100 equalized freight charge can be charged to the Sourcewell Member at Dealer Cost plus 5%.	*
60	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Each delivery destination has a contractual delivery timeframe from factory finish to the final destination depending on mileage from Macungie, PA. Drivers are only allowed to drive a maximum of 500 miles or 8 hours/day. The timeframes range from 2 – 14 business days and does not include holidays or weekends. A hoist needs to be available to the transport driver within 2 hours of arrival or a wrecker will be called at the dealer's expense for undecking.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
61	d. other than what the Proposer typically offers (please describe).	This pricing is exclusive to Sourcewell members.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
62	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	Mack Trucks will publish an internal dealer sales agreement (Program) to its authorized dealers outlining the terms and conditions for selling to Sourcewell members under the contract. At time of quote, all Mack Dealers will be required to submit for the Sourcewell discount through Mack Trucks' internal quote and ordering system, Mack Sales System (MSS). All Sourcewell quotes will include a mandatory Sourcewell salescode that the dealer must add to qualify for applicable Sourcewell discount levels. Mack Pricing and Sales Administration will produce a list of qualifying chassis on a monthly basis to determine Sourcewell's applicable administrative fees to be remitted. To ensure compliance with the terms and conditions of the Program, Mack Dealers must consent to audits by Mack Trucks and/or Sourcewell of all Dealer records related to any and all Sourcewell sales and chassis ordered through the Program. Dealer agrees that any irregularities discovered during the course of an audit may result in the termination of Dealer's participation in the Program.
63	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Mack Trucks proposes to pay Sourcewell a per unit fee of \$750.00 USD for every Mack chassis delivered through and adhering to the Sourcewell contract framework.

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *
64	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Mack Trucks will be offering 6 different truck models to Sourcewell members. The Mack Anthem (F. Axle Back) is our latest on highway truck model which comes in day cab, 48" or 70" sleeper configurations. The Mack Pinnacle (F. Axle Fwd) can be used for on or off highway applications and comes in day cab, 48", or 70" sleeper configurations. The Mack Granite HD (F. Axle Fwd & Back) is our off highway vocational truck which comes as a day cab or with a 36" sleeper option. The Granite HD is what we feel that most of the Sourcewell members will need for applications like dump trucks, snow plows, etc. We offer two cab over models: our LR is our low floor entry refuse truck mainly used in city neighborhoods where the streets are a little tighter and the operator is in and out of the truck many times a day. The TerraPro is our suburban refuse truck that can also be used for other things like concrete pumers and conveyor applications. Finally, we will offer our new class 6 and class 7 MD series of truck. This is only available in a day cab version but we do have a 3 person bench seat offering for those customers who need small dump trucks, etc. and need more than 2 people going to the job site.
65	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	All of the Mack Truck models come in different rear axle combinations with the exception of the MD series. The MD series is currently only offered in 4x2 rear axle configurations. As a subcategory goes and as you will see in our pricing, we will have subcategories based on axle configuration. A full list of available models can be found under Pricing Documents (See: "Sourcewell Mack Model List.pdf")

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below what Classes of equipment are offered in this proposal.

Line Item	Category or Type	Offered *	Comments	
66	Class 8 chassis	☒ Yes ☐ No	Mack Anthem, Pinnacle, Granite HD, LR and TerraPro chassis.	*
67	Class 7 chassis	☒ Yes ☐ No	Mack MD7 product.	*
68	Class 6 chassis	☒ Yes ☐ No	Mack MD6 product.	*
69	Class 5 chassis	☐ Yes ☒ No	NA	*
70	Class 4 chassis	☐ Yes ☒ No	NA	*

Table 15: Industry Specific Questions

Line Item	Question	Response *	
71	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	The first metric Mack Trucks will consider is market share. Mack Trucks will compare its market share for this market segment pre-award versus post-award. Secondly, as Mack Trucks anticipates new customers, Mack Trucks will track increases in the number of customers, in addition to the number of trucks sold.	*
72	Describe your company's offering in relation to alternative fuel sources, including electric or others.	Mack Trucks is preparing to offer fully electric vehicles, specifically in the refuse application, where many counties and municipalities have their own refuse fleets. Mack Trucks also offers natural gas options on some of its truck models which create cleaner near zero emissions, etc. The Volvo Group has recently announced its plans to engage in a 50/50 cooperative joint venture with Daimler Truck AG to develop and produce fuel cells for demanding applications.	*
73	Describe any manufacturing processes or materials utilized that contribute to chassis strength, cab strength, overall durability, driver safety that differentiate your offerings.	Mack Trucks uses a galvanized steel cab which is welded together for strength and e-coated for corrosion resistance. The Mack cab exceeds the requirements of SAE J2422 for collision and roll over safety. It also passes additional internal integrity standards for "A" pillar and "rear wall" strength providing the occupants with a very safe environment. The Granite cab is reinforced in certain places to handle the extreme rugged terrains and shock loading associated with many vocational applications. Reinforcements added to the Granite Cab include: Firewall plate, Engine tunnel reinforcement, A pillar reinforcement, RH and LH side under windshield, some local firewall nut plates, and additional welding on cowl. All of these not only help with safety but also durability. Our frame rail is splayed at the front to widen around the engine giving more room for serviceability but also is a safety feature in that in the event of a head on collision, the engine mounts will break away and the engine drops down to the ground rather than coming into the cab and injuring the occupants. Additional safety features are: Stair-like entry for safety getting in and out of the cab (bottom step mounted further outboard than top step); Full length external cab mounted grab handle and door mounted grab diagonal grab handle to assure 3 points of contact for entry and exit; Right side door peep widow for added visibility; High cab and sloped hood for superior job-site visibility. Mack Trucks has also recently introduced the option for Bendix Fusion collision avoidance systems with lane departure warnings and several other features on certain of its product offerings.	*
74	Describe any differentiating serviceability attributes (remote diagnostics, etc.) your proposal offers.	More and more issues can be solved through software updates. Mack Over the Air is the industry leading service that works hand in hand with GuardDog Connect. When a GuardDog Connect issue is detected that can be fixed through a software update, the Mack OneCall agent will give customers the option to do the software update without having to take the truck to a shop. The updates are fast and convenient and keep trucks on the job with less time in the shop.	*

Table 16: Exceptions to Terms, Conditions, or Specifications Form

Line Item 75. NOTICE: To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Financial Strength and Stability](#) - Volvo AB credit info for Sourcewell.zip - Tuesday June 09, 2020 07:39:02
 - [Marketing Plan/Samples](#) - Marketing examples.zip - Wednesday June 03, 2020 07:19:40
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Warranty Information](#) - Sourcewell Mack Warranty files.zip - Tuesday May 26, 2020 14:03:04
 - [Pricing](#) - Sourcewell Mack Pricing Information.zip - Monday June 08, 2020 10:14:46
 - [Additional Document](#) - MackDefenseGSAPage2020F.pdf - Thursday May 14, 2020 10:55:55

Proposer's Affidavit**PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE**

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcwell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcwell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcwell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcwell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
 - a. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 - b. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://www.sam.gov/portal/3>; or
 - c. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Jonathan Randall, Vice-President of Sales & Marketing, Mack Trucks

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_11_Class_4-8_Chassis_RFP060920 Wed June 3 2020 07:52 AM	☒	--
Addendum_10_Class_4-8_Chassis_RFP060920 Wed May 27 2020 03:40 PM	☒	--
Addendum_9_Class_4-8_Chassis_RFP060920 Tue May 26 2020 02:51 PM	☒	--
Addendum_8_Class_4-8_Chassis_RFP060920 Thu May 21 2020 01:21 PM	☒	--
Addendum_7_Class_4-8_Chassis_RFP060920 Mon May 18 2020 03:30 PM	☒	--
Addendum_6_Class_4-8_Chassis_RFP060920 Wed May 13 2020 04:40 PM	☒	2
Addendum_5_Class_4-8_Chassis_RFP060920 Tue May 12 2020 10:00 AM	☒	--
Addendum_4_Class_4-8_Chassis_RFP060920 Mon May 4 2020 01:24 PM	☒	--
Addendum_3_Class_4-8_Chassis_RFP060920 Wed April 29 2020 03:45 PM	☒	--
Addendum_2_Class_4-8_Chassis_RFP060920 Wed April 22 2020 01:14 PM	☒	--
Addendum_1_Class_4-8_Chassis_RFP060920 Fri April 17 2020 12:32 PM	☒	--

Mack Trucks 060920-MAK

Pricing for contract # 060920-MAK is provided from 17.58% to 39.36% off of list price to Sourcewell participating agencies.

EXHIBIT B
TO
COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF CHINO VALLEY
AND
ARIZONA TRUCK CENTER, LLC
D/B/A VANGUARD TRUCK CENTER OF PHOENIX

[Quote]

See following pages.



Vanguard Truck Centers
 2402 S. 19th Ave Phoenix, AZ 85009
 602.258.4500

New Vehicle Quotation Form

4/17/2023

(DATE)

Town of Chino Valley

(PURCHASER)

Matt Green

(Contact)

202 N State Route 89

(ADDRESS)

928.499.5146

(Telephone)

Chino Valley, 86323

(CITY, STATE, ZIP)

mgreen@chinoaz.net

(Email)

Base Sales Price	\$	148,234.32
Discount	\$	0.00
We Owe	\$	55,925.00
Warranty	\$	0.00
Misc.	\$	0.00
Trade Allowance	(\$	0.00)
Adjusted Sales Prices	\$	204,159.32
Federal Retail Excise Tax	\$	0.00
Sales Tax	\$	17,557.70
TAVT or VIT	\$	0.00
Out of State Sales Tax	\$	0.00
Emissions Surcharge	\$	0.00
License Fee: Type <u>0</u> Wt. <u>0</u>	\$	0.00
Outbound Freight	\$	0.00
Doc Fee	\$	0.00
Total Price pre Truck	\$	221,717.02
Total Del. Price for <u>1</u> Vehicles	\$	221,717.02

Make	Mack
Year & Model	2025 GR64FR
VIN #	0
Engine	MP7 395C 1550lbft
Transmission	Allison 4500 RDS 6 Speed
Fr. Axle	20,000 Mack FXL20
Rr. Axle	46,000 Mack S462R
Suspension	mRide 46 Parabolic 3-Leaf
Ratio	4.19
Wheelbase	232"
Color	White
Other	
Other	
Other	

Additional Comments:

Sourcewell Contract # 060920-MAK

Warranty Information

1 Warranty Description	\$	0.00
2	\$	0.00
3	\$	0.00
4	\$	0.00
5	\$	0.00
Total Warranty	\$	0.00

Thank you for allowing me to quote your trucking needs!



TECHNICAL SPECIFICATION

GRANITE 64FR

			WEIGHT (LB)	
APPLICATION PACKAGES		DESCRIPTION	FRONT	REAR
MPK07K	CHASSIS CONFIGURATION PACKAGE	ONEBOX EATS, LH BATTERY BOX, 6.6 GALLON (25L) SLEEVED DEF, 22" SLEEVED LH FUEL TANK	0	0

			WEIGHT (LB)	
CUSTOMER/VEHICLE INFO		DESCRIPTION	FRONT	REAR
S	002EF2	CHASSIS (BASE MODEL)	4,853	1,764
S	99X93X	ASSEMBLY PLANT	0	0
	MP2001	CUSTOMER FLEET SIZE	0	0
S	013001	TYPE OF SERVICE	0	0
S	M98018	WARRANTY REGISTRATION LOCATION	0	0
	MBT01T	EMISSION WARRANTY CERTIFICATION	0	0
S	5050B5	INITIAL REGISTRATION LOCATION	0	0
S	534014	LANGUAGE-PUBS/DECAL/SIGNS	0	0
S	DHX10X	ROAD CONDITION	0	0
	0050L5	VEHICLE USE & BODY/TRAILER TYPE	0	0
	2KEC1X	TRAILER TYPE	0	0
S	DKX99X	GROSS COMBINATION WEIGHT (CA in PC29 only)	0	0
S	7OBB1X	BRAKE REGULATION	0	0
	QCXB1X	TOPOGRAPHY	0	0
S	E1BD1X	AMBIENT TEMP UPPER LIMIT (GTA)	0	0
S	032A89	OPERATING TERRAIN GRADE CONDITIONS	0	0
S	033A10	LOADING SURFACE FACTOR	0	0
	0342A2	VEHICLE VOCATION	0	0

			WEIGHT (LB)	
ENGINE/TRANSMISSIONS		DESCRIPTION	FRONT	REAR
	1004O0	ENGINE PACKAGE, COMBUSTION	1,855	463
S	3GCB1X	GHG APPLICATION, VEHICLE	0	0
	136206	TRANSMISSION	732	245
S	V4EZ9X	GEARBOX 12TH GEAR LOCK-OUT	0	0

			WEIGHT (LB)	
EXHAUST/EMISSIONS		DESCRIPTION	FRONT	REAR
	CIRAA2	CARB 2008 IDLE REGULATION	0	0
S	DPF04F	DPF DIESEL PARTICULATE FILTER	0	0
S	MCF07F	CHASSIS MOUNTED EMISSIONS FINISH	0	0
S	DF1001	DIESEL EXHAUST FLUID TANK	89	31
	130AD7	EXHAUST	-35	-17
	KRXAPX	EXHAUST STACK HEIGHT	0	0



			WEIGHT (LB)	
EXHAUST/EMISSIONS		DESCRIPTION	FRONT	REAR
	Q0AC1X	EXHAUST SYSTEM MATERIAL FINISH		
		SINGLE, BRIGHT FINISH HEAT SHIELD, STACK	0	0
	78ADCX	EMISSION ON BOARD DIAG CONTROL		
		EMISSION OBD, DISPLAY ONLY, USA2023	0	0

			WEIGHT (LB)	
ENGINE EQUIPMENT		DESCRIPTION	FRONT	REAR
S	125045	AIR CLEANER		
		UNDER HOOD SINGLE ELEMENT DRY TYPE W/AIR INTAKE FROM BOTH SIDES OF HOOD	0	0
S	121AA5	BUG SCREEN		
		BLACK ALUMINUM BUG SCREEN MOUNTED BEHIND GRILLE, WITHOUT WINTER FRONT COVER	0	0
S	1130G3	AIR COMPRESSOR/DRYER		
		WABCO HEATED SS-HP AIR DRYER W/ WABCO 636 (37.4 CFM) AIR COMPRESSOR	0	0
S	KOXA1X	AIR DRYER POSITION (CA)		
		AIR DRYER POSITION STANDARD	0	0
	132AB6	ALTERNATOR		
		DELCO 12V 165A (36SI) BRUSHLESS	27	0
S	316AA6	BATTERIES		
		(3) MACK 12V 650/1950 CCA THREADED STUD TYPE	0	0
S	393AA2	BATTERY BOX - MOUNTING (x)		
		LH RAIL UNDER CAB FORWARD OF FUEL TANK (3 BATTERY MAX)	-8	-4
S	L5XA1X	BATTERY BOX COVER		
		MOLDED PLASTIC	0	0
	318AA3	BATTERY DISCONNECT SWITCH		
		FLAMING RIVER BIG SWITCH WIRED TO POSITIVE SIDE	3	0
S	NCXA5X	STARTER MOTOR		
		12 VOLT DELCO 39MT-MXT	31	0
	110AA5	ENGINE BRAKE		
		MACK MP7 POWERLEASH	0	0
S	JMxB1X	ENGINE BRAKE LIGHTING (CA)		
		VEHICLE AND TRAILER (IF APPLICABLE) STOP LAMPS ACTIVATE UPON SERVICE BRAKE APPLICATION ONLY(3899000)	0	0
S	118AB8	FAN DRIVE		
		BEHR FAN AND ELECTRONIC MODULATING VISCOUS FAN DRIVE	0	0
S	119AI9	COOLANT PROTECTION		
		ETHYLENE GLYCOL FULLY FORMULATED COOLANT (50/50 MIX DYED PINK) TO -34DEG, W/ FILTER	0	0
S	124AA3	HOSES - RADIATOR/HEATER		
		MACK EPDM RADIATOR & HEATER HOSES	0	0
	2930C3	FUEL-WATER SEPARATOR		
		DAVCO 387, (FLUID HTD) FUEL HEATER/WATER SEPARATOR & MACK SEC FUEL FILTER	12	0
S	MBXA1X	PRIMARY FUEL FILTER POSITION (CA)		
		STANDARD FUEL FILTER POSITION	0	0
S	MCA04A	ENGINE HEATERS		
		120v 1500w BLOCK HEATER ONLY (120V-15A PLUG)	0	0
	5NXA1X	ENGINE BLOCK HEATER		
		120V 1500W ENGINE BLOCK HEATER	5	0
S	QHXC1X	OIL SUMP		
		OIL PAN	0	0
S	2YBZ1X	ENGINE STOP, EMERGENCY (CA in PC29 only)		
		WITHOUT ENGINE STOP, EMERGENCY	0	0

			WEIGHT (LB)	
CLUTCH/TRANS EQUIPMENT		DESCRIPTION	FRONT	REAR
	492007	GEAR SHIFTER		
		ALLISON DASH MOUNTED SHIFTER W/NEUTRAL TO RANGE INHIBIT (HD SERIES)	0	0
S	MCB05B	CLUTCH ACTUATION SYSTEM & PEDAL PAD		
		WITHOUT CLUTCH CABLE SYSTEM	0	0
	195AB0	DRIVELINE - MAIN		
		MERITOR 18 MXL "XTENDED LUBE" (PROPS-L)	9	9
	204AA6	DRIVELINE - INTERAXLE		
		MERITOR 18 MXL "XTENDED LUBE"	0	31
	76AA1X	PROPELLR SHAFT MAIN, UNVSL JNT		
		UNIVERSAL JOINT HALF-ROUND TYPE	0	0
S	8WAAAX	PROP SHAFT INTERAXL UNIV JOINT		
		HALF-ROUND UNIVERSAL JOINT	0	0
S	4LDA1X	TRANSMISSION OUTPUT TORQUE		
		TRANSMISSION OUTPUT TORQUE BASIC	0	0
S	RCXB1X	BELL HOUSING		
		ALUMINUM	0	0
	7RXAEX	LUBRICANTS, TRANSMISSION		
		TRANSYND SYNTHETIC LUBE FOR ALLISON TRANS	0	0
	139019	TRANSMISSION OIL COOLER		
		ALLISON TRANS. W/DIRECT MOUNT COOLER & SS COOLANT TUBES	0	0
	M6CA1X	TRANSMISSION OIL MONITORING		
		TRANSMISSION OIL MONITORING, REMOTE FITTING FOR OIL SAMPLE	0	0



				WEIGHT (LB)	
FRONT AXLE EQUIPMENT			DESCRIPTION	FRONT	REAR
	240AA3	FRONT AXLE	20000# (9100 KG) MACK FXL20 STRAIGHT SPINDLE/UNITIZED BEARINGS	428	0
	244AB5	SPRINGS - FRONT	MACK TAPERLEAF HD 20000# (9100 KG) GROUND LOAD RATING, EQUAL BIAS	31	0
S	241081	FRONT AXLE BRAKES	MERITOR "S" CAM TYPE 16.5" x 6" Q+	29	0
S	U3XA1X	BRAKE, FRONT	CAST IRON	0	0
S	U0AA1X	FRONT BRAKE ADJ. MANUFACTURE	HALDEX - AUTOMATIC	0	0
S	V7AD1X	FRONT BRAKE CHAMBER MFG.	FRONT BRAKE CHAMBER MANUFACTURER, MGM	0	0
S	0KXA1X	HUB MATERIAL, FRONT	FERROUS	157	0
S	61500A	FRONT AXLE LUBRICANT	FRONT AXLE LUBE, FAG NLGI2 GREASE	0	0
S	1KAA1X	SHOCK ABSORBER, FRONT	DOUBLE ACTING TYPE	0	0
	245AB0	STEERING	SHEPPARD SD110 + HD94	206	0

				WEIGHT (LB)	
REAR AXLE EQUIPMENT		DESCRIPTION		FRONT	REAR
	268AA9	REAR AXLE	46000# (20900kg) MACK S462R CAST DUCTILE HOUSING	0	1,614
S	6MAA1X	REAR AXLE CASING WIDTH	W/O WIDE TRACK AXLE	0	0
S	617003	DRIVE AXLE LUBRICANT	DRIVE AXLE LUBE, SHELL 75W90 SYNTHETIC OIL	0	0
S	018AA6	CARRIER - REAR AXLE	CRDP150/151 AVAILABLE WITH OPTIONAL DRIVER CONTROLLED INTERWHEEL DIFFERENTIAL LOCKS, SEE 254 SYMBOL	0	0
	TAXAWX	REAR AXLE RATIO	4.19 RATIO	0	0
	186AC7	REAR SUSPENSION	MACK mRIDE 46 PARABOLIC 3-LEAF, 46,000 lb, STANDARD DUTY	0	1,537
	GWXDGX	BOGIE SPREAD, REAR	54" AXLE SPACING (BOGIE WHEELBASE)	0	89
	YVXA1X	REAR SHOCK ABSORBER	REAR SHOCK ABSORBER	0	27
	XYXZ1X	TRANSVERSE TORQUE RODS, R SUSP	WITHOUT TRANSVERSE TORQUE RODS	0	-66
S	237037	AUX.SPRING BRAKE QTY	AUX SPRING BRAKE QTY, 4 CHAMBERS	0	20
S	253AA4	BRAKES - REAR	MERITOR "S" CAM 16.5"x7" Q+ (Total for QTY = 2)	0	-35
S	U4XA1X	BRAKE, DRIVE, REAR	CAST IRON	0	0
S	U1AA1X	REAR BRAKE ADJ MANUFACTURE	HALDEX - AUTOMATIC (Total for QTY = 2)	0	0
	V1AB1X	REAR BRAKE CHAMBER SIZE	REAR SPRING BRAKE CHAMBERS 30/30 TYPE	0	0
	N5FAFX	BRAKE ORI REAR-MOST DRIVE AXLE	DRUM BRAKE CHAMBER ORIENTATION: Middle Mount - Forward of Axle - Chamber Up	0	0
	300AD0	PARKING BRAKE CHAMBER	MGM TR-T; TAMPER-RESISTANT BRAKE CHAMBERS (Total for QTY = 2)	0	0
S	0LXI5X	HUB MATERIAL, DRIVE	IRON PRESET REAR HUB W/INTEGRATED SPINDLE NUT	0	318
S	3LAC1X	POWER DIVIDER LOCKOUT	POWER DIVIDER LOCKOUT, W/BUZZER & LIGHT	0	40
	254AB4	TRACTION DIFFERENTIAL	DRIVER CONTROLLED INTER WHEEL DIFFERENTIAL LOCK FRT RR AXLE, MANUAL AIR VALVE W/WARNING LIGHT.	0	9
S	698078	ANTILOCK BRAKE SYSTEM	BENDIX WITH TRACTION CONTROL 4S4M	0	0
S	URXD1X	BRAKE VALVE VERSION	BENDIX SWITCHES AND VALVES WHERE POSSIBLE	0	0
S	H9CA1X	TRACTION CONTROL DISABLE (CA in PC29 only)	AUTOMATIC TRACTION CONTROL (ATC) FULL DISABLE SWITCH	0	0
S	3ZAA1X	SPRING BRAKE INVERSION VALVE	TRACTOR SPRING BRAKE INVERSION VALVE	5	0

				WEIGHT (LB)	
FRAME EQUIPMENT/FUEL TANKS		DESCRIPTION		FRONT	REAR
271232	WHEELBASE	232"		197	197
374063	AF (OVERHANG)	63"		-19	258



				WEIGHT (LB)	
FRAME EQUIPMENT/FUEL TANKS		DESCRIPTION		FRONT	REAR
	MCE0FE	FRAME RAILS & LINERS	11.1 x 105 x 300mm - (0.437" x 4.13" x 11.81"); RBM 3,160,000 LB-IN	0	0
S	5CAAAX	FRONT FRAME EXT. (BOLTED ON)	6" BOLT ON FRAME EXTENSION	155	-2
S	A0XH1X	FRONT FRAME LENGTH	FRONT FRAME LENGTH 725MM	45	-2
S	281AA5	CROSSMEMBERS	BOC AND INTERMEDIATE(S) STEEL HD BACK-TO-BACK CHANNEL	0	0
S	Q5AA1X	REAR CROSSMEMBER OPTIONS	STEEL CLOSING REAR CROSSMEMBER	-8	49
S	X6XA1X	REAR FRAME TREATMENT	WITHOUT TAPERED FRAME RAIL ENDS	0	0
S	4DXM9X	FRONT BUMPER	EXTENDED-SWEPT BACK-STEEL	0	0
S	4ZAAAX	CROSSMEMBER, BOGIE TYPE	BASIC SOLUTION TRUNNION BRACKET, STD HEIGHT	0	0
S	4EXG1X	TOWING DEVICE, FRONT	HOOKS	0	0
S	2RAA1X	FUEL LEVEL SENDER UNIT, LIQUID	BASIC FUEL LEVEL SENDER MOUNTED ON L.H TANK	0	0
S	288AF2	FUEL TANK - LH	66 GALLON (250 L) 22" ALUMINUM, SLEEVED D-SHAPED	142	71
S	290AA1	FUEL TANK - RH	W/O RH FUEL TANK	0	0
S	JHXB1X	FUEL HOSES, LIQUID	BRAIDED HOSE	5	3
S	8520C2	FUEL FILLER NECK OPTIONS	WITHOUT FILLER NECK SCREEN, WITH NON-LOCKABLE FUEL TANK CAP	0	0
	12AA1X	FUEL LINE OPTIONS, LIQUID	W/O FUEL LINE OPTION	0	0
S	Q2AA1X	CAB INSTEP VERSION	STANDARD 2 STEP CAB ACCESS	0	0
S	223AA3	STEPS (BRIGHT) - FUEL TANK	STANDARD FINISH STEPS AND BRIGHT FINISH STRAPS	0	0

				WEIGHT (LB)	
AIR/BRAKE		DESCRIPTION		FRONT	REAR
S	UWXC1X	AIRTANK DRAIN VALVE	MANUAL (PETCOCK) DRAIN VALVES ON ALL TANKS	0	0
	U2XA1X	AIRTANK MATERIAL	ALUMINUM AIR TANK PAINTED CHASSIS COLOR	-24	0
	141AB0	RELOCATE AIR RESERVOIRS	RELOCATE ALL AIR RESERVOIRS INFRAME	0	0
S	1JAAAX	PARKING BRAKE VALVE	SINGLE VALVE SYSTEM	0	0

				WEIGHT (LB)	
ELECTRICAL		DESCRIPTION		FRONT	REAR
	5RXA5X	BACK-UP ALARM	ECCO BACK-UP ALARM SA917 (AMBIENT NOISE SENSITIVE) 87-112 dB	0	3
	EAXD4X	DASH MOUNTED SWITCHES	SIX (6) ASSIGNABLE BODYBUILDER DASH SWITCHES (5 ON-OFF, 1 MOMENTARY)	0	0
	NGXB1X	AUX. FOG LAMP	FOG LAMPS (ROUND)	9	0
S	3120A2	ROOF & SIDE MARKER LIGHTS	(5) TRUCKLITE CHROME BULLET ROOF MARKER & STANDARD MARKER / DIRECTIONAL SIGNAL	0	0
	LJXB1X	HEADLAMP BULB TYPE	HEADLAMP BULB TYPE, LED	0	0
S	LSXJ7X	DAYTIME RUNNING LIGHTS	W/OVERRIDE SWITCH, PARK BRAKE & ENGINE RUNNING ACTIVATED	0	0
S	X2AA1X	DRL OVERRIDE SPEED THRESHOLD	DRL OVERRIDE SPEED THRESHOLD 8 KMPH (5 MPH)	0	0
S	NEXC1X	TAIL LAMPS	INCANDESCENT TAIL LAMPS	0	7

				WEIGHT (LB)	
TRAILER CONNECTIONS		DESCRIPTION		FRONT	REAR
S	WGXB1X	TRAILER BRAKE VALVE	W/O HAND CONTROL VALVE	-6	0
CA	321061	TRAILER ELECTRICAL RECEPT	SINGLE 7 PINS STD SAE TYPE, BACK OF CAB & END OF FRAME	0	0
S	3SAZ1X	TRAILER CONNECTORS HOLDER	OMIT TRAILER CONNECTORS HOLDER	3	0



				WEIGHT (LB)	
PTO	DESCRIPTION			FRONT	REAR
	TYXE1X	POWER TAKE OFF CONTROL	TRANSMISSION PTO SWITCH AND LIGHT WITH WIRING AND PIPING FOR LOCAL INSTALLATION	3	0
S	B83083	BODY BUILDER INTERFACE	BODY LINK III W/CAB PASS-THRU	5	5

				WEIGHT (LB)	
SPECIALTY EQUIPMENT	DESCRIPTION			FRONT	REAR
S	MCQ01Q	LANE SUPPORT SYSTEM (LSS)	WITHOUT LANE SUPPORT SYSTEM	0	0
S	2PEZ1X	DATA CAPTURE	WITHOUT DATA CAPTURE	0	0
S	1PAZ1X	CAMERA, SURVEILLANCE	WITHOUT CAMERA	0	0

				WEIGHT (LB)	
CAB INTERIOR (A THRU G)	DESCRIPTION			FRONT	REAR
S	198048	SPEEDOMETER -&- GAUGES - UNIT(S) OF MEASURE	U.S. UNITS (PREDOMINANT)	0	0
	E1AAAX	GAUGE OIL TEMP-REAR AXLE	REAR AXLE OIL TEMP GAUGE IN DID (DRIVER INFORMATION DISPLAY)	0	0
	I6AA1X	AUXILIARY PNEUMATIC OUTLET CAB (CA family in PC29 only)	AUX. INCAB PNEUMATIC LINE CLEANOUT	0	0
S	173AA5	AIR CONDITIONING/HEATER	BLEND AIR HVAC W/"ATC" TEMP REGULATION	0	0
S	EEXA1X	CUPHOLDER	CUPHOLDER	0	0
S	I0XAHX	DOMELAMP, INTERIOR	(4) DOME LAMPS - DOOR AND SWITCH ACTIVATED	0	0
S	3XAA1X	DASH INDICATOR - LAMP BODY OUT OF POS	DASH MTD, INDICATOR BODY/HOIST UP "BODYBUILDER LAMP"	0	0
	7860E6	FIRE EXTINGUISHER	5LB (ABC RATED) MOUNTED BETWEEN DRIVER SEAT BASE AND DOOR VALVE AIMED REARWARD	9	0
S	184AA2	FLOOR COVERING	POLYURETHANE FLOOR MAT WITHOUT REMOVABLE INSERTS	0	0

				WEIGHT (LB)	
CAB INTERIOR (H THRU R)	DESCRIPTION			FRONT	REAR
S	C52082	INSTMT CLUSTER LANGUAGE	DEFAULT: ENGLISH, SPANISH, FRENCH	0	0
S	20XA1X	KEY TYPES FOR DOORS	ALL CHASSIS KEYED AT RANDOM	0	0
	13AB1X	DOOR OPENING OPTIONS	ELECTRONIC KEYLESS ENTRY	5	0
S	E3XD1X	FORWARD OVERHEAD STORAGE	(2) STORAGE COMPARTMENTS AND NET RETAINERS W/CENTER MOUNTING FOR CB PROVISIONS	0	0
S	1740D4	AUDIO ACCOMMODATION	PREMIUM STEREO, AM/FM, MP3, WEATHER BAND, BLUETOOTH	0	0
S	73AC1X	ANTENNA - RADIO	RADIO ANTENNA, CAB MOUNTED BEHIND LH DOOR	0	0
	5BXB5X	ANTENNA - CB RADIO	48" ANTENNA LEFT SIDE MIRROR MOUNTED	0	0
S	0LAA1X	AUDIO SHUTOFF	AUTO SHUTOFF FOR RADIO ENTERTAINMENT SYSTEM WHEN VEHICLE IS ENGAGED IN REVERSE	0	0
S	1WAB1X	POWER LEADS	POWER LEADS (5-WAY BINDING POSTS FOR CB RADIO) IN HEADER CONSOLE	0	0
S	5CXB2X	AUDIO SPEAKER LOCATION	SPEAKER LOCATION, IN DOORS, MIDDLE HIGH SIDE PANEL	0	0
S	5JXAIX	COM.RADIO PREP KIT (CB)	CB RADIO MOUNTING REINFORCEMENT IN HEADER CONSOLE	0	0
S	IFXB1X	REAR WALL STORAGE COMPARTMENT	STORAGE POUCH REAR	5	0
	784054	REFLECTOR KIT	EMERGENCY REFLECTOR KIT MOUNTED PARALLEL & CENTERED AGAINST BOC	12	5

				WEIGHT (LB)	
CAB INTERIOR (S THRU Z)	DESCRIPTION			FRONT	REAR
S	004014	INTERIOR TRIM LEVELS	STANDARD PACKAGE, STEEL GRAY (Package 11A)	0	0



				WEIGHT (LB)	
CAB INTERIOR (S THRU Z)		DESCRIPTION		FRONT	REAR
S	196AAA	SEAT - DRIVER'S	MACK-AIR, HIGH BACK, 1 CHAMBER AIR LUMBAR	71	16
S	MAPB2X	SEAT COVERING - DRIVER'S	DRIVER'S SEAT - STEEL GREY VINYL	0	0
S	197AA1	SEAT - PASSENGER'S	MACK-FIXED, HIGH BACK	40	9
S	MAQB2X	SEAT COVERING - PASSENGER'S	PASSENGER'S SEAT - STEEL GREY VINYL	0	0
	3PXA1X	SEAT ARMREST	INBOARD MOUNTED ARM REST, DRIVER'S SEAT ONLY	3	3
S	592092	SEAT BELT(S)	LAP & SHOULDER (BOTH SEATS) CAB MOUNTED SHOULDER BELT ADJUSTMENT (NOT AVAIL W/EXTENDED RIDER SEAT)	0	0
S	D8XC1X	SEAT BELT REMINDER	SEAT BELT REMINDER IN INSTRUMENT, WITH AUDIO	0	0
S	2QAA1X	IGNITION TYPE	KEY TYPE	0	0
S	161005	STEERING WHEEL	2 SPOKE URETHANE GRIP, GUNMETAL SPOKES, W/O SWITCHES	0	0
S	WSXBAX	WINDSHIELD TYPE	TWO PIECE WINDSHIELD	0	0
S	145AA1	CAB GLASS	TINTED WINDSHIELD & SIDE WINDOWS & REAR WINDOW (IF EQUIPPED)	0	0
S	JQXAAX	WASHER RESERVOIR POSITION	W/O WINDSHIELD WASHER OPTION	0	0
S	148AA3	WINDSHIELD WIPERS	2 SPEED ELECTRIC MOTOR W/INTERMITTENT FEATURE	0	0

				WEIGHT (LB)	
CAB EXTERIOR		DESCRIPTION		FRONT	REAR
S	MCY02Y	HOOD LATCH TYPE & FINISH	STRAP TYPE HOOD LATCH WITH BLACK FINISH	0	0
S	MCG0AG	EXTERIOR TRIM FINISH AND PACKAGES	GRANITE BRIGHT AIR INTAKE	0	0
S	400010	GRILLE	BLACK FINISH BARS W/BRIGHT FINISH SURROUND GRILL MOUNTED	0	0
S	MCD03D	PASSENGER SIDE VISIBILITY OPTIONS	AUXILIARY WINDOW IN RH DOOR	3	0
S	2KXB1X	FRONT WHEEL OPENING	FENDER EXTENSIONS	5	0
	5870B7	GRAB HANDLES	BF EXTERIOR CAB GRAB HANDLES, BLACK GRAB HANDLE RH INTERIOR WINDSHIELD POST	0	0
	154AA3	HORN - AIR	(2) MACK RECTANGULAR SINGLE TRUMPET (ONE EACH SIDE OF CAB ROOF)	7	0
S	LXXD1X	HORN - ELECTRICAL	DUAL TONE	5	0
	152AC5	MIRRORS - EXTERIOR	BULLDOG STYLIZED MIRRORS - LH & RH HEATED & MOTORIZED AND ILLUMINATED W/INTEGRAL CONVEX MIRROR	7	0
	157027	SUN VISOR - EXTERIOR	SUN VISOR, EXTERIOR, FIBERGLASS (PAINTED)	12	0

				WEIGHT (LB)	
AERODYNAMIC DEVICES		DESCRIPTION		FRONT	REAR
S	159AA1	CAB AERODYNAMIC PACKAGES	WITHOUT CAB AERODYNAMIC DEVICES	0	0
S	MCM998	FRONT CHASSIS AERODYNAMIC PACKAGE	WITHOUT FRONT AERODYNAMIC FAIRINGS	0	0

				WEIGHT (LB)	
WHEELS & TIRES		DESCRIPTION		FRONT	REAR
	9004Y0	TIRES BRAND/TYPE - FRONT	315/80R22.5 L BRIDGESTONE M870 (20000 lbs) (Total for QTY = 2)	336	0
	531221	WHEELS - FRONT	22.5x9.00 ACCURIDE 29300x WHITE POWDER COAT STEEL, 7.00" OFFSET, 5 HAND HOLE (Total for QTY = 2)	217	0
	901601	TIRES BRAND/TYPE - REAR	11R22.5 G BRIDGESTONE M713 ECOPIA (23360 lbs) (DRIVE ONLY) (Total for QTY = 8)	0	971
	3462J6	WHEELS - REAR	22.5x8.25 ACCURIDE ACCU-LITE 51487x WHITE POWDER COAT STEEL, 6.60" OFFSET, 5 HAND HOLE (Total for QTY = 8)	0	547
S	H1EB1X	DRIVE WHEEL STUDS	DRIVE WHEEL STUDS LONGER LENGTH	0	0
S	15XABX	TIRE INFLATION VALVE	STANDARD VALVE STEMS AND CAPS	0	0



				WEIGHT (LB)	
WHEELS & TIRES		DESCRIPTION		FRONT	REAR
S	MCH03H	FRONT HUB/WHEEL TRIM	WITHOUT FRONT HUB/WHEEL TRIM	0	0
S	MCI03I	REAR HUB/WHEEL TRIM	WITHOUT REAR HUB/WHEEL TRIM (Total for QTY = 2)	0	0
S	80AA1X	WHEEL NUT & FINISH, FRONT	WHEEL NUT BASIC FINISH, FRONT	0	0
S	3PBA1X	WHEEL NUT FINISH, REAR (CA)	WHEEL NUT BASIC FINISH, REAR	0	0

				WEIGHT (LB)	
COMMUNICATION SYSTEMS		DESCRIPTION		FRONT	REAR
S	3YAA1X	CO-PILOT - DISPLAY FEATURES ACCESS LEVEL	CO-PILOT DISPLAY, DRIVER ACCESS LEVEL 1	0	0
S	M30060	TELEMATIC GATEWAY	TELEMATICS GATEWAY, 4G/LTE AND WLAN SYSTEM WITH DIAGNOSTIC SERVICES	0	0

				WEIGHT (LB)	
ENGINE ELECTRONICS		DESCRIPTION		FRONT	REAR
S	WOXA1X	OIL PRESSURE, ENGINE SHUTDOWN	OIL PRESSURE, ENGINE SHUTDOWN	0	0
S	WMXA1X	COOLANT TEMP, ENGINE SHUTDOWN	COOLANT TEMP, ENGINE SHUTDOWN	0	0
S	K5XA2X	ENGINE PROTECTION SYSTEM	ENGINE PROTECTION (SHUTDOWN)	0	0
	C7AABX	ENG FAN CNTL, A/C ON, TIME SET	ENG FAN CONTROL, A/C ON, TIME SETTING, 60 SEC	0	0
S	K7XY1X	ENGINE IDLE CONTROL	IDLE CONTROL, 600 RPM	0	0
S	X0AB0X	SMART IDLE ELEVATED IDLE RPM TIME	INCREASE 10 MINUTE MAXIMUM TIME	0	0
S	M3CA1X	IDLE S/D ABS TAMPER CHECK	IDLE SHUTDOWN ABS TAMPER CHECK, ENABLED	0	0
S	B1ACAX	IDLE S/D WARNING TIME	30 SEC IDLE S/D WARNING TIME	0	0
S	A8AALX	IDLE S/D IF WARM-UP TEMP	38C DEG (100F), WARM UP TEMP DELAY	0	0
S	A4AAEX	IDLE S/D WARM-UP TIMER	5 MIN. WARM UP TIME DELAY	0	0
S	A6AABX	IDLE S/D IF PTO ACTIVE	ENGINE IDLE SHUTDOWN TIME OVERRIDDEN IF PTO ACTIVE	0	0
S	B0AAAX	IDLE SHUTDOWN IF POWER > LIMIT	ENG IDLE SHUTDOWN TIME OVERRIDDEN IF TORQUE > THAN LIMIT	0	0
S	M4CB1X	IDLE S/D OVERRIDE %ENGINE LOAD	IDLE SHUTDOWN OVERRIDE UPTO 20% ENGINE LOAD THRESHOLD	0	0
S	D2AAFX	AMBIENT TEMP MIN TRESHOLD	AMBIENT TEMP MIN TRESHOLD, 16 DEG C, (60 DEG F)	0	0
S	D3AAEX	AMBIENT TEMP MAX TRESHOLD	AMBIENT TEMP MAX TRESHOLD, 27 DEG C, (80 DEG F)	0	0
S	B3ABAX	EL HD THROTTLE,MAX ROAD SPEED	ELECTRONIC HAND THROTTLE, MAX ROAD SPEED, 16 KM/H (10 MPH)	0	0
S	B6ABAX	EL HAND THROTTLE,MAX ENG SPEED	ELECTRONIC HAND THROTTLE, MAX ENGINE SPEED, 1000 RPM	0	0
S	B4ADAX	EL HAND THROTTLE,MIN ENG SPEED	ELECTRONIC HAND THROTTLE, MIN ENGINE SPEED, 700 RPM	0	0
S	B9AABX	EL HD THROTTLE,SPEED RAMP RATE	ELECTRONIC HAND THROTTLE, SPEED RAMP RATE, 100 RPM/SEC	0	0

				WEIGHT (LB)	
TRANSMISSION ELECTRONICS		DESCRIPTION		FRONT	REAR
	7790M9	TRANSMISSION ELECTRONICS PACKAGE	DUMP/VOCATIONAL(223) - REQUIRES SERVICE BRAKE TO ENGAGE GEAR	0	0
	B1EC1X	TRANSM AUTO NEUTRAL ON P-BRAKE	ALLISON PARK BRAKE AUTO NEUTRAL-ALLOWS THE DRIVER TO ENGAGE GEAR PRIOR TO DISENGAGING THE PARK BRAKE	0	0
	MAV0AV	TRANSMISSION ELECTRONIC SHIFTING PROPERTIES	FUELSENSE, FULL NEUTRAL AT STOP	0	0



				WEIGHT (LB)	
VEHICLE ELECTRONICS		DESCRIPTION		FRONT	REAR
S	JCXE6X	ROAD SPEED LIMITER SETTING	105 KM/H ROAD SPEED LIMITER (65MPH)	0	0
S	Y3CC1X	PEDAL RSL SETTING	101 KM/H PEDAL ROAD SPEED LIMITER (63MPH)	0	0
S	JDXA1X	CRUISE CONTROL	CRUISE CONTROL	0	0
S	JFXLLX	CRUISE CONTROL, MAX SPEED	MAX CRUISE, 105 KPH (65 MPH)	0	0
S	E3AACX	CRUISE CONTROL MIN SPEED	MIN CRUISE, 32 KPH (20 MPH)	0	0
S	E5AACX	ENG BRK ENGAGE IN CRUISE	ENG BRK ENGAGE IN CRUISE, 3 MPH, ABOVE SET SPEED	0	0
	L2CB1X	PDLO ENGAGED VLS	POWER DIVIDER LOCK OUT (PDLO) ROAD SPEED LIMIT 24KMH (15MPH)	0	0
	Q6FAHX	DIFF LOCK SPEED LIMIT	DIFFERENTIAL LOCK ROAD SPEED LIMIT 24KMH (15MPH)	0	0
S	W5BA1X	MAXIMUM ENG SPEED AT 0 MPH	1000 MAXIMUM ENGINE SPEED AT 0 MPH	0	0
S	A4BAAX	DETECTION SPEED SENSR TMRNG	DETECTION OF SPEED SENSOR TAMPERING, ENABLE	0	0
S	8RXAEX	ENG TORQUE LIMIT, SPEED SENSOR	ENG TORQUE LIMITED TO 50%, IF SPEED SENSOR TAMPER DETECTED	0	0
S	X3CB1X	DRIVER ID FUNCTION	DRIVER ID FUNCTION, DISABLED	0	0
S	0PAZ1X	DR PERFORMANCE PARAMETERS	WITHOUT DRIVER PERFORMANCE PARAMETERS	0	0
S	G5AAHX	ENGINE OVERSPEED, ALL COND, LOG	ENGINE OVERSPEED, ALL CONDITIONS, TIME LOG IF ABOVE 2200 RPM	0	0
S	G2AAGX	ENGINE OVERSPEED, FUELED, LOG	ENGINE OVERSPEED, FUELED, TIME LOG IF ABOVE 2100 RPM	0	0
S	G4AAUX	VEHICLE OVERSPEED, ALL COND, LOG	VEHICLE OVERSPEED, ALL COND, TIME LOG IF ABOVE 75MPH (121KMH)	0	0
S	G3AAPX	VEHICLE OVERSPEED, FUELED, LOG	VEHICLE OVERSPEED, FUELED, TIME LOG IF ABOVE 70MPH (113KMH)	0	0
S	G1AABX	ENGINE IDLE DELAY TO LOG	ENGINE IDLE DELAY TO START LOG, 2 MIN	0	0
S	W9A01X	PERIODIC TRIP LOG DAY OF MONTH	PERIODIC TRIP LOG, DAY 1 OF THE MONTH	0	0

				WEIGHT (LB)	
PTO ELECTRONICS		DESCRIPTION		FRONT	REAR
S	F3AAEX	PTO1 SINGLE SPEED CONTROL RPM.	PTO 1ST, SINGLE SPEED SETTING, 1000 RPM	0	0
S	F5AABX	PTO 1ST, MAX ROAD SPEED	1ST PTO, MAX ROAD SPEED, 10 MPH (16 KPH)	0	0
S	F6AABX	PTO 1ST, SPEED RAMP RATE	PTO 1ST, SPEED RAMP RATE 100 RPM/SEC	0	0
S	F7AAPX	PTO 1ST, MAX ENGINE SPEED	PTO 1ST, MAX ENGINE SPEED, 2100 RPM	0	0
S	F8AAGX	PTO 1ST, ROAD SPEED LIMIT	PTO 1ST, ROAD SPEED LIMIT, 97 KMH (60 MPH)	0	0
S	F9AABX	PTO 1ST, MINIMUM ENGINE SPEED	PTO 1ST, MINIMUM ENGINE SPEED, 600 RPM	0	0
S	H6AAEX	PTO 2ND, SINGLE SPEED SETTING	PTO 2ND, SINGLE SPEED SETTING, 1000 RPM	0	0
S	H0AABX	PTO 2ND, MAX ROAD SPEED	2ND PTO, MAX ROAD SPEED, 10 MPH (16 KPH)	0	0
S	G9AABX	PTO 2ND, SPEED RAMP RATE	PTO 2ND, SPEED RAMP RATE 100 RPM/SEC	0	0
S	H7AANX	PTO 2ND, MAX ENGINE SPEED	PTO 2ND, MAX ENGINE SPEED, 2100 RPM	0	0
S	H5AAGX	PTO 2ND, ROAD SPEED LIMIT	PTO 2ND, ROAD SPEED LIMIT, 97 KMH (60 MPH)	0	0
S	G8AABX	PTO 2ND, MINIMUM ENGINE SPEED	PTO 2ND, MINIMUM ENGINE SPEED, 600 RPM	0	0

				WEIGHT (LB)	
PAINT		DESCRIPTION		FRONT	REAR
S	950AD0	PAINT DESIGN	SINGLE COLOR	0	0
S	924014	PAINT TYPE	SOLID PAINT	0	0
	944CQ2	PAINT COLOR - FIRST COLOR	GLACIER WHITE; P3029	0	0
S	945998	PAINT COLOR - SECOND COLOR	NO SECOND TRUCK COLOR PROVIDED; NO COLOR	0	0



				WEIGHT (LB)	
PAINT	DESCRIPTION			FRONT	REAR
S	946998	PAINT COLOR - THIRD COLOR	NO THIRD TRUCK COLOR PROVIDED; NO COLOR	0	0
S	996AA3	PAINT - CAB PAINT SYSTEM	PAINT - CAB, URETHANE CLEAR COAT	0	0
S	MPB944	CAB COLOR	SAME AS FIRST COLOR - CAB	0	0
S	MPD944	HOOD COLOR	SAME AS FIRST COLOR - HOOD	0	0
	966944	SUN VISOR COLOR	SAME AS FIRST COLOR - SUN VISOR	0	0
S	MPC998	SLEEPER ROOF COLOR	WITHOUT SLEEPER ROOF COLOR	0	0
S	MPA998	ROOF FAIRING COLOR	WITHOUT ROOF FAIRING	0	0
S	951AA6	CHASSIS RUNNING GEAR	MACK BLACK (URETHANE); P3036	0	0
S	958018	BUMPER	PAINT BUMPER SAME COLOR AS CHASSIS RUNNING GEAR	0	0
S	959019	FUEL TANK - ***NO INVENTED VARIANTS ALLOWED in the FUEL TANK PAINT FAMILY***	W/O OPTIONAL FUEL TANK PAINT	0	0
S	962032	HUBS & DRUMS-FRONT	SAME AS CHASSIS RUNNING GEAR	0	0
S	963033	HUBS & DRUMS-REAR	SAME AS CHASSIS RUNNING GEAR	0	0

				WEIGHT (LB)	
BASE WARRANTY & PURCHASED COVERAGES	DESCRIPTION			FRONT	REAR
S	898003	VEHICLE WARRANTY TYPE	HEAVY DUTY WARRANTY CLASSIFICATION	0	0
S	M50030	BASIC CHASSIS COVERAGE	HEAVY DUTY STANDARD BASE COVERAGE 12 MONTHS/100,000 MILES (161,000 KM)	0	0
	M8301T	EMISSION - SURCHARGE	EPA (only) for Mack MP7 / MP8 Diesel	0	0
S	M51021	ENGINE WARRANTY	MACK MP7/MP8 BASE ENGINE COVERAGE 24 MONTHS / 250,000 MILES (402,000KM)	0	0
S	M52022	EMISSION COMPONENT COVERAGE	US and CANADA EQUIPPED VEHICLE EMISSION COMPONENTS COVERAGE 60 MONTHS/100,000 MILES (161,000 KM)	0	0
	M540B4	TRANSMISSION WARRANTY	ALLISON TRANSMISSIONS (Contact Allison Transmission for standard warranty and extended coverage data)	0	0
S	M550G7	CARRIER & AXLE HOUSING WARRANTY	STANDARD MACK HEAVY DUTY COVERAGE 60 MONTHS / 500,000 (804,672 KM)	0	0
S	M56026	AIR CONDITIONING WARRANTY	AIR CONDITIONING STANDARD COVERAGE (Sealed System Only) 12 MONTHS UNLIMITED MILEAGE	0	0
S	M57027	CHASSIS TOWING WARRANTY	STANDARD NORMAL / HEAVY DUTY CHASSIS TOWING 90 DAYS OR 5,000 MILES	0	0
S	M58028	ENGINE TOWING WARRANTY	STANDARD MACK ENGINE TOWING COVERAGE 24 MONTHS/250,000 MILES (402,000 KM)	0	0
S	M690F9	GUARDDOG CONNECT BUNDLE	24 MONTH - GUARDDOG CONNECT WITH MACK OTA (with ASIST and Mack OneCall))	0	0
S	M78010	PREPAID API	WITHOUT PREPAID API	0	0

FRONT / REAR AXLE WEIGHTS (LB)

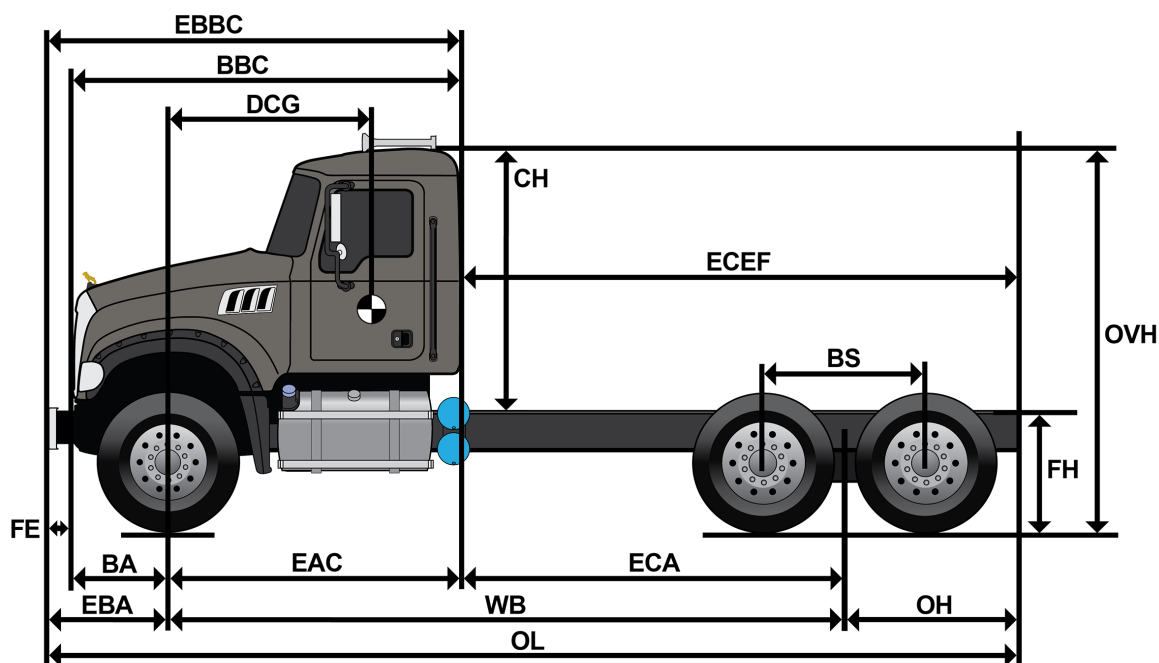
9646 8202

TOTAL WEIGHT (LB)

17847

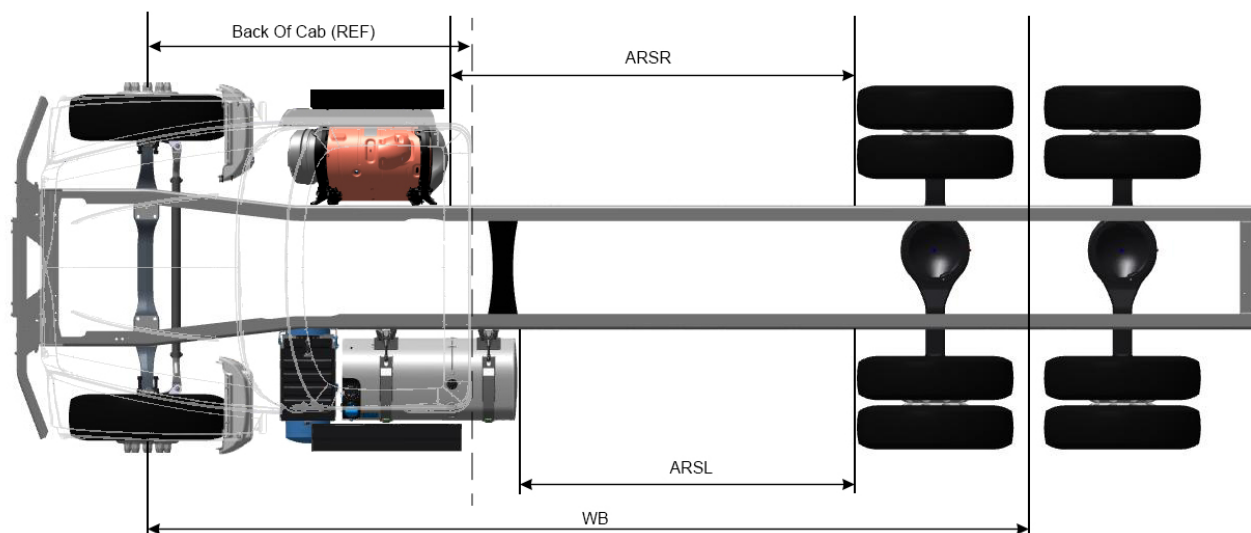

VEHICLE SPECIFICATION/CALCULATED PERFORMANCE SUMMARY

Description	Sales Code	Dwg Ref	Length	UOM
Front Frame Extension	N/A	FE	6.1	INCHES
Bumper to Front Axle	N/A	BA	29.0	INCHES
Wheelbase	N/A	WB	232.1	INCHES
Rear Overhang	N/A	OH	63.4	INCHES
Overall Length	N/A	OL	330.6	INCHES
Bumper to Back of Cab	N/A	BBC	116.5	INCHES
Eff. Bumper to Back of Cab	N/A	EBBC	122.6	INCHES
Eff. Cab to Rear Axle	N/A	ECA	144.6	INCHES
Eff. Front Axle to Back of Cab	N/A	EAC	87.5	INCHES
Eff. Cab to End of Frame	N/A	ECEF	208.0	INCHES
Unladen 5th Wheel Height	E5BZ1X	5W	0.0	INCHES
Unladen Frame Height	N/A	FH	43.8	INCHES
Cab Height	N/A	CH	70.9	INCHES
Overall Height	N/A	OVH	117.8	INCHES
Driver CG	N/A	DCG	70.9	INCHES
54" AXLE SPACING (BOGIE WHEELBASE)	GWXDGX	BS	53.9	INCHES
Second Front Axle Spacing	RHXZ1X	SFAS	0.0	INCHES



VEHICLE SPECIFICATION/CALCULATED PERFORMANCE SUMMARY

Description	Sales Code	Dwg Ref	Left Value(in)	Right Value(in)
Wheelbase	N/A	WB	232.1	232.1
Available Rail Space Right	N/A	ARSR	N/A	100.8
Available Rail Space Left	N/A	ARSL	81.8	N/A
Eff. Front Axle to Back of Cab	N/A	REF	87.5	87.5
Front Axle To Fender	CDX23X	N/A	35.4	35.4
Cleartech One Unit	DPF04F	N/A	0.0	48.0
Battery Box	393AA2	N/A	15.0	0.0
66 GALLON (250 L) 22" ALUMINUM, SLEEVED D-SHAPED / W/O RH FUEL TANK	288AF2 / 290AA1	N/A	44.6	0.0
Ad-Blue Tank	DF10O1	N/A	7.5	0.0
Drive Tire Radius	901601	N/A	20.9	20.9



Top View image is intended for illustration purposes only and is not presented to scale. Wheelbase, Axle Spacing and After frame are not shown as specified, but are a representation. Customer Adaptation (CA) options and relocated components are not represented in these images. Most CA options impact the variation of the image, thus an image may not populate. Calculations are approximate to a tolerance of ± 4 inches due to component mounting variation. Certain chassis component options are NOT represented in the Top View image, such as, but not exclusive to, Front Frame Extensions, Fuel Water Separators, Air Dryers, PTOs, Fifth Wheels, Chassis Fairings, Toolboxes, Trailer Connections. For further information on these items and their respective locations on your specification, please refer to the data sheets associated with those items in the configurator.

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TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting 2023

5. c.

Meeting Date: 05/09/2023
Contact Person: Joe Duffy, Finance Director
 Phone: 928-636-2646 x-1211
Department: Finance
Estimated length of staff presentation: None
Physical location of item: N/A

AGENDA ITEM TITLE:

Consideration and possible action to approve the Financial Report for the nine-month period ending March 31, 2023.

RECOMMENDED ACTION:

Approve Financial Report for the nine-month period ending March 31, 2023.

SITUATION AND ANALYSIS:

The Finance Department prepares Quarterly Financial Reports for the Mayor, Council, Staff and Community. Upon Council approval, the reports will be posted on the Town's website. The report includes the following sections:

Revenue and Expense Summary - This section details the Revenues and Expenditures of each fund. Comparing the year-to-date figures to the current year's annual budget and the prior year's month-to-date figures.

Major Revenue Summary - This section details the year-to-date figures for the Town's eight major revenue sources that account for 75% of the Town's Revenue.

Other Information - This section details other pertinent financial and statistical information including the amount of Contingencies Fund that have been allocated this fiscal year and a debt summary.

The Administrative Services Director will supplement these reports with periodic presentations and other information throughout the fiscal year.

Fiscal Impact

Fiscal Impact?: No

If Yes, Budget Code:

Available:

Funding Source:

Attachments

March 31, 2023

Town of Chino Valley

Arizona

Financial Report



To The Town Council

For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*

* Tentative and Preliminary prior to annual audit

Town of Chino Valley						
Revenue and Expense Summary						
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*						
	Actual Year to Date FY 2021-22	Actual Year to Date FY 2022-23	Net Change FY 2022-23 / FY 2021-22	% FY 2022-23/ FY 2021-22	Annual Budget FY 2022/23	% of Budget YTD
GENERAL FUND						
General Fund Revenues by Category						
Franchise Taxes	\$ 63,855	\$ 177,429	\$ 113,574	178%	\$ 141,500	125%
Tax Revenues	\$ 5,676,756	\$ 6,557,464	\$ 880,708	16%	\$ 7,910,900	83%
Licenses & Permits	\$ 469,949	\$ 438,108	\$ (31,841)	-7%	\$ 562,500	78%
Intergovernmental	\$ 3,472,719	\$ 4,329,637	\$ 856,918	25%	\$ 5,674,500	76%
Charges for Services	\$ 87,046	\$ 71,496	\$ (15,550)	-18%	\$ 124,500	57%
Fines and Forfeitures	\$ 98,652	\$ 127,554	\$ 28,902	29%	\$ 162,500	78%
Other Revenues	\$ 42,205	\$ 11,699	\$ (30,506)	-72%	\$ 6,000	195%
Contributions and Donations	\$ -	\$ -	\$ -	0%	\$ 1,500	0%
Investment Earnings	\$ 1,202	\$ 297,282	\$ 296,080	24632%	\$ 2,000	14864%
Transfers In	\$ 300,000	\$ 300,000	\$ -	0%	\$ 400,000	75%
Total Revenues	\$ 10,212,384	\$ 12,310,669	\$ 2,098,285	21%	\$ 14,985,900	82%
Total revenues for the General Fund are up \$2,098,285 or 21% over the previous fiscal year. Franchise Taxes are up due to an increase in Electric Franchise Fee collections. Tax Revenues are up 16% primary due to increased sales tax collections. Intergovernmental Revenues are up 25% due to increased distributions for State Shared Income Tax. Investment Earning are up due to higher interest earnings. Licences and Permits are down 7% due to a decrease in building permits.						

Town of Chino Valley						
Revenue and Expense Summary						
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*						
	Actual Year to Date FY 2021-22	Actual Year to Date FY 2022-23	Net Change FY 2022-23 / FY 2021-22	% FY 2022-23/ FY 2021-22	Annual Budget FY 2022/23	% of Budget YTD
General Fund Expenditures by Department						
Prosecutor	\$ 94,568	\$ 99,364	\$ 4,796	5%	\$ 139,900	71%
Town Clerk	\$ 170,823	\$ 202,107	\$ 31,284	18%	\$ 296,400	68%
Town Manager	\$ 378,823	\$ 482,545	\$ 103,722	27%	\$ 682,600	71%
Human Recourses	\$ 212,135	\$ 236,553	\$ 24,418	12%	\$ 355,100	67%
Municipal Court	\$ 222,347	\$ 256,968	\$ 34,621	16%	\$ 363,500	71%
Finance	\$ 360,759	\$ 390,549	\$ 29,790	8%	\$ 539,500	72%
Management Information Systems	\$ 186,243	\$ 285,840	\$ 99,597	53%	\$ 434,200	66%
Mayor and Council	\$ 28,806	\$ 55,203	\$ 26,397	92%	\$ 63,300	87%
Planning	\$ 212,581	\$ 412,251	\$ 199,670	94%	\$ 632,500	65%
Building Inspection	\$ 249,270	\$ 297,605	\$ 48,335	19%	\$ 493,400	60%
Police	\$ 2,710,666	\$ 3,041,445	\$ 330,779	12%	\$ 4,526,800	67%
Animal Control	\$ 136,708	\$ 157,785	\$ 21,077	15%	\$ 280,600	56%
Recreation	\$ 117,163	\$ 134,977	\$ 17,814	15%	\$ 257,300	52%
Library	\$ 267,698	\$ 307,044	\$ 39,346	15%	\$ 426,300	72%
Senior Center	\$ 278,361	\$ 311,060	\$ 32,699	12%	\$ 563,600	55%
Parks Maintenance	\$ 582,470	\$ 410,396	\$ (172,074)	-30%	\$ 809,500	51%
Aquatic Center	\$ 104,025	\$ 91,021	\$ (13,004)	-13%	\$ 256,800	35%
Facilities Maintenance	\$ 348,816	\$ 623,849	\$ 275,033	79%	\$ 941,800	66%
Fleet Maintenance	\$ 206,299	\$ 254,312	\$ 48,013	23%	\$ 392,400	65%
Engineering	\$ 264,814	\$ 451,725	\$ 186,911	71%	\$ 652,300	69%
Non Departmental	\$ 2,077,864	\$ 3,297,322	\$ 1,219,458	59%	\$ 6,174,700	53%
Total Expenditures	\$ 9,211,239	\$ 11,799,921	\$ 2,588,682	28%	\$ 19,282,500	61%
Total Revenue Over (Under) Total Expenditures	\$ 1,001,145	\$ 510,748	\$ (490,397)		\$ (4,296,600)	
GENERAL FUND (Continued)						
Total General Fund Expenditures are up by \$2,588,682 or 28% compared to last fiscal year due to the budgeted increase in transfers to the CIP - Roads Fund. Each department should be under 75% of budget through the first nine months of the fiscal year. Through March, on average, the departments are currently at 61%.						

Town of Chino Valley						
Revenue and Expense Summary						
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*						
	Actual Year to Date FY 2021-22	Actual Year to Date FY 2022-23	Net Change FY 2022-23 / FY 2021-22	% FY 2022-23/ FY 2021-22	Annual Budget FY 2022/23	% of Budget YTD
HIGHWAY USER REVENUE FUND (HURF)						
Total Revenues	\$ 927,834	\$ 992,208	\$ 64,374	7%	\$ 1,363,500	73%
Trans From General Fund	\$ -					
AZ Cares Act Transfer	\$ -				\$ -	
Expenditures						
Road Maintenance	\$ 604,610	\$ 642,223	\$ 37,613	6%	\$ 1,500,500	43%
Transfers to CIP Roads	\$ 675,000	\$ 150,000			\$ 200,000	75%
Total Expenditures	\$ 1,279,610	\$ 792,223	\$ 3,816,654	298%	\$ 1,700,500	47%
Total Revenue Over (Under) Total Expenditures	\$ (351,776)	\$ 199,985	\$ 26,761		\$ (337,000)	
Total HURF Revenues are up 7% over the prior fiscal year. Road Maintenance operating expenses are up by 6% compared to prior fiscal year but will be on budget once the two equipment purchases are completed.						
WATER ENTERPRISE FUND						
Total Revenues	\$ 655,225	\$ 592,616	\$ (62,609)	-10%	\$ 1,017,400	58%
Expenditures						
Water Utility Operations	\$ 568,945	\$ 592,616	\$ 23,671		\$ 936,100	
Debt Service/Reserve	\$ 10,065	\$ 5,088	\$ (4,977)		\$ 37,200	
Total Expenditures	\$ 579,010	\$ 597,704	\$ 18,694	3%	\$ 973,300	61%
Total Revenue Over (Under) Total Expenditures	\$ 76,215	\$ (5,088)	\$ (81,303)		\$ 44,100	
Total Water Enterprise Fund Revenues are down 10% due to a 63% decrease in Water Buy-In Fees. Water Service Revenue (water sales) is down 3%. Total						
SEWER ENTERPRISE FUND						
Total Revenue	\$ 1,852,030	\$ 1,479,267	\$ (372,763)	-20%	\$ 2,134,500	69%
Expenditures						
Sewer	\$ 946,139	\$ 869,578	\$ (76,561)		\$ 1,386,100	
Debt Service/Reserve/Capital	\$ 775,503	\$ 786,345	\$ 10,842		\$ 874,800	
Total Expenditures	\$ 1,721,642	\$ 1,655,923	\$ (65,719)	-4%	\$ 2,260,900	73%
Total Revenue Over (Under) Total Expenditures	\$ 130,388	\$ (176,656)	\$ (307,044)		\$ (126,400)	
Total Sewer Enterprise Fund Revenues are down 20% due to 72% decrease in Sewer Buy-in Fees due to decreased building activity. Sewer Service Fees are up 2%. Total expenditures are down 4%.						

Town of Chino Valley						
Revenue and Expense Summary						
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*						
	Actual Year to Date FY 2021-22	Actual Year to Date FY 2022-23	Net Change FY 2022-23 / FY 2021-22	% FY 2022-23/ FY 2021-22	Annual Budget FY 2022/23	% of Budget YTD
CAPITAL IMPROVEMENT FUND - General						
Sales Tax Revenue	\$ 1,892,250	\$ 2,185,821	\$ 293,571	16%	\$ 2,649,800	
Police Department Loan Funds	\$ 7,180,739	\$ -				
Misc. Capital Projects					\$ 2,000,000	
Transfer From General Fund		\$ 375,000			\$ 500,000	
Yavapai Drainage District					\$ 120,000	
Total Revenues	\$ 9,072,989	\$ 2,560,821	\$ (6,512,168)	-72%	\$ 5,269,800	49%
Yavapai Drainage District	\$ -		\$ -		\$ 120,000	
Police Building	\$ 2,096,089	\$ 3,162,649	\$ 1,066,560		\$ 4,700,000	
Capital Improvements	\$ 174,865	\$ 200,076	\$ 25,211		\$ 2,986,000	
Transfers	\$ 2,246,239	\$ 1,338,372	\$ (907,867)		\$ 1,784,500	
Total Expenditures	\$ 4,517,193	\$ 4,701,097	\$ 183,904	4%	\$ 9,590,500	49%
Total Revenue Over (Under) Total Expenditures	\$ 4,555,796	\$ (2,140,276)	\$ (6,696,072)		\$ (4,320,700)	
Capital Improvement Fund Tax Revenues are up 16% over last fiscal year. Expenditures are up 4% due primarily due to the construction of the new police department.						
CAPITAL IMPROVEMENT FUND - Roads						
OHM Land Sales	\$ -	\$ -	\$ -		\$ -	
Transfer From Capital Improvement	\$ 830,625	\$ -	\$ (830,625)		\$ -	
Transfer From General Fund	\$ 1,385,625	\$ 2,325,000	\$ 939,375		\$ 3,100,000	
Transfer From HURF	\$ 675,000	\$ 150,000	\$ (525,000)		\$ 200,000	
Total Revenues	\$ 2,891,250	\$ 2,475,000	\$ (416,250)	-14%	\$ 3,300,000	75%
Rodeo Drive @ OHM	\$ 1,437,879	\$ 381,643	\$ (1,056,236)		\$ -	
Road 2 North	\$ 677,803	\$ -	\$ (677,803)		\$ -	
Reconstruct Local Steets	\$ 65,400	\$ 81,995	\$ 16,595		\$ 500,000	
E Rd 1 S From St Rt 89			\$ -		\$ 2,000,000	
Total Expenditures	\$ 2,181,082	\$ 463,638	\$ (1,717,444)	-79%	\$ 2,500,000	19%
Total Revenue Over (Under) Total Expenditures	\$ 710,168	\$ 2,011,362	\$ 1,301,194		\$ 800,000	
The Capital Improvement Fund for Roads keeps track of major road projects to be completed each year. Funding is transferred into the fund from the General Fund and HURF Fund monthly.						

Town of Chino Valley						
Revenue and Expense Summary						
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*						
	Actual Year to Date FY 2021-22	Actual Year to Date FY 2022-23	Net Change FY 2022-23 / FY 2021-22	% FY 2022-23/ FY 2021-22	Annual Budget FY 2022/23	% of Budget YTD
CAPITAL IMPROVEMENT FUND - Water						
OHM Land Sales	\$ -	\$ -	\$ -		\$ 2,000,000	
Transfer From Capital Improvement	\$ 191,250	\$ -	\$ (191,250)		\$ -	
Transfer From Water Enterprise	\$ 75,000	\$ 75,000	\$ -		\$ 100,000	
Total Revenues	\$ 266,250	\$ 75,000	\$ (191,250)	-72%	\$ 2,100,000	4%
OHM Capital Projects			\$ -		\$ 2,000,000	
Backup Generator North Campus					\$ 46,000	
Backup Generator YC Well					\$ 49,000	
Paint Bright Star Well					\$ 27,000	
Equipment Polebarn					\$ 15,000	
New Fill Station		\$ 30,000	\$ 30,000		\$ 65,000	
Head Start Water Main Extension	\$ 10,000	\$ -	\$ (10,000)		\$ -	
Total Expenditures	\$ 10,000	\$ 30,000	\$ 20,000		\$ 2,202,000	1%
Total Revenue Over (Under) Total Expenditures	\$ 256,250	\$ 45,000	\$ (211,250)		\$ (102,000)	
The Capital Improvement Fund for Water keeps track of major water projects to be completed each year. Funding is transferred into the fund from the Water Enterprise Fund monthly.						
CAPITAL IMPROVEMENT FUND - Sewer						
WIFA Reserve and Replacement	\$ 270,138	\$ -	\$ (270,138)		\$ 400,000	
WIFA Loan Proceeds			\$ -		\$ 3,500,000	
Transfer From Sewer Enterprise	\$ 258,750	\$ 187,500	\$ (71,250)		\$ 250,000	
Total Revenues	\$ 528,888	\$ 187,500	\$ (341,388)	-65%	\$ 4,150,000	5%
WTP Equilization Basin	\$ 22,834	\$ 45,057	\$ 22,223		\$ 1,100,000	
New Building Aprons and Fence	\$ 56,872					
Turbine Blowers					\$ 250,000	
Equipment Pole Barn					\$ 15,000	
Rotomat Repair	\$ 25,190	\$ -	\$ (25,190)		\$ -	
Screw Press	\$ 244,948	\$ 63,179	\$ (181,769)		\$ 50,000	
Plant Expansion Engineering		\$ 3,616			\$ 900,000	
Total Expenditures	\$ 349,844	\$ 111,852	\$ (184,736)	-53%	\$ 2,315,000	5%
Total Revenue Over (Under) Total Expenditures	\$ 179,044	\$ 75,648	\$ (156,652)		\$ 1,835,000	
The Capital Improvement Fund for Sewer keeps track of major sewer projects to be completed each year. Funding is transferred into the fund monthly.						

Town of Chino Valley						
Revenue and Expense Summary						
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*						
	Actual Year to Date FY 2021-22	Actual Year to Date FY 2022-23	Net Change FY 2022-23 / FY 2021-22	% FY 2022-23/ FY 2021-22	Annual Budget FY 2022/23	% of Budget YTD
OTHER MINOR FUNDS						
Other Minor Funds -Revenues						
CDBG Grant		\$ 12,500	\$ 12,500		\$ 349,000	
Grants Fund	\$ 160,668	\$ 125,495	\$ (35,173)		\$ 3,500,000	
Special Revenue Fund Court	\$ 18,490	\$ 22,867	\$ 4,377		\$ 24,500	
Capital Asset Replacement	\$ 101,934	\$ 236,286	\$ 134,352		\$ 254,000	
Special Revenue Fund PD	\$ 8,545	\$ 8,600	\$ 55		\$ 12,000	
AZ Cares Fund Program	\$ -	\$ 750,000	\$ 750,000		\$ 1,485,000	
CVSLID Districts	\$ 2,503	\$ 2,450	\$ (53)		\$ 4,100	
Total Revenues	\$ 292,140	\$ 1,158,198	\$ 866,058	296%	\$ 5,628,600	21%
CDBG Grant		\$ 12,500	\$ 12,500		\$ 348,000	
Grants Funds	\$ 94,877	\$ 64,824	\$ (30,053)		\$ 3,500,000	
Special Revenue Fund - Court	\$ 19,643	\$ 13,394	\$ (6,249)		\$ 7,500	
Capital Replacement Fund	\$ 60,353	\$ 120,974	\$ 60,621		\$ 245,000	
Special Revenue Fund PD	\$ 2,310	\$ 2,010	\$ (300)		\$ 12,000	
Az Cares Fund Expenditures	\$ 56,784	\$ 1,124,432	\$ 1,067,648		\$ 5,400,000	
CVSLID Districts	\$ 2,916	\$ 2,696	\$ (220)		\$ 4,000	
Total Expenditures	\$ 236,883	\$ 1,340,830	\$ 1,103,947	466%	\$ 9,516,500	14%
Total Revenue Over (Under) Total Expenditures	\$ 55,257	\$ (182,632)	\$ (237,889)		\$ (3,887,900)	
TOTAL ALL FUNDS						
Total Revenue All Funds	\$ 26,698,990	\$ 21,831,279	\$ (4,867,711)	-18%	\$ 39,949,700	55%
Total Expenditures All Funds	\$ 19,411,503	\$ 21,343,188	\$ 1,984,941	10%	\$ 50,141,200	43%
Total Revenue Over (Under) Total Expenditures All Funds	\$ 7,287,487	\$ 488,091	\$ (6,852,652)		\$ (10,191,500)	
(1) Budget does not include Carryover Amounts from Prior Fiscal Years						
(2) Year to date amounts include actual expenditures paid to date.						

Contingency Funds Budget					
For the Nine Months Ending March 31, 2023, 75% of the Fiscal Year*					
	Actual Year to Date FY 2022-23	Annual Budget FY 2022-23			
General Fund Budget	\$ -	\$ 600,000			
Police Car Replacement	\$ 142,317				
Industrial Commission of AZ	\$ 34,720				
General Fund Balance	\$ 177,037	\$ 600,000			
HURF Fund Budget	\$ -	\$ 60,000			
Water Fund Budget	\$ -	\$ 40,000			
Sewer Fund Budget	\$ -	\$ 75,000			
Total Contingency Fund	\$ -	\$ 775,000			
Town of Chino Valley					
Annual Debt Service Summary By Fund					
Fiscal Year Ended June 30, 2023					
Debt Issue	Date Issued	Original Amount	Outstanding Amount as of June 30, 2022	FY 2023 Principal	FY 2023 Interest
General Government					
Refunding Obligations 2021	11/10/2021	\$ 7,023,845	\$ 7,023,845	\$ 702,385	\$ 316,074
Police Department 2021	11/10/2021	\$ 6,155,000	\$ 6,155,000	\$ 125,000	\$ 238,450
		\$ 13,178,845	\$ 13,178,845	\$ 827,385	\$ 554,524
Water Enterprise Fund					
Refunding Obligations 2021	11/10/2021	\$ 226,154	\$ 226,154	\$ 22,615	\$ 10,177
Sewer Enterprise Fund					
WIFA 2007	1/10/2007	\$ 1,580,000	\$ 497,884	\$ 94,225	\$ 11,130
WIFA 2008	1/11/2008	\$ 4,853,000	\$ 1,893,207	\$ 294,055	\$ 45,000
WIFA 2014	12/30/2014	\$ 2,963,671	\$ 2,057,503	\$ 140,068	\$ 38,540
WIFA 2015	11/23/2015	\$ 4,259,646	\$ 3,434,659	\$ 157,376	\$ 76,820
WIFA 2017	2/27/2017	\$ 292,659	\$ 234,228	\$ 12,192	\$ 5,364
		\$ 13,948,976	\$ 8,117,481	\$ 697,916	\$ 176,854
Total Town of Chino Valley Debt		\$ 27,353,975	\$ 21,522,480	\$ 1,547,916	\$ 741,555



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting 2023

5. d.

Meeting Date: 05/09/2023
Contact Person: Terri Denemy, Assistant to the Town Manager
 Phone: 928-636-2646 x-1301
Department: Town Manager
Estimated length of staff presentation: None
Physical location of item: 2125 Old Home Manor Dr, Chino Valley Arizona

AGENDA ITEM TITLE:

Consideration and possible action to authorize the Town Manager to sign the written authorization for Ichor Airsoft, LLC to erect additional buildings on site as required in the Lease Agreement.

RECOMMENDED ACTION:

Authorize the Town Manager to sign the written authorization for Ichor Airsoft, LLC to erect additional buildings on site as required in the Lease Agreement.

SITUATION AND ANALYSIS:

On August 24, 2021, Council approved a Ground Lease between the Town of Chino Valley and Ichor Airsoft, LLC for 36.72 acres of land at Old Home Manor with an initial one-year term and the option of two successive one-year renewal periods for the construction and operations of outdoor arenas. On September 13, 2022, Council approved a first amendment to modify the lease language to allow Ichor Airsoft to install more permanent barriers and field features to provide a heightened and more marketable experience for its clients. This would allow the tenant to optimize the arena, thereby increasing its customer traffic which will in turn be of benefit to the Town.

Ichor Airsoft's retail operation, The Airsoft Store, is currently located in Prescott Valley, Arizona. The tenant desires to consolidate and move their retail operations to the Chino Valley arena site. In order to do so, the tenant would need to erect one or two "shed" type structures on the site. The expanded operations are consistent with the terms of the lease, but the lease language requires the "Landlord's prior written consent" for additional permanent building improvements. Any new buildings will be required to go through the normal permitting process and abide by any other applicable codes or regulations.

Staff believes that the airsoft arena is an asset to the Town. Moving the Airsoft retail store to Chino Valley will not only make the arena more attractive to users and expand their traffic, but it will also allow the Town to capture the sales tax revenue. For these reasons, staff recommends that Council authorize the Town Manager to sign the written authorization for Ichor Airsoft, LLC to erect additional buildings on site.

Fiscal Impact

Fiscal Impact?: No

If Yes, Budget Code:

Available:

Funding Source:

Attachments

Ichor Airsoft Written Authorization



CHINO VALLEY
A R I Z O N A

Cindy Blackmore
Town Manager
CBlackmore@chinoaz.net

Crystal Patton
Ichor Airsoft, LLC
(928)772-5569
huntress@ichorairsoft.com

Re: Consent to Additional Building

I write to you on behalf of the Town of Chino Valley, Arizona, in its capacity as the owner and landlord of the approximately 36.72 acres of land described and depicted on Exhibit B to the Ground Lease entered into between us on August 24, 2021, and amended on September 13, 2022 (the "Premises").

I understand you intend to relocate the Ichor Airsoft retail store from its current location in Prescott Valley to the Premises, bringing all your airsoft retail operations together in one convenient location. Although Section 4.1 of the Ground Lease permits such use, provided you comply with all applicable laws, regulations, and codes, acquire necessary insurance and permits, and adhere to any other requirements outlined in the Ground Lease, your long-term operations require additional buildings.

Pursuant to Section 16.2.1 of the Ground Lease, you have requested the Town's consent to construct additional buildings on the Premises. Accordingly, the Town consents to your building two additional buildings on the Premises, provided you obtain all necessary permits, approvals, and authorizations before commencing construction; you are responsible for all costs and expenses associated with constructing the buildings; and you ensure that the construction complies with all applicable laws, regulations, codes, and any specific requirements outlined in the Ground Lease.

This consent is granted solely for the purposes outlined above. It does not constitute a waiver of any terms or conditions of the Ground Lease, nor does it amend, modify, or otherwise alter the Ground Lease in any way.

Please sign this letter below and return it to me. Do not hesitate to contact me with any questions.

Sincerely,

Cindy Blackmore, Town Manager

Tenant: By signing below, I, Crystal Patton, acknowledge and agree to comply with the conditions set forth herein.

Crystal Patton, Partner/Owner



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting 2023

5. e.

Meeting Date: 05/09/2023
Contact Person: Spencer Guest, IT Manager
 Phone: 928-636-2646 x-1215
Department: Finance
Estimated length of staff presentation: None
Physical location of item: N/A

AGENDA ITEM TITLE:

Consideration and possible action to approve a revised Cooperative Purchasing Agreement with Dahill Office Technology Corporation dba Xerox Business Solution Southwest to provide copiers, supplies, equipment, and service for 60 months for \$96,989.40.

RECOMMENDED ACTION:

Approve the revised Cooperative Purchasing Agreement with Dahill Office Technology Corporation dba Xerox Business Solution Southwest to provide copiers, supplies, equipment, and service for 60 months for \$96,989.40.

SITUATION AND ANALYSIS:

During the March 14th Regular meeting the Chino Valley Town Council approved a cooperative purchasing agreement with Dahill Office Technology Corporation dba Xerox Business Solution Southwest (XBSS) to provide copiers, supplies, equipment, and service for 60 months for \$96,989.40. After the agreement had been finalized, Xerox Business Solutions discovered they had supplied an incorrect document related to the cost per image section of the agreement. Specifically there were differences with the Terms and Conditions as they apply to state and local government organizations. MIS staff has requested the proper agreement document be re-approved by Council and signed to supplant the incorrect agreement that was previously provided.

Fiscal Impact

Fiscal Impact?: 96989.40
If Yes, Budget Code:
Available:
Funding Source:
 Various Departmental Line Items

Attachments

Revised AGR Xerox (Dahill) - 60-Month Lease and Managed Services (Copiers)

**COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF CHINO VALLEY
AND
DAHILL OFFICE TECHNOLOGY CORPORATION
DBA XEROX BUSINESS SOLUTIONS SOUTHWEST**

THIS COOPERATIVE PURCHASING AGREEMENT (this “Agreement”) is entered into as of May 9th, 2023, between the Town of Chino Valley, an Arizona municipal corporation (the “Town”), and Dahill Office Technology Corporation, a Texas corporation dba Xerox Business Solutions Southwest (the “Vendor”).

RECITALS

A. After a competitive procurement process, the Purchasing Association of Cooperative Entities (“PACE”) entered into PACE Purchasing Cooperative Sealed Proposal No. P00230 Copier Supplies, Equipment & Connectivity, award letter dated December 16, 2021 (the “PACE Contract”), for the purchase of copier supplies, equipment, and connectivity. A copy of the PACE Contract is attached hereto as Exhibit A and incorporated herein by reference to the extent not inconsistent with this Agreement.

B. The Town is permitted to purchase such equipment and services under the PACE Contract, at its discretion and with the agreement of the awarded Vendor.

C. The Town and the Vendor desire to enter into this Agreement for the purpose of (i) acknowledging their cooperative contractual relationship under the PACE Contract and this Agreement, (ii) establishing the terms and conditions by which the Vendor may provide the Town with the copiers, equipment, connectivity, and ongoing maintenance and supplies identified in Section 2 below (the “Equipment and Services”), and (iii) setting the maximum aggregate amount to be expended pursuant to this Agreement related to the Equipment and Services.

AGREEMENT

NOW, THEREFORE, in consideration of the foregoing introduction and recitals, which are incorporated herein by reference, the following mutual covenants and conditions, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Town and the Vendor hereby agree as follows:

1. Term of Agreement. This Agreement shall be effective as of the date first set forth above and shall remain in full force and effect for 60 months from the date the Town accepts the Equipment and Services per Section 3 below (the “Term”) unless terminated as otherwise provided in this Agreement or the PACE Contract. The terms and conditions of the PACE Contract incorporated herein shall survive the termination or expiration thereof.

2. Scope of Work; Terms, Conditions, and Specifications. The Vendor shall provide the Town the Equipment and Services as more particularly set forth in the proposal (the “Scope of Work”) attached hereto as Exhibit B and incorporated herein by reference. The Vendor agrees to

comply with all the terms, conditions, and specifications set forth in the PACE Contract. Such terms, conditions, and specifications are specifically incorporated into and are an enforceable part of this Agreement, except to the extent superseded herein.

3. Inspection; Acceptance. All Equipment and Services are subject to final inspection and acceptance by the Town. Equipment failing to conform to the requirements of this Agreement and/or the PACE Contract will be held at the Vendor's risk and may be returned to the Vendor. If so returned, all costs are the responsibility of the Vendor. Upon discovery of non-conforming Equipment or Services, the Town may elect to do either of the following by written notice to the Vendor: (A) waive the non-conformance or (B) bring Equipment or Service into compliance and withhold the cost of same from any payments due to the Vendor.

4. Compensation. The Town shall pay the Vendor \$1,616.49 per month for a 60-month total amount not to exceed \$96,989.40 for Equipment and Services at the rates outlined in the Scope of Work.

5. Payments. The Town shall pay the Vendor upon delivery and acceptance of the Equipment and Services and upon submission and approval of the invoice(s). The invoice(s) shall (i) contain a reference to this Agreement and the PACE Contract and (ii) document the Equipment and Services delivered and accepted to date. Additionally, invoices submitted without referencing this Agreement and the PACE Contract will be subject to rejection and may be returned.

6. Safety Plan. The Vendor shall provide the Services in accordance with a safety plan that is compliant with Occupational Safety and Health Administration ("OSHA"), American National Standards Institute, and National Institute for Occupational Safety and Health standards. If, in the Vendor's sole determination, the Services to be provided do not require a safety plan, the Vendor shall notify the Town, in writing, describing the reasons a safety plan is unnecessary. The Town reserves the right to request a safety plan following such notification.

7. Records and Audit Rights. To ensure that the Vendor and its subcontractors are complying with the warranty under Section 8 below, the Vendor's and its subcontractors' books, records, correspondence, accounting procedures and practices, and any other supporting evidence relating to this Agreement, including the papers of any of the Vendor and its subcontractors' employees who perform any work or services pursuant to this Agreement (all of the foregoing hereinafter referred to as "Records"), shall be open to inspection and subject to audit and/or reproduction during normal working hours by the Town, to the extent necessary to adequately permit (i) evaluation and verification of any invoices, payments or claims based on the Vendor's and its subcontractors' actual costs (including direct and indirect costs and overhead allocations) incurred, or units expended directly in the performance of work under this Agreement and (ii) evaluation of the Vendor's and its subcontractors' compliance with the Arizona employer sanctions laws referenced in Section 8 below. To the extent necessary for the Town to audit Records as outlined in this Section, the Vendor and its subcontractors hereby waive any rights to keep such Records confidential. For the purpose of evaluating or verifying such actual or claimed costs or units expended, the Town shall have access to said Records, even if located at its subcontractors' facilities, from the effective date of this Agreement for the duration of the work and until three years after the date of final payment by the Town to the Vendor pursuant to this Agreement. The Vendor and its subcontractors shall provide the Town with adequate and

appropriate workspace so that the Town can conduct audits in compliance with the provisions of this Section. The Town shall give the Vendor or its subcontractors reasonable advance notice of intended audits. The Vendor shall require its subcontractors to comply with the provisions of this Section by insertion of the requirements hereof in any subcontract pursuant to this Agreement.

8. E-verify Requirements. To the extent applicable under ARIZ. REV. STAT. § 41-4401, the Vendor and its subcontractors warrant compliance with all federal immigration laws and regulations that relate to their employees and their compliance with the E-verify requirements under ARIZ. REV. STAT. § 23-214(A). The Vendor or its subcontractors' failure to comply with such warranty shall be deemed a material breach of this Agreement and may result in the termination of this Agreement by the Town.

9. Israel. To the extent ARIZ. REV. STAT. § 35-393 through § 35-393.03 are applicable, the parties hereby certify that they are not currently engaged in, and agree for the duration of this Agreement to not engage in, a "boycott" of goods or services from Israel, as that term is defined in ARIZ. REV. STAT. § 35-393.

10. Conflict of Interest. This Agreement may be canceled by the Town pursuant to ARIZ. REV. STAT. § 38-511.

11. Applicable Law; Venue. This Agreement shall be governed by the laws of the State of Arizona, and a suit pertaining to this Agreement may be brought only in courts in Yavapai County, Arizona.

12. Agreement Subject to Appropriation. The Town is obligated only to pay its obligations outlined in this Agreement as may lawfully be made from funds appropriated and budgeted for that purpose during the Town's then-current fiscal year. The Town's obligations under this Agreement are current expenses subject to the "budget law" and the unfettered legislative discretion of the Town concerning budgeted purposes and appropriation of funds. Should the Town elect not to appropriate and budget funds to pay its Agreement obligations, this Agreement shall be deemed terminated at the end of the then-current fiscal year term for which such funds were appropriated and budgeted for such purpose and the Town shall be relieved of any subsequent obligation under this Agreement. The parties agree that the Town has no obligation or duty of good faith to budget or appropriate the payment of the Town's obligations outlined in this Agreement in any budget in any fiscal year other than the fiscal year in which this Agreement is executed and delivered. The Town shall be the sole judge and authority in determining the availability of funds for its obligations under this Agreement. The Town shall keep the Vendor informed as to the availability of funds for this Agreement. The obligation of the Town to make any payment pursuant to this Agreement is not a general obligation or indebtedness of the Town. The Vendor hereby waives any and all rights to bring any claim against the Town from or relating in any way to the Town's termination of this Agreement pursuant to this section.

13. Conflicting Terms. In the event of any inconsistency, conflict, or ambiguity among the terms of this Agreement, including any amendments, the PACE Contract, the Scope of Work, and invoices, the documents shall govern in the order listed herein. Notwithstanding the foregoing, and in conformity with Section 2 above, unauthorized exceptions, conditions, limitations, or provisions in conflict with the terms of this Agreement or the PACE Contract (collectively, the

“Unauthorized Conditions”), other than the Town’s project-specific requirements, are expressly declared void and shall be of no force and effect. Acceptance by the Town of any invoice containing any such Unauthorized Conditions or failure to demand full compliance with the terms and conditions outlined in this Agreement or under the PACE Contract shall not alter such terms and conditions or relieve the Vendor from, nor be construed or deemed a waiver of, its requirements and obligations in the performance of this Agreement

14. Rights and Privileges. To the extent provided under the PACE Contract, the Town shall be afforded all of the rights and privileges afforded to PACE and its PACE Purchasing Cooperative members, and, as used in the portions of the PACE Contract incorporated herein by reference, all references to PACE or its member shall mean the Town.

15. Indemnification; Insurance. In addition to and in no way limiting the provisions outlined in Section 14 above, the Town shall be afforded all of the insurance coverage and indemnifications afforded to PACE to the extent provided under the PACE Contract, and such insurance coverage and indemnifications shall inure and apply with equal effect to the Town under this Agreement including, but not limited to, the Vendor’s obligation to provide the indemnification and insurance. In any event, the Vendor shall indemnify, defend and hold harmless the Town and each council member, officer, employee, or agent thereof (the Town and any such person being herein called an “Indemnified Party”), for, from, and against any and all losses, claims, damages, liabilities, costs, and expenses (including, but not limited to, reasonable attorneys’ fees, court costs and the costs of appellate proceedings) to which any such Indemnified Party may become subject, under any theory of liability whatsoever (“Claims”), insofar as such Claims (or actions in respect thereof) relate to, arise out of, or are caused by or based upon the negligent acts, intentional misconduct, errors, mistakes or omissions, in connection with the work or services of the Vendor, its officers, employees, agents, or any tier of subcontractor in the performance of this Agreement.

16. Notices and Requests. Any notice or other communication required or permitted to be given under this Agreement shall be in writing and shall be deemed to have been duly given if (i) delivered to the party at the address set forth below, (ii) deposited in the U.S. Mail, registered or certified, return receipt requested, to the address set forth below or (iii) given to a recognized and reputable overnight delivery service, to the address set forth below:

If to the Town

Town of Chino Valley
202 North State Route 89
Chino Valley, Arizona 86323
Attn: Town Manager

With copy to:

GUST ROSENFELD P.L.C.
One East Washington Street, Suite 1600
Phoenix, Arizona 85004-2553
Attn: Andrew J. McGuire

If to Vendor:

Dahill Office Technology Corporation
dba Xerox Business Solutions Southwest
8200 IH 10 West, Suite 400
San Antonio, TX 78230
Attn: William E. Stall

or at such other address, and to the attention of such other person or officer, as any party may designate in writing by notice duly given pursuant to this subsection. Notices shall be deemed received (i) when delivered to the party, (ii) three business days after being placed in the U.S. Mail, properly addressed, with sufficient postage, or (iii) the following business day after being given to a recognized overnight delivery service, with the person giving the notice paying all required charges and instructing the delivery service to deliver on the following business day. If a copy of a notice is also given to a party's counsel or other recipient, the provisions above governing the date on which a notice is deemed to have been received by a party shall mean and refer to the date on which the party, and not its counsel or other recipient to which a copy of the notice may be sent, is deemed to have received the notice.

17. Forced Labor of Ethnic Uyghurs. To the extent applicable under ARIZ. REV. STAT. § 35-394, the Vendor warrants and certifies that it does not currently, and agrees for the duration of this Agreement that it will not use the forced labor, any goods or services produced by the forced labor, or any contractors, subcontractors, or suppliers that use the forced labor or any goods or services produced by the forced labor of ethnic Uyghurs in the People's Republic of China. If the Vendor becomes aware that it is not in compliance with this paragraph, the Vendor shall notify the Town of the noncompliance within five business days of becoming aware of it. If the Vendor fails to provide a written certification that the Vendor has remedied the noncompliance within 180 days after that, this Agreement shall terminate unless the termination date of this Agreement occurs before the end of the remedy, in which case this Agreement terminates on the contract termination date.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date and year first set forth above.

“Town”

TOWN OF CHINO VALLEY,
an Arizona municipal corporation

Jack W. Miller, Mayor

ATTEST:

Erin N. Deskins, Town Clerk

APPROVED AS TO FORM:

Andrew J. McGuire, Town Attorney
Gust Rosenfeld, PLC

“Vendor”

DAHILL OFFICE TECHNOLOGY
CORPORATION, a Texas corporation dba
Xerox Business Solution Southwest

By:_____

Name:_____

Title:_____

EXHIBIT A
TO
COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF CHINO VALLEY
AND
DAHILL OFFICE TECHNOLOGY CORPORATION
DBA XEROX BUSINESS SOLUTIONS SOUTHWEST

[PACE Contract]

See following pages.



1314 Hines Avenue
San Antonio, TX 78208

Ph: 210.370.5204
Fx: 877.418.6544

December 16, 2021

Dahill Office Technology Corporation dba Xerox Business Solution Southwest
Attn: William E. Stall
8200 IH 10 West, Suite 400
San Antonio, TX 78230

Dear William E. Stall:

The PACE Purchasing Cooperative is pleased to announce that Dahill Office Technology Corporation has been awarded the contract for the items or services listed below:

Bid

Vendor

P00230 Copier Supplies, Equipment & Connectivity

Dahill Office Technology Corporation

This contract is effective 1/1/2022 and will expire on 12/31/2023. The contract may be renewed, if mutually agreed to by PACE and Dahill Office Technology Corporation.

PACE would like to offer a fee reduction if annual sales reach the \$700,000 level in any calendar year. For the remainder of that calendar year, a one percent reduction in the rate will be accepted.

We expect PACE and Dahill Office Technology Corporation to build a strong relationship to assist in increasing the efficiency of our PACE cooperative members. Please feel free to contact me so that we can work together with your staff to insure that they can support the contract and the cooperative membership.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jim Metzger", with a long horizontal flourish extending to the right.

Jim Metzger

PACE, Purchasing Coordinator

PACE PURCHASING COOPERATIVE
SEALED Proposal # P00230
Copier Supplies, Equipment and Connectivity

Submitted: November 4th, 2021

PACE Purchasing Cooperative

Attn: Mr. Jim Metzger, Purchasing Coordinator
1314 Hines Avenue,
San Antonio, Texas 78208

Xerox Business Solutions Southwest

8200 IH 10 W #400
San Antonio, TX 78230
P(210)805-8200 F(210)805-9733



xerox™
Business Solutions Southwest

November 4, 2021

xerox™ Business Solutions Southwest

PACE Purchasing Cooperative
Attn: Jim Metzger, Purchasing Coordinator
1314 Hines Avenue,
San Antonio, Texas 78208

Bonnie Garza
VP, Strategic Accounts

Xerox Business Solutions Southwest
8200 IH 10 W #400
San Antonio, TX 78230

Dear Mr. Metzger,

If awarded, Xerox Business Solutions Southwest will use the PACE Co-op Copier Supplies, Equipment and Connectivity contract as one of its primary marketing vehicles for Copiers & MFD's to PACE Coop members and encourage other qualifying organizations to join and use the Coop programs and contracts.

XBS Southwest feels that it is in a unique position to dovetail this opportunity with the award of Proposal #P00230 Copier Supplies, Equipment and Connectivity to leverage real value to the PACE Coop members. We feel we can offer the members total document infrastructure solutions that can optimize both existing assets and bring new solutions to enhance the members technology needs.

XBS Southwest uses its 360 Evaluation Process to help our clients understand the costs associated with the management and operation of their document infrastructure. We have included our response to the process we use to assist our clients in managing these costs and planning for future needs.

On behalf of the entire XBS Southwest Team, we appreciate your consideration of this proposal and look forward to your comments.

Sincerely,

Bonnie Garza
VP, Strategic Accounts

PACE Purchasing Cooperative

SEALED Proposal #P00230
Copier Supplies, Equipment and Connectivity

Tab 1: Strategy and Capability

Tab 2: Company History

Tab 3: Financials

Tab 4: PACE Purchasing Coop Catalog

Tab 5: Terms of Payment & Required Documents

Tab 1: Strategy and Capability

Strategy & Capability - Marketing

XBS Southwest has twelve full time dedicated government sales representatives and an additional 120 sales representatives in the state of Texas. XBS Southwest will provide printed material listing the items available through this contract, in addition provide meeting with sales representatives to continue this contract.

XBS Southwest will mail all state agencies a copy of the PACE contract. We will follow up with a phone call and attempt to set appointments with each agency. We will also let PACE members know that the XBS SW website will have a link for them to request an order to be placed as well as order service and supplies. PACE members will have an assigned sales representative. The customers can have onsite help for ordering equipment or software from trained sales and IT representatives.

XBS Southwest will continue to be involved in PACE tradeshow. We will be able to run current specials at some of the tradeshow. The PACE contract would be a greay way to get current customers to connect their copiers to the network and allow them to begin tracking usage and saving money.

Strategy & Capability - New Members

Through key staff, XBS Southwest will actively market the PACE contract to all of the members in the regions that we have chosen to support. We look forward to further developing these existing relationships with the positive award of this contract.

XBS Southwest's Geographical reach allows for additional customer relationship to be built, many of which will utilize the PACE contract. All XBS Southwest sales locations include:

San Antonio: 8200 IH-10 West, Suite 400, San Antonio, Texas 78230

Austin: 901 South Mopac Expressway, Building 2, Suite # 595, Austin, Texas 78746

Houston: 2100 West Loop South, Suite # 1300, Houston, Texas 77027

Dallas: 820 West Sandy Lake Rd, Suite # 100, Coppel, Texas 75059

Arizona: 4320 East Cotton Center Blvd., Suite #100, Pheonix, Arizona 85040

Colorado: 6251 Greenwood Plaza Blvd., Suite #101, Greenwood Village, Colorado 80111

Oklahoma: 100 N Mustang Road, Building 100, Dock #1, Yukon, Oklahoma 73099

New Mexico: 8920 Adams NE, Suite B, Albuquerque, New Mexico 87113

All sales representatives at the above locations will have available PACE contract and associated materials to market to customers requesting or eligible for this contract.

Account Specialists:

Public Sector Specialist - Terrie Day

Phone: (602) 346-3085 Cell: (602) 412-7132

Email: terrie.day@xerox.com

Public Sector Specialist - Lori Lyons

Phone: (602) 346-3002 Cell: (480) 200-1718

Email: lori.lyons@xerox.com

Public Sector Specialist - Matthew Schmelzle

Phone: (602) 346-3057 Cell: (480) 266-9338

Email: matthew.schmelzle@xerox.com

Public Sector Specialist - Rachel Hoegger

Phone: (520) 989-3224 Cell: (520) 405-7946

Email: rachel.hoegger@xerox.com

Public Sector Specialist - Jeff Fry

Phone: (303) 968-2275 Cell: (303) 944-0248

Email: jeff.fry@xerox.com

Public Sector Specialist - Bryan Head

Phone: (303) 968-2293 Cell: (720) 236-5235

Email: bryan.head@xerox.com

Public Sector Specialist - Mike Cusinato

Phone: (303) 968-2261 Cell: (303) 547-8790

Email: mike.cusinato@xerox.com

Strategy & Capability - New Members

Account Specialists (continued):

Public Sector Specialist - Keith Harris

Phone: (713) 329-9909 Cell: (832) 541-2557

Email: keith.harris@xerox.com

Public Sector Specialist - Betty Rice

Phone: (512) 836-2100 Cell: (512) 791-9799

Email: betty.rice@xerox.com

Public Sector Specialist - Jessica Schrank

Phone: (512) 836-2100 Cell: (512) 573-1144

Email: jessica.schrank@xerox.com

Public Sector Specialist - Laura Jarrell

Phone: (210) 805-8200 Cell: (210) 744-2500

Email: laura.jarrell@xerox.com

Public Sector Specialist - Stephen Chervinskis

Phone: (210) 805-8200 Cell: (210) 859-0682

Email: stephen.chervinskis@xerox.com

Public Sector Specialist - David White

Phone: (713) 329-9909 Cell: (713) 387-9735

Email: david.white2@xerox.com

Public Sector Specialist - Kurt Gilbert

Phone: (713) 329-9909 Cell: (281) 772-2717

Email: kurt.gilbert@xerox.com

Public Sector Specialist - Jennifer Martin

Phone: (713) 329-9909 Cell: (832) 577-5631

Email: jen.martin@xerox.com

Public Sector Specialist - Kathy Cernosek

Phone: (713) 329-9909 Cell: (713) 471-7495

Email: kathy.cernosek@xerox.com

Public Sector Specialist - David Seltenreich

Phone: (405) 702-1915 Cell: (405) 245-3500

Email: david.seltenreich@xerox.com

Public Sector Specialist - Nannie Reinert

Phone: (972) 831-2026 Cell: (817) 229-9572

Email: nannie.reinert@xerox.com

Public Sector Specialist - Kelvin Gardner

Phone: (972) 831-2020 Cell: (214) 929-2050

Email: kelvin.gardner@xerox.com

Public Sector Specialist - Annette Lucero

Phone: (505) 798-3115 Cell: (505) 999-6554

Email: annette.lucero2@xerox.com

Approach Methodology

Project Framework

Approach Methodology

The Xerox Business Solutions Southwest 360° Assessment serves as a gateway to discovering new and better ways to work with technology and handle the flow of information. Through years of collecting hard evidence and constructing thousands of assessments, we have identified seven core areas that drive the alignment of all technology and business process initiatives.

- » *Understand Your Corporate Culture.* In-depth look at the key factors of corporate culture that can be used to confirm that business strategies align to specific objectives. Define project goals using the voice of the customer.
- » *Inventory Technology.* Measure key aspects of the current process. Snapshot of your current technology environment including the identification of underutilized, obsolete and redundant assets.
- » *Analyze Usage.* Collect relevant data for all technology devices and information workflow assets using our diagnostic application that captures data from both networked and non-networked assets.
- » *Capture Costs.* Understand the total cost of ownership with an in-depth review of both the direct and indirect costs associated with technology device and information workflow asset usage as well as ongoing maintenance.
- » *Review Workflow.* Analyze the data to investigate cause-and-effect relationships. Blueprints how information flows and identifies any bottlenecks or inefficiencies. Seek out root cause of the inefficiencies.
- » *Examine Processes.* A thorough examination of administrative functions including procurement and internal IT processes. Improve or optimize the current process to create a new future state process.
- » *Study Sustainability.*
 - Sustainable working practices help companies become more environmentally friendly by:
 - Lowering energy consumption
 - Lowering CO2 output and emissions for an improved carbon footprint
 - Reducing paper waste
 - Using less consumables
 - Remaining energy conscious
 - Proper disposal of retired technology
- » *Control.* Ensure that any deviations from the future state process are corrected to stay on target. Implement control systems and frequently monitor the process.

The Xerox Business Solutions Southwest 360 Assessment is built on actual data, not estimates or projections. We provide you with a roadmap for establishing critical metrics - so we can continuously monitor, manage and analyze results for ongoing improvements.

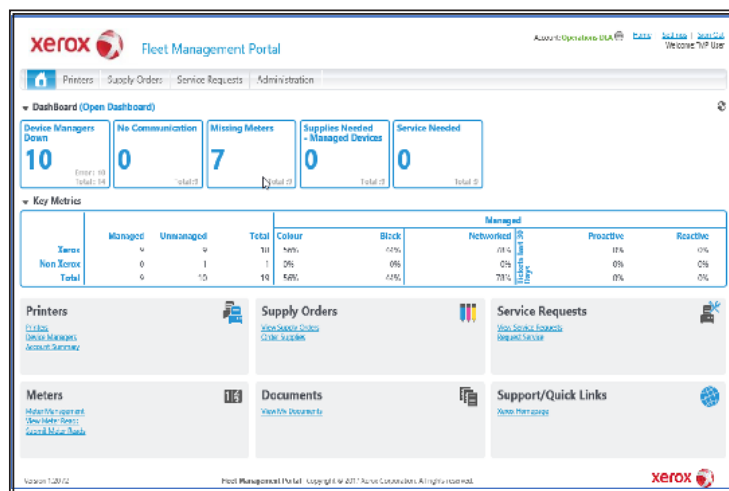


Fleet Management Portal

For operations managers who are accountable for ongoing fleet operations, the Fleet Management Portal and Dashboard offers critical insight.

Key Attributes:

- Turnkey setup and configuration
- Direct view into printer fleet in real-time
- Powerful printer & incidents grid
- Role segregation and configuration includes segregation by agent, customer and users
- Configurable and built-in panels
- Minimal administrative or management effort required
- Dashboard and the Account Key Metrics on homepage viewed at login (Partner)
- Multi-function drop down navigation bar
- Simplified Content panels
- Improved viewing across whatever devices you might be using to display the portal



Print Security Dashboard:

- Provide simple, easy-to-comprehend compliance results
- Take action on any non-compliant device or setting right from an interactive layer inside the dashboard, allowing for quick adjustments to any fleet
- Export any data so that it can be viewed outside of the application and brought into another format, such as Excel
- Provide a customer view of the dashboard in order to provide “proof” of compliance, without providing the ability to make any device changes; this access/view helps to prove that a fleet is in compliance with supporting real-time data

Fleet Management Dashboard:

- Authorized users can assess the health of the print infrastructure at any point in time
- Enter meter reads
- Request service
- Order supplies
- Quick links to other sites like Reporting and Documents (configurable)

Service Performance Dashboard:

- Drill down to any region in your fleet for a detailed view
- Review device availability, volume, and more
- Use real-time data to analyze uptime and usage, and justify new printer purchases, relocation, or consolidation

Device Monitoring Software

Embedded Device Management Software Provided Free of Charge:

Xerox Device Agent provides automated device meter reads, supplies, and status for effective management of your print devices. Proactive alert monitoring and remote problem resolution optimize your output environment for maximum uptime. This device management interface provides a dashboard view to key printer data and metrics at-a-glance, such as device model, IP address, serial number, device status, and primary toner and ink levels. Used with Xerox Services Manager, this powerful integration provides an industry benchmark service for your enterprise.

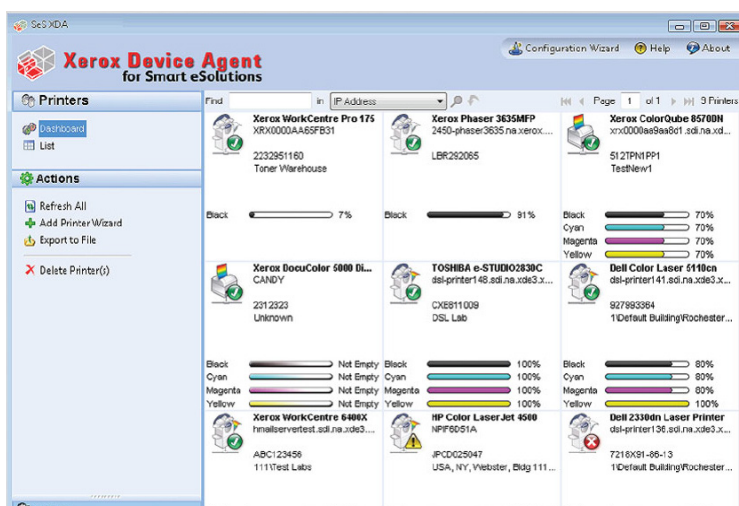
Vendor neutral view of print activity to networked devices enables accurate, timely and informed asset management decisions.

Supply and troubleshooting needs are quickly identified through alert features and dashboard views.
Seamless integration into your existing IT environment without additional software or third-party plug-ins.

Remote diagnostics and troubleshooting allow administrators to efficiently perform vital tasks from a remote site.

Key benefits:

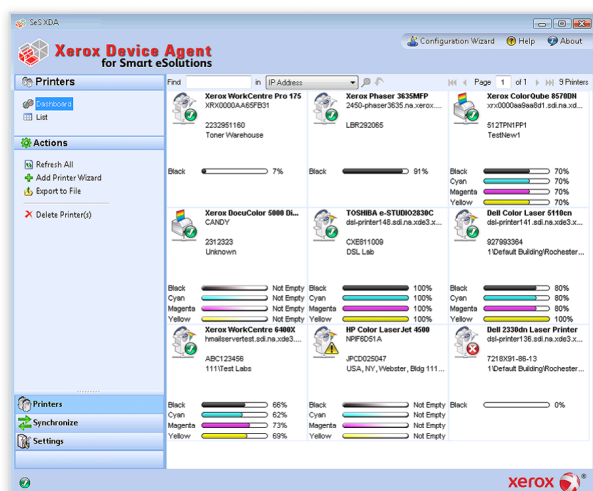
- Single solution available to download on a workstation or server
- Intuitive wizard-based installation and set up takes approximately 15 minutes
- Can detect up to 1,000 Xerox and non-Xerox devices
- Built in auto-reconnection that brings dropped-off devices back online
- Auto-discovery of newly installed devices
- Easy navigation to view and manage all networked devices
- Allows you to configure alert-message pop ups and emails
- Enables you to download device data into a single file extract
- Significantly improved connection reliability
- Works with products already registered via Device Direct method
- Automatic version upgrades available



Xerox® Device Agent for Smart eSolutions

The cutting-edge software that monitors your devices for you.

Introducing a new remote services tool that streamlines automated device monitoring, letting you focus on what really matters: running a successful business.



XDA provides you with easy features to view and monitor every connected device.

Included with your Full Service Maintenance Agreement, Xerox Device Agent (XDA) for Smart eSolutions is new client software that leverages Xerox Managed Print Services technology. This scaled-down version of the full software offering captures and sends precise device data used for accurate automated billing and supplies replenishment. Designed for maximum simplicity, XDA for Smart eSolutions is easy to install and provides the most complete application for automated device monitoring.

Key benefits:

- Single solution available to download on a workstation or server
- Intuitive wizard-based installation and set up takes approximately 15 minutes
- Can detect up to 1,000 Xerox and non-Xerox devices
- Built in auto-reconnection that brings dropped-off devices back online
- Auto-discovery of newly installed devices
- Easy navigation to view and manage all networked devices
- Allows you to configure alert-message pop ups and emails
- Enables you to download device data into a single file extract
- Significantly improved connection reliability
- Works with products already registered via Device Direct method
- Automatic version upgrades available

XDA for Smart eSolutions

Comparison table of technical specifications

Features	SeS*	XDA for SeS*	CWW**
General Application Information			
Local Windows® Client	✓	✓	
Locally Installed Web-based server: requires Internet Information Services (IIS) and SQL Server®			✓
Automatic Application Upgrade at Customer Site		✓	
Maximum Number of Devices per Installation	-100	1000	-3000
Operates without User Logged On		✓	✓
Supports Operation Disconnected from Server	✓		✓
Online Help		✓	
Device Discovery			
Simple Subnet Discovery	✓	✓	✓
Multi-vendor Device Discovery		✓	✓
Advanced Discovery Subnet Configuration (IP Sweep)		✓	✓
Exceptions/Exclusions List			✓
Advanced Discovery Modes			✓
Direct (Local) Printer Discovery (via Queues) with Single Account Credentials			✓
Active Directory® Printer Discovery			✓
Discover Devices on IP v6 Addresses		✓	✓
Device Monitoring Features			
Device Dashboard View for Less-experienced Users		✓	
Device List View Includes Grouping		✓	✓
Device List View Includes Sorting and Filtering		✓	✓
View Printer Status	✓	✓	✓
View Meters		✓	✓
View Supplies and Alerts		✓	✓
Easy Access to Printer Web Page		✓	✓
Static Built-in Groups		✓	✓
Dynamic Grouping			✓
Group Based Monitoring			✓
Local Pop-up Alerts	✓	✓	
Local E-mail Alerts		✓	✓

* Smart eSolutions Windows client (previous version)

** CentreWare® Web

Features	SeS*	XDA for SeS*	CWW**
Remote Management			
Connectivity/Meter/Supplies Submission	✓	✓	✓
Device Status Submission		✓	
Administrator/User Information Submission		✓	
Technologies Supported / Required			
Windows® XP and Vista® (32-bit)	✓	✓	✓
Windows® XP and Vista® (64-bit)		✓	✓
Windows® 2003 (32-bit)	✓	✓	✓
Windows® 2003 (64-bit)		✓	✓
Windows® 2008 (32-bit and 64-bit)		✓	✓
Windows 2000	✓		
Windows® 7		✓	✓
Windows® Server 2008 R2		✓	✓
Minimally Requires Microsoft .Net 2.0	✓		
Minimally Requires Microsoft .Net 3.5		✓	✓
Internet Explorer (Version 6, 7 and 8)			✓
Languages Available			
Dutch		✓	
English	✓	✓	✓
French	✓	✓	✓
German	✓	✓	✓
Italian	✓	✓	✓
Japanese		✓	
Polish		✓	
Portuguese	✓	✓	✓
Russian		✓	
Spanish	✓	✓	✓

To learn more about XDA for Smart eSolutions and how easy it is to install, visit www.xerox.com/smarteresolutions

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Value Added Information

Value Added Services

The following section represents additional value-add offerings that are out of the scope of this project. Please note that the inclusion of any of these tasks in the project scope will require a written approval by the client sponsor and additional cost and schedule changes will be assessed and added to the project budget and timeline.

Value Added Services

In addition to our core business, Xerox Business Solutions Southwest carries additional products that bring additional value to our customers under one vendor.

The following is a list of our current strategic partners:

- Xerox Workplace Suite
- Xerox Workplace Cloud
- XMPie
- Kofax (Equitrac, Ecopy, Scan to EMR)
- Elactec (HID, Magnetic Strip Card Readers)
- ABBYY Advanced Image and Data Scraping (EOB Capture)
- PaperCut (Output Management Software)
- FM Audit (Meter collection and auto supply replenishment)
- SageCom (Xmedius fax server)
- Xerox DocuShare Flex (Document Management Software)
- Spiral Binding (Cutters, trimmers, drills, folders, etc.)
- EFI (Fiery, Digital Store Front Web-to-Print)
- Avanti (Web-to-Print, costing)
- Newline (Interactive White Boards)
- Epson (Specialty & wide format printers)
- KIP (Wide format plotters)
- Brother (Printers & MFPs)
- LMI (Non-OEM toner cartridges)
- MBM Shredders
- Unibind Binding Equipment
- Print Relief
- FP Postage, mailing, meters
- ACDI (coin-op, bill and charge solutions)

Additional Services we Provide

- Managed IT Services
- Variable Data Marketing
- Transactional Statement Printing
- Facilities Management support services
- Turnkey mail and copy centers



Managed Print Services Options

XBS Southwest utilizes the 'XBS Southwest 360 Program' as a complete print management program for fleet or printing devices. From Electronic monitoring, supply ordering and a full in-house specialized process to keep Businesses printing cost effectively and with maximum uptime, the XBS Southwest 360 Print Program may be customized to fit any members needs. At XBS Southwest, we have empowered every one of our sales Representatives with the tools necessary to perform an analysis and efficiently sell based on Member/ customer needs an effective print program.

The XBS Southwest 360 Managed Print Services program offers a full set of services and tolls to help manage a fleet effortlessly:

- **Monthly Budgetable Printer Expense**– XBS Southwest helps you gain control of your toner, supplies and services expenses tied to your desktop printers.
- **Extend the lifetime of your assets**– With strategic printer placement recommendations, printer support and printer service, XBS Southwest will help extend the life of your current printer fleet.
- **Maximize your current infrastructure**– After a full assessment, XBS Southwest will recommend solutions to increase productivity and right size your office equipment.
- **Quarterly Business Reviews**– Quarterly business meetings are scheduled to review customers account over the past quarter.

XBS Southwest offers a wide variety of print solutions. Whether it is taking over existing printer or placing new equipment in the filed, XBS Southwest has a solution for you:

- **Remote Location Support**– XBS Southwest can provide printers all over the US
- **Current Equipment Support**– XBS Southwest can support a wide variety of printer manufacturers and models.
- **All Inclusive Print Program**– Customer only pays for the service for the printer. Printer is provided by XBS Southwest. Never pay for a Printer again.

Tab 2: Company History

Company Information/Vendor Profile

Official registered Name (Corporate, D.B.A., Partnership, etc.), Dun & Bradstreet Number, Primary and secondary SIC numbers, principal place of business, main telephone number, toll-free numbers, and facsimile numbers.

Dahill Office Technology Corporation dba Xerox Business Solutions Southwest**Wholly Owned Subsidiary of Xerox Corporation****D&B #: 121506281****SIC #: 7359****NAICS: 532420****Number of Employees: 551****Headquarters: 8200 IH-10 West, Ste. 400****San Antonio, TX 78230****Main Phone: (210)805-8200****Parent Company: Xerox****Total Employees: 10,000**

Key contact authorized to respond to questions regarding this proposal and contract negotiation:

Bonnie Garza**VP, Strategic Accounts****Main Phone: (210)805-8200****Email: bonnie.garza@xerox.com**

Servicing Xerox Business Solutions Southwest Branch

8200 IH 10 W #400**San Antonio, TX 78230**

Confidential and Proprietary

Company Information

At Xerox Business Solutions Southwest, we partner with our customers to provide a long-term strategy for document technology, services and software for graphic communicating and office printing environments of any size. Our experts will help you capture costs, analyze usage and review workflow processes leveraging today's technology to determine the most efficient and cost effective solution for your individual needs.

Faster. Smarter. Greener. We offer a comprehensive solution that includes MFP integration, Managed Print Services, Production Printing, Document Management, Business Process Automation and Professional Services. From design to implementation to after sales support, our innovative approach provides process improvements that will keep you aligned with your business strategies.

As a Xerox company, Xerox Business Solutions Southwest provides your business with the resources and credibility of the world's leading enterprise for business process and document management with the agility and leadership of a locally managed company. Whether your business is local or nationwide, Xerox Business Solutions Southwest can be your single-source provider for every facet of document workflow.

- **Nationwide Resources:** As a Xerox Company, Xerox Business Solutions Southwest can provide unsurpassed first-party nationwide service. We centrally manage fleet reporting, escalation procedures, coverage and guaranteed rates.
- **Local Accountability:** Our local management staff is empowered by our company President to make crucial decisions to better serve our customers' needs in a timely manner.
- **Local Inventory:** Each Xerox Business Solutions Southwest branch location is equipped with on-site parts and supplies providing faster access and greater resources to our service technicians.
- **Competency:** Because we are locally operated, our staff understands the regional dynamics that impact our customers differently. We have the ability to make decisions in the best interest of our customers.
- **Local Billing:** We provide local billing that customize invoices, answer questions and resolve issues to provide a better customer experience.
- **Experience:** As the largest Office Technology Company headquartered in Texas, we are the leader in the transition for new hardware and software trends. We deliver solutions addressing a broad range of document requirements to our customers. We are setting new standards for workflow solutions.
- **Consistency:** We treat our customers as long term business partners. Our Business Review meetings keep us in touch with our clients to ensure that we are performing at the highest possible level of support.

Xerox Business Solutions Southwest's proven leadership is your assurance of powerful results

Company Facts

- Largest Office Technology company head quartered in Texas
- Servicing Texas and Oklahoma, as well as New Mexico, Colorado, Arizona and Wyoming
- Xerox Business Solutions Southwest provides service for over 1 Billion impressions/month
- Xerox Business Solutions Southwest Managed Print Services manages over 44 million prints per month
- 52,000 customers in Texas, Oklahoma, New Mexico, Colorado, Arizona and Wyoming
- \$4 million in local parts and supplies inventory

For over 30 years, XBS Southwest has provided superior document management hardware and software solutions to businesses throughout the Central Region. Headquartered in San Antonio, XBS Southwest represents the industry's leading document imaging companies offering a range of products. Our product portfolio includes Xerox MFP's and printers, Brother MFPs and Printers, Riso duplicators and high speed ink jet printers, KIP and Epson wide format printers, Sharp Interactive White Boards, Newline Smart Boards and other Technology Solutions.

xerox™

Business Solutions Southwest

Historical Information

- XBS Southwest was formed as Dahill Industries in 1987 in Texas. Selling and servicing the Sharp line of products, it quickly developed a strong reputation for knowing their customers, and their customers' needs through strong local management and staff. Dahill continued to expand and operate profitably. In 1999, Dahill was acquired by Global Imaging Systems (GISX), a leading provider of office technology solutions.
- At the time Global Imaging Systems was the fastest growing and most profitable publicly traded company in the office automation industry.
- Dahill was/is the largest Texas headquartered office equipment and solution provider in the state with 16 offices and over 50,000 machines in the field.
- Dahill was the Largest Sharp dealer in the United States and the second largest Konica Minolta dealer in the US. Dahill received the highest honors from both manufacturers for consistent service excellence.
- Dahill was selected to service over 1,500 machines on Texas based military bases.

Acquired by Xerox Corporation in May 2007

- Xerox acquired Global Imaging Systems for \$1.5 billion.
- The acquisition strengthened Xerox's distribution expansion strategy, increasing Xerox's small to mid-size businesses (SMB) by 50%.
- Added 200,000 new customers to Xerox that were currently served by Global Imaging.
- Dahill is a wholly owned subsidiary of Xerox Corporation, a \$22 billion company.
- Xerox is the world's leading Document Imaging and Document Management technology enterprise.

Company Values:

Since our inception, we have operated under the guidance of six core values:

- We behave responsibly as a corporate citizen
- We succeed through satisfied customers
- We deliver quality and excellence in all we do.
- We require premium return on assets.
- We use technology to develop market leadership.
- We value our employees.

XBS Southwest ensures that the above values are the forefront of all business actions by ensuring customer satisfaction, improving processes, committing to our goals and providing innovative ways to achieve them.

Tab 3: Financials

Xerox Holdings Corporation

Consolidated Statements of Income

(in millions, except per-share data)	Year Ended December 31,		
	2020	2019	2018
Revenues			
Sales	\$ 2,449	\$ 3,227	\$ 3,454
Services, maintenance and rentals	4,347	5,595	5,940
Financing	226	244	268
Total Revenues	7,022	9,066	9,662
Costs and Expenses			
Cost of sales	1,742	2,097	2,188
Cost of services, maintenance and rentals	2,533	3,188	3,473
Cost of financing	121	131	132
Research, development and engineering expenses	311	373	397
Selling, administrative and general expenses	1,851	2,085	2,379
Restructuring and related costs, net	93	229	157
Amortization of intangible assets	56	45	48
Transaction and related costs, net	18	12	68
Other expenses, net	45	84	271
Total Costs and Expenses	6,770	8,244	9,113
Income before Income Taxes and Equity Income	252	822	549
Income tax expense	64	179	247
Equity in net income of unconsolidated affiliates	4	8	8
Income from Continuing Operations	192	651	310
Income from discontinued operations, net of tax	—	710	64
Net Income	192	1,361	374
Less: Income from continuing operations attributable to noncontrolling interests	—	3	4
Less: Income from discontinued operations attributable to noncontrolling interests	—	5	9
Net Income Attributable to Xerox Holdings	\$ 192	\$ 1,353	\$ 361
Amounts attributable to Xerox Holdings:			
Income from continuing operations	\$ 192	\$ 648	\$ 306
Income from discontinued operations	—	705	55
Net Income Attributable to Xerox Holdings	\$ 192	\$ 1,353	\$ 361
Basic Earnings per Share:			
Continuing operations	\$ 0.85	\$ 2.86	\$ 1.17
Discontinued operations	—	3.17	0.23
Total Basic Earnings per Share	\$ 0.85	\$ 6.03	\$ 1.40
Diluted Earnings per Share:			
Continuing operations	\$ 0.84	\$ 2.78	\$ 1.16
Discontinued operations	—	3.02	0.22
Diluted Earnings per Share	\$ 0.84	\$ 5.80	\$ 1.38

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Holdings Corporation

Consolidated Statements of Comprehensive Income

(in millions)	Year Ended December 31,		
	2020	2019	2018
Net Income	\$ 192	\$ 1,361	\$ 374
Less: Income from continuing operations attributable to noncontrolling interests	—	3	4
Less: Income from discontinued operations attributable to noncontrolling interests	—	5	9
Net Income Attributable to Xerox Holdings	\$ 192	\$ 1,353	\$ 361
Other Comprehensive Income (Loss), Net⁽¹⁾			
Translation adjustments, net	\$ 241	\$ 62	\$ (242)
Unrealized gains (losses), net	4	(6)	16
Changes in defined benefit plans, net	69	(10)	409
Other Comprehensive Income, Net Attributable to Xerox Holdings	\$ 314	\$ 46	\$ 183
Comprehensive Income, Net	\$ 506	\$ 1,407	\$ 557
Less: Comprehensive income, net from continuing operations attributable to noncontrolling interests	—	3	4
Less: Comprehensive income, net from discontinued operations attributable to noncontrolling interests	—	5	9
Comprehensive Income, Net Attributable to Xerox Holdings	\$ 506	\$ 1,399	\$ 544

(1) Refer to Note 25 - Other Comprehensive Income (Loss) for gross components of Other Comprehensive Income, reclassification adjustments out of Accumulated Other Comprehensive Loss and related tax effects.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Holdings Corporation

Consolidated Balance Sheets

(in millions, except share data in thousands)	December 31,	
	2020	2019
Assets		
Cash and cash equivalents	\$ 2,625	\$ 2,740
Accounts receivable (net of allowance of \$69 and \$55, respectively) ⁽¹⁾	883	1,236
Billed portion of finance receivables (net of allowance of \$4 and \$3, respectively) ⁽¹⁾	99	111
Finance receivables, net	1,082	1,158
Inventories	843	694
Other current assets	251	201
Total current assets	5,783	6,140
Finance receivables due after one year (net of allowance of \$129 and \$86, respectively) ⁽¹⁾	1,984	2,082
Equipment on operating leases, net	296	364
Land, buildings and equipment, net	407	426
Intangible assets, net	237	199
Goodwill	4,071	3,900
Deferred tax assets	508	598
Other long-term assets	1,455	1,338
Total Assets	\$ 14,741	\$ 15,047
Liabilities and Equity		
Short-term debt and current portion of long-term debt	\$ 394	\$ 1,049
Accounts payable	983	1,053
Accrued compensation and benefits costs	261	349
Accrued expenses and other current liabilities	840	984
Total current liabilities	2,478	3,435
Long-term debt	4,050	3,233
Pension and other benefit liabilities	1,566	1,707
Post-retirement medical benefits	340	352
Other long-term liabilities	497	512
Total Liabilities	8,931	9,239
Commitments and Contingencies (See Note 21)		
Convertible Preferred Stock	214	214
Common stock	198	215
Additional paid-in capital	2,445	2,782
Treasury stock, at cost	—	(76)
Retained earnings	6,281	6,312
Accumulated other comprehensive loss	(3,332)	(3,646)
Xerox Holdings shareholders' equity	5,592	5,587
Noncontrolling interests	4	7
Total Equity	5,596	5,594
Total Liabilities and Equity	\$ 14,741	\$ 15,047
Shares of common stock issued	198,386	214,621
Treasury stock	—	(2,031)
Shares of Common Stock Outstanding	198,386	212,590

(1) Allowances at December 31, 2020 determined in accordance with ASU 2016-13 adopted effective January 1, 2020. Refer to Notes 1, 7 and 8 for additional information.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Holdings Corporation

Consolidated Statements of Cash Flows

(in millions)	Year Ended December 31,		
	2020	2019	2018
Cash Flows from Operating Activities			
Net income	\$ 192	\$ 1,361	\$ 374
Income from discontinued operations, net of tax	—	(710)	(64)
Income from continuing operations	192	651	310
Adjustments required to reconcile Net income to Cash flows from operating activities			
Depreciation and amortization	368	430	526
Provisions	147	73	70
Deferred tax expense	34	124	135
Net gain on sales of businesses and assets	(30)	(21)	(35)
Stock-based compensation	42	50	57
Restructuring and asset impairment charges	87	127	156
Payments for restructurings	(81)	(93)	(169)
Defined benefit pension cost	58	109	175
Contributions to defined benefit pension plans	(139)	(141)	(144)
Decrease in accounts receivable and billed portion of finance receivables	369	10	31
(Increase) decrease in inventories	(134)	109	17
Increase in equipment on operating leases	(118)	(153)	(248)
Decrease in finance receivables	183	101	166
Decrease (increase) in other current and long-term assets	8	(14)	29
(Decrease) increase in accounts payable	(123)	(47)	1
Decrease in accrued compensation	(189)	(94)	(111)
(Decrease) increase in other current and long-term liabilities	(165)	40	52
Net change in income tax assets and liabilities	(2)	(34)	41
Net change in derivative assets and liabilities	1	11	(14)
Other operating, net	40	6	37
Net cash provided by operating activities of continuing operations	548	1,244	1,082
Net cash provided by operating activities of discontinued operations	—	89	58
Net cash provided by operating activities	548	1,333	1,140
Cash Flows from Investing Activities			
Cost of additions to land, buildings, equipment and software	(74)	(65)	(90)
Proceeds from sales of businesses and assets	30	21	59
Acquisitions, net of cash acquired	(203)	(42)	—
Other investing, net	1	1	2
Net cash used in investing activities of continuing operations	(246)	(85)	(29)
Net cash provided by investing activities of discontinued operations	—	2,233	—
Net cash (used in) provided by investing activities	(246)	2,148	(29)
Cash Flows from Financing Activities			
Net payments on short-term debt	—	—	(5)
Proceeds from issuance of long-term debt	2,359	10	9
Payments on long-term debt	(2,226)	(960)	(311)
Dividends	(230)	(243)	(269)
Payments to acquire treasury stock, including fees	(300)	(600)	(700)
Other financing, net	(19)	(41)	(25)
Net cash used in financing activities	(416)	(1,834)	(1,301)
Effect of exchange rate changes on cash, cash equivalents and restricted cash	10	—	(30)
(Decrease) increase in cash, cash equivalents and restricted cash	(104)	1,647	(220)
Cash, cash equivalents and restricted cash at beginning of year	2,795	1,148	1,368
Cash, Cash Equivalents and Restricted Cash at End of Year⁽¹⁾	\$ 2,691	\$ 2,795	\$ 1,148

(1) Balance at December 31, 2018 includes \$3 associated with discontinued operations.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Holdings Corporation

Consolidated Statements of Shareholders' Equity

(in millions)	Common Stock	Additional Paid-in Capital	Treasury Stock	Retained Earnings	AOCL ⁽¹⁾	Xerox Holdings Shareholders' Equity	Non- controlling Interests	Total Equity
Balance at December 31, 2017	\$ 255	\$ 3,893	\$ —	\$ 4,856	\$ (3,748)	\$ 5,256	\$ 37	\$ 5,293
Cumulative effect of change in accounting principles ⁽²⁾	—	—	—	120	—	120	—	120
Comprehensive income, net	—	—	—	361	183	544	13	557
Cash dividends declared-common ⁽³⁾	—	—	—	(251)	—	(251)	—	(251)
Cash dividends declared - preferred ⁽⁴⁾	—	—	—	(14)	—	(14)	—	(14)
Stock option and incentive plans, net	1	49	—	—	—	50	—	50
Payments to acquire treasury stock, including fees	—	—	(700)	—	—	(700)	—	(700)
Cancellation of treasury stock	(24)	(621)	645	—	—	—	—	—
Distributions to noncontrolling interests	—	—	—	—	—	—	(16)	(16)
Balance at December 31, 2018	\$ 232	\$ 3,321	\$ (55)	\$ 5,072	\$ (3,565)	\$ 5,005	\$ 34	\$ 5,039
Cumulative effect of change in accounting principle ⁽⁵⁾	—	—	—	127	(127)	—	—	—
Comprehensive income, net	—	—	—	1,353	46	1,399	8	1,407
Cash dividends declared-common ⁽³⁾	—	—	—	(226)	—	(226)	—	(226)
Cash dividends declared - preferred ⁽⁴⁾	—	—	—	(14)	—	(14)	—	(14)
Stock option and incentive plans, net	1	22	—	—	—	23	—	23
Payments to acquire treasury stock, including fees	—	—	(600)	—	—	(600)	—	(600)
Cancellation of treasury stock	(18)	(561)	579	—	—	—	—	—
Distributions to noncontrolling interests	—	—	—	—	—	—	(3)	(3)
Divestiture ⁽⁶⁾	—	—	—	—	—	—	(32)	(32)
Balance at December 31, 2019	\$ 215	\$ 2,782	\$ (76)	\$ 6,312	\$ (3,646)	\$ 5,587	\$ 7	\$ 5,594
Comprehensive income, net	—	—	—	192	314	506	—	506
Cash dividends declared-common ⁽³⁾	—	—	—	(209)	—	(209)	—	(209)
Cash dividends declared - preferred ⁽⁴⁾	—	—	—	(14)	—	(14)	—	(14)
Stock option and incentive plans, net	1	21	—	—	—	22	—	22
Payments to acquire treasury stock, including fees	—	—	(300)	—	—	(300)	—	(300)
Cancellation of treasury stock	(18)	(358)	376	—	—	—	—	—
Distributions to noncontrolling interests	—	—	—	—	—	—	(3)	(3)
Balance at December 31, 2020	<u>\$ 198</u>	<u>\$ 2,445</u>	<u>\$ —</u>	<u>\$ 6,281</u>	<u>\$ (3,332)</u>	<u>\$ 5,592</u>	<u>\$ 4</u>	<u>\$ 5,596</u>

(1) AOCL - Accumulated other comprehensive loss.

(2) Includes \$117 related to the adoption of the Revenue Recognition Standard ASU 2014-09 - Revenue from Contracts with Customers (ASC Topic 606), see Note 1 - Basis of Presentation and Summary of Significant Accounting Policies, and \$3 related to our share of Fuji Xerox's adoption of ASU 2016-01 - Financial Instruments - Classification and Measurement.

(3) Cash dividends declared on common stock for 2020, 2019 and 2018 were \$0.25 per share on a quarterly basis and \$1.00 per share on an annual basis.

(4) Cash dividends declared on preferred stock for 2020, 2019 and 2018 were \$20 per share on a quarterly basis and \$80 per share on an annual basis.

(5) Refer to Note 1 - Basis of Presentation and Summary of Significant Accounting Policies - Income Taxes for additional information related to the adoption of ASU 2018-02.

(6) Refer to Note 1 - Basis of Presentation and Summary of Significant Accounting Policies and Note 6 - Divestitures for additional information regarding divestitures.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Corporation

Consolidated Statements of Income

(in millions)	Year Ended December 31,		
	2020	2019	2018
Revenues			
Sales	\$ 2,449	\$ 3,227	\$ 3,454
Services, maintenance and rentals	4,347	5,595	5,940
Financing	226	244	268
Total Revenues	7,022	9,066	9,662
Costs and Expenses			
Cost of sales	1,742	2,097	2,188
Cost of services, maintenance and rentals	2,533	3,188	3,473
Cost of financing	121	131	132
Research, development and engineering expenses	311	373	397
Selling, administrative and general expenses	1,850	2,085	2,379
Restructuring and related costs, net	93	229	157
Amortization of intangible assets	56	45	48
Transaction and related costs, net	18	12	68
Other expenses, net	45	84	271
Total Costs and Expenses	6,769	8,244	9,113
Income before Income Taxes and Equity Income	253	822	549
Income tax expense	64	179	247
Equity in net income of unconsolidated affiliates	4	8	8
Income from Continuing Operations	193	651	310
Income from discontinued operations, net of tax	—	710	64
Net Income	193	1,361	374
Less: Income from continuing operations attributable to noncontrolling interests	—	3	4
Less: Income from discontinued operations attributable to noncontrolling interests	—	5	9
Net Income Attributable to Xerox	\$ 193	\$ 1,353	\$ 361
Amounts attributable to Xerox:			
Income from continuing operations	\$ 193	\$ 648	\$ 306
Income from discontinued operations	—	705	55
Net Income Attributable to Xerox	\$ 193	\$ 1,353	\$ 361

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Corporation

Consolidated Statements of Comprehensive Income

(in millions)	Year Ended December 31,		
	2020	2019	2018
Net Income	\$ 193	\$ 1,361	\$ 374
Less: Income from continuing operations attributable to noncontrolling interests	—	3	4
Less: Income from discontinued operations attributable to noncontrolling interests	—	5	9
Net Income Attributable to Xerox	<u>\$ 193</u>	<u>\$ 1,353</u>	<u>\$ 361</u>
Other Comprehensive Income (Loss), Net⁽¹⁾			
Translation adjustments, net	\$ 241	\$ 62	\$ (242)
Unrealized gains (losses), net	4	(6)	16
Changes in defined benefit plans, net	69	(10)	409
Other Comprehensive Income, Net Attributable to Xerox	<u>\$ 314</u>	<u>\$ 46</u>	<u>\$ 183</u>
Comprehensive Income, Net	\$ 507	\$ 1,407	\$ 557
Less: Comprehensive income, net from continuing operations attributable to noncontrolling interests	—	3	4
Less: Comprehensive income, net from discontinued operations attributable to noncontrolling interests	—	5	9
Comprehensive Income, Net Attributable to Xerox	<u>\$ 507</u>	<u>\$ 1,399</u>	<u>\$ 544</u>

(1) Refer to Note 25 - Other Comprehensive Income (Loss) for gross components of Other Comprehensive Income, reclassification adjustments out of Accumulated Other Comprehensive Loss and related tax effects.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Corporation

Consolidated Balance Sheets

(in millions)	December 31,	
	2020	2019
Assets		
Cash and cash equivalents	\$ 2,625	\$ 2,740
Accounts receivable (net of allowance of \$69 and \$55, respectively) ⁽¹⁾	883	1,236
Billed portion of finance receivables (net of allowance of \$4 and \$3, respectively) ⁽¹⁾	99	111
Finance receivables, net	1,082	1,158
Inventories	843	694
Other current assets	251	201
Total current assets	5,783	6,140
Finance receivables due after one year (net of allowance of \$129 and \$86, respectively) ⁽¹⁾	1,984	2,082
Equipment on operating leases, net	296	364
Land, buildings and equipment, net	407	426
Intangible assets, net	229	199
Goodwill	4,068	3,900
Deferred tax assets	508	598
Other long-term assets	1,455	1,338
Total Assets	\$ 14,730	\$ 15,047
Liabilities and Equity		
Short-term debt and current portion of long-term debt	\$ 394	\$ 1,049
Accounts payable	983	1,053
Accrued compensation and benefits costs	261	349
Accrued expenses and other current liabilities	750	918
Total current liabilities	2,388	3,369
Long-term debt	2,557	3,233
Pension and other benefit liabilities	1,566	1,707
Post-retirement medical benefits	340	352
Other long-term liabilities	494	512
Total Liabilities	7,345	9,173
Commitments and Contingencies (See Note 21)		
Additional paid-in capital	4,879	3,266
Retained earnings	5,834	6,247
Accumulated other comprehensive loss	(3,332)	(3,646)
Xerox shareholder's equity	7,381	5,867
Noncontrolling interests	4	7
Total Equity	7,385	5,874
Total Liabilities and Equity	\$ 14,730	\$ 15,047

(1) Allowances at December 31, 2020 determined in accordance with ASU 2016-13 adopted effective January 1, 2020. Refer to Notes 1, 7 and 8 for additional information.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Corporation

Consolidated Statements of Cash Flows

(in millions)	Year Ended December 31,		
	2020	2019	2018
Cash Flows from Operating Activities			
Net income	\$ 193	\$ 1,361	\$ 374
Income from discontinued operations, net of tax	—	(710)	(64)
Income from continuing operations	193	651	310
Adjustments required to reconcile Net income to Cash flows from operating activities			
Depreciation and amortization	368	430	526
Provisions	147	73	70
Deferred tax expense	34	124	135
Net gain on sales of businesses and assets	(30)	(21)	(35)
Stock-based compensation	42	50	57
Restructuring and asset impairment charges	87	127	156
Payments for restructurings	(81)	(93)	(169)
Defined benefit pension cost	58	109	175
Contributions to defined benefit pension plans	(139)	(141)	(144)
Decrease in accounts receivable and billed portion of finance receivables	369	10	31
(Increase) decrease in inventories	(134)	109	17
Increase in equipment on operating leases	(118)	(153)	(248)
Decrease in finance receivables	183	101	166
Decrease (increase) in other current and long-term assets	8	(14)	29
(Decrease) increase in accounts payable	(123)	(47)	1
Decrease in accrued compensation	(189)	(94)	(111)
(Decrease) increase in other current and long-term liabilities	(166)	40	52
Net change in income tax assets and liabilities	(2)	(34)	41
Net change in derivative assets and liabilities	1	11	(14)
Other operating, net	40	6	37
Net cash provided by operating activities of continuing operations	548	1,244	1,082
Net cash provided by operating activities of discontinued operations	—	89	58
Net cash provided by operating activities	548	1,333	1,140
Cash Flows from Investing Activities			
Cost of additions to land, buildings, equipment and software	(74)	(65)	(90)
Proceeds from sales of businesses and assets	30	21	59
Acquisitions, net of cash acquired	(194)	(42)	—
Other investing, net	1	1	2
Net cash used in investing activities of continuing operations	(237)	(85)	(29)
Net cash provided by investing activities of discontinued operations	—	2,233	—
Net cash (used in) provided by investing activities	(237)	2,148	(29)
Cash Flows from Financing Activities			
Net payments on short-term debt	—	—	(5)
Proceeds from issuance of long-term debt	852	10	9
Payments on long-term debt	(2,213)	(960)	(311)
Dividends	—	(181)	(269)
Payments to acquire treasury stock, including fees	—	(300)	(700)
Contributions from parent	1,494	—	—
Distributions to parent	(558)	(373)	—
Other financing, net	—	(30)	(25)
Net cash used in financing activities	(425)	(1,834)	(1,301)
Effect of exchange rate changes on cash, cash equivalents and restricted cash	10	—	(30)
(Decrease) increase in cash, cash equivalents and restricted cash	(104)	1,647	(220)
Cash, cash equivalents and restricted cash at beginning of year	2,795	1,148	1,368
Cash, Cash Equivalents and Restricted Cash at End of Year⁽¹⁾	\$ 2,691	\$ 2,795	\$ 1,148

(1) Balance at December 31, 2018 includes \$3 associated with discontinued operations.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Xerox Corporation

Consolidated Statements of Shareholders' Equity

(in millions)	Common Stock	Additional Paid-in Capital	Treasury Stock	Retained Earnings	AOCL ⁽¹⁾	Xerox Shareholders' Equity	Non- controlling Interests	Total Equity
Balance at December 31, 2017	\$ 255	\$ 3,893	\$ —	\$ 4,856	\$ (3,748)	\$ 5,256	\$ 37	\$ 5,293
Cumulative effect of change in accounting principles ⁽²⁾	—	—	—	120	—	120	—	120
Comprehensive income, net	—	—	—	361	183	544	13	557
Cash dividends declared-common	—	—	—	(251)	—	(251)	—	(251)
Cash dividends declared-preferred	—	—	—	(14)	—	(14)	—	(14)
Stock option and incentive plans, net	1	49	—	—	—	50	—	50
Payments to acquire treasury stock, including fees	—	—	(700)	—	—	(700)	—	(700)
Cancellation of treasury stock	(24)	(621)	645	—	—	—	—	—
Distributions to noncontrolling interests	—	—	—	—	—	—	(16)	(16)
Balance at December 31, 2018	\$ 232	\$ 3,321	\$ (55)	\$ 5,072	\$ (3,565)	\$ 5,005	\$ 34	\$ 5,039
Cumulative effect of change in accounting principle ⁽³⁾	—	—	—	127	(127)	—	—	—
Comprehensive income, net	—	—	—	1,353	46	1,399	8	1,407
Cash dividends declared-common	—	—	—	(115)	—	(115)	—	(115)
Cash dividends declared-preferred	—	—	—	(7)	—	(7)	—	(7)
Dividends declared to parent	—	—	—	(183)	—	(183)	—	(183)
Transfers to parent	—	(175)	—	—	—	(175)	—	(175)
Stock option and incentive plans, net	—	18	—	—	—	18	—	18
Payments to acquire treasury stock, including fees	—	—	(300)	—	—	(300)	—	(300)
Cancellation of treasury stock	(11)	(344)	355	—	—	—	—	—
Distributions to noncontrolling interests	—	—	—	—	—	—	(3)	(3)
Reorganization	(221)	446	—	—	—	225	—	225
Divestiture ⁽⁴⁾	—	—	—	—	—	—	(32)	(32)
Balance at December 31, 2019	\$ —	\$ 3,266	\$ —	\$ 6,247	\$ (3,646)	\$ 5,867	\$ 7	\$ 5,874
Comprehensive income, net	—	—	—	193	314	507	—	507
Dividends declared to parent	—	—	—	(606)	—	(606)	—	(606)
Capital contributions from parent ⁽⁵⁾	—	1,494	—	—	—	1,494	—	1,494
Transfers from parent	—	119	—	—	—	119	—	119
Distributions to noncontrolling interests	—	—	—	—	—	—	(3)	(3)
Balance at December 31, 2020	\$ —	\$ 4,879	\$ —	\$ 5,834	\$ (3,332)	\$ 7,381	\$ 4	\$ 7,385

(1) AOCL - Accumulated other comprehensive loss.

(2) Includes \$117 related to the adoption of the Revenue Recognition Standard ASU 2014-09 - Revenue from Contracts with Customers (ASC Topic 606), see Note 1 - Basis of Presentation and Summary of Significant Accounting Policies, and \$3 related to our share of Fuji Xerox's adoption of ASU 2016-01 - Financial Instruments - Classification and Measurement.

(3) Refer to Note 1 - Basis of Presentation and Summary of Significant Accounting Policies - Income Taxes for additional information related to the adoption of ASU 2018-02.

(4) Refer to Note 1 - Basis of Presentation and Summary of Significant Accounting Policies and Note 6 - Divestitures for additional information regarding divestitures.

(5) Primarily represents the contribution by Xerox Holdings Corporation of aggregate net debt proceeds received from its Senior Notes offerings in the third quarter of 2020 to Xerox Corporation. Refer to Note 16 - Debt for additional information regarding the Senior Notes offerings.

The accompanying notes are an integral part of these Consolidated Financial Statements.

Tab 4: PACE Purchasing Coop Catalog

[illegible]

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
35 Base IOT w/High Capacity Tandem Tray Module - 130 sheet Single Pass DADF w/ SB controller (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), US standard 120V power cord, in-box neutral toner cartridges, drum cartridge installed. 120V / 15amp	EC8035H2	35/35	\$ 15,219.00	59%	\$ 6,240.00	\$ 291.05	\$ 203.47	\$ 159.71	\$ 133.40	Custom Quote	Custom Quote			0.0085	0.055
55 Base IOT w/High Capacity Tandem Tray Module - 130 sheet Single Pass DADF w/ SB controller (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), US standard 120V power cord, in-box neutral toner cartridges, drum cartridge installed. 120V / 15amp	EC8056H2	55/55	\$ 20,995.00	70%	\$ 6,282.00	\$ 293.01	\$ 204.84	\$ 160.78	\$ 134.30	Custom Quote	Custom Quote			0.0085	0.055
Optional Accessories for EC8035/ 8056 MFP															
Office Finisher LX (SB-Finisher)	097504920		\$ 2,500.00	70%	\$ 738.00	\$ 34.42	\$ 24.06	\$ 18.89	\$ 15.78						
1-Line Fax	497K22670		\$ 1,095.00	83%	\$ 189.00	\$ 8.82	\$ 6.16	\$ 4.84	\$ 4.04						
2/3 Hole Punch (Only available for OFFINLX)	497K03860		\$ 795.00	82%	\$ 140.00	\$ 6.53	\$ 4.57	\$ 3.58	\$ 2.99						
McAfee Integrity Control Enablement Kit	320S00665		\$ 26.00	73%	\$ 7.00	\$ 0.33	\$ 0.23	\$ 0.18	\$ 0.15						
Wireless Print Kit	497K11500		\$ 99.00	68%	\$ 32.00	\$ 1.49	\$ 1.04	\$ 0.82	\$ 0.68						
Envelope Tray	497K18170		\$ 138.00	3%	\$ 134.00	\$ 6.25	\$ 4.37	\$ 3.43	\$ 2.86						
Convenience Stapler Assy	497K22460		\$ 328.00	0%	\$ 328.00	\$ 15.30	\$ 10.70	\$ 8.39	\$ 7.01						
Unicode International Printing Kit	320S00290		\$ 88.00	2%	\$ 86.00	\$ 4.01	\$ 2.80	\$ 2.20	\$ 1.84						
Foreign Interface Kit	097505140		\$ 116.00	0%	\$ 116.00	\$ 5.41	\$ 3.78	\$ 2.97	\$ 2.48						
Booklet Unit for Office Finisher LX	497K03852		\$ 1,199.00	67%	\$ 398.00	\$ 18.56	\$ 12.98	\$ 10.19	\$ 8.51						
Mobility Plate	497K05270		\$ 206.00	2%	\$ 202.00	\$ 9.42	\$ 6.59	\$ 5.17	\$ 4.32						
VersaLink C7120 Color Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7120S (MFP)	20/20	\$ 6,849.00	47%	\$ 3,658.00	\$ 170.62	\$ 119.28	\$ 93.62	\$ 78.20	Custom Quote	Custom Quote			0.0095	0.060
VersaLink C7120 Color Laser Multifunction Printer, Print, Copy, Scan, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 4-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7120T (MFP- ORDER ONLY)	20/20	\$ 6,849.00	44%	\$ 3,858.00	\$ 179.95	\$ 125.80	\$ 98.74	\$ 82.48	Custom Quote	Custom Quote			0.0095	0.060
VersaLink C7125 Color Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7125S (MFP- ORDER ONLY)	25/25	\$ 6,849.00	44%	\$ 3,829.00	\$ 178.60	\$ 124.86	\$ 98.00	\$ 81.86	Custom Quote	Custom Quote			0.0095	0.060
VersaLink C7125 Color Laser Multifunction Printer, Print, Copy, Scan, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 4-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7125T (MFP)	25/25	\$ 6,849.00	41%	\$ 4,029.00	\$ 187.92	\$ 131.38	\$ 103.12	\$ 86.13	Custom Quote	Custom Quote			0.0095	0.060
VersaLink C7130 Color Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7130S (MFP)	30/ 30	\$ 11,449.00	64%	\$ 4,171.00	\$ 194.55	\$ 136.01	\$ 106.75	\$ 89.17	Custom Quote	Custom Quote			0.0095	0.060
VersaLink C7130 Color Laser Multifunction Printer, Print, Copy, Scan, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 4-520 Sheet Trays, 100 Sheet Bypass Tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7130T (MFP)	30/ 30	\$ 12,099.00	64%	\$ 4,372.00	\$ 203.92	\$ 142.56	\$ 111.90	\$ 93.46	Custom Quote	Custom Quote			0.0095	0.060
VersaLink B7130 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	B7130S (MFP)	30	\$ 8,100.00	59%	\$ 3,316.00	\$ 154.67	\$ 108.13	\$ 84.87	\$ 70.89	Custom Quote	Custom Quote			0.0085	
VersaLink B7130 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 35ppm, 7" UI, 110 Sheet Duplex Document Handler, Tandem Tray Module, T1/2-520 Sheet Trays, T3-870, T4-1,130 Sheets, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scanning Kit, Billing Impression Mode Enabled	B7130H (MFP)	30	\$ 9,100.00	60%	\$ 3,675.00	\$ 171.41	\$ 119.83	\$ 94.06	\$ 78.56	Custom Quote	Custom Quote			0.0085	
VersaLink B7135 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	B7135S (MFP- ORDER ONLY)	35	\$ 9,100.00	56%	\$ 4,016.00	\$ 187.32	\$ 130.95	\$ 102.79	\$ 85.85	Custom Quote	Custom Quote			0.0085	
VersaLink B7135 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 35ppm, 7" UI, 110 Sheet Duplex Document Handler, Tandem Tray Module, T1/2-520 Sheet Trays, T3-870, T4-1,130 Sheets, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scanning Kit, Billing Impression Mode Enabled	B7135H (MFP)	35	\$ 10,100.00	57%	\$ 4,376.00	\$ 204.11	\$ 142.69	\$ 112.00	\$ 93.55	Custom Quote	Custom Quote			0.0085	
Optional Accessories for C7120/ C7130/ B7130/ B7135 MFP															
Integrated Office Finisher	097504847		\$ 999.00	15%	\$ 846.00	\$ 39.46	\$ 27.59	\$ 21.65	\$ 18.09						
Office Finisher - 50 sheet staple	097505019		\$ 1,999.00	29%	\$ 1,410.00	\$ 65.77	\$ 45.98	\$ 36.09	\$ 30.14						
PostScript Kit (B70XX ONLY)	497K17810		\$ 450.00	34%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
PostScript Kit (C70XX ONLY)	497K18340		\$ 450.00	34%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
Embedded 1-Line Fax w/ iFax	497K17750		\$ 1,095.00	68%	\$ 346.00	\$ 16.14	\$ 11.28	\$ 8.86	\$ 7.40						
Embedded 3-Line Fax w/ iFax	497K17760		\$ 1,495.00	48%	\$ 784.00	\$ 36.57	\$ 25.56	\$ 20.07	\$ 16.76						
Fax Over IP (B70XX ONLY)	497K17820		\$ 1,095.00	80%	\$ 224.00	\$ 10.45	\$ 7.30	\$ 5.73	\$ 4.79						
Fax Over IP (C70XX ONLY)	497K18330		\$ 1,095.00	80%	\$ 224.00	\$ 10.45	\$ 7.30	\$ 5.73	\$ 4.79						

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
2,000 Sheet High Capacity Feeder (Not Avail w/ Stand)	097504615		\$ 1,299.00	49%	\$ 666.00	\$ 31.06	\$ 21.72	\$ 17.05	\$ 14.24						
Booklet Maker Unit (Only available for OFC-FINLX)	497K20590		\$ 1,195.00	52%	\$ 581.00	\$ 27.10	\$ 18.95	\$ 14.87	\$ 12.42						
2/3 Hole Punch (Only available for OFC-FINLX)	497K20600		\$ 795.00	73%	\$ 213.00	\$ 9.93	\$ 6.95	\$ 5.45	\$ 4.55						
Envelope Tray Feed Kit (holds up to 60 envelopes; replaces Tray 1)	497K17720		\$ 349.00	46%	\$ 190.00	\$ 8.86	\$ 6.20	\$ 4.86	\$ 4.06						
Common Access Card Reader	497K19720		\$ 59.00	24%	\$ 45.00	\$ 2.10	\$ 1.47	\$ 1.15	\$ 0.96						
Foreign Interface Device Kit	498K14141		\$ 349.00	30%	\$ 246.00	\$ 11.47	\$ 8.02	\$ 6.30	\$ 5.26						
Unicode International Printing Kit	320S00290		\$ 299.00	71%	\$ 86.00	\$ 4.01	\$ 2.80	\$ 2.20	\$ 1.84						
Convenience Stapler - 50 sheet	498K08250		\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
Healthcare MFP	320S01058		\$ 579.00	0%	\$ 579.00	\$ 27.01	\$ 18.88	\$ 14.82	\$ 12.38						
Wireless Print Kit	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
VersaLink B7125 Black & White Laser Multifunction Printer, Print, Copy, Scan, DESKTOP config, up to 25ppm, 7" UI, 110 Sheet Duplex Document Handler, 1-520 Sheet Tray, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	B7125D (Desktop)	30	\$ 6,100.00	62%	\$ 2,288.00	\$ 106.72	\$ 74.61	\$ 58.56	\$ 48.91	Custom Quote	Custom Quote			0.0095	0.060
VersaLink B7130 Black & White Laser Multifunction Printer, Print, Copy, Scan, DESKTOP config, up to 30ppm, 7" UI, 110 Sheet Duplex Document Handler, 1-520 Sheet Tray, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	B7130D (Desktop)	30	\$ 7,100.00	68%	\$ 2,288.00	\$ 106.72	\$ 74.61	\$ 58.56	\$ 48.91	Custom Quote	Custom Quote			0.0095	0.060
VersaLink B7135 Black & White Laser Multifunction Printer, Print, Copy, Scan, DESKTOP config, up to 35ppm, 7" UI, 110 Sheet Duplex Document Handler, 1-520 Sheet Tray, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	B7135D (Desktop)	35	\$ 8,100.00	63%	\$ 2,989.00	\$ 139.42	\$ 97.47	\$ 76.50	\$ 63.90	Custom Quote	Custom Quote			0.0095	0.060
VersaLink C7120 Color Laser Multifunction Printer, Print, Copy, Scan, DESKTOP config, up to 20ppm, 7" UI, with 110 Sheet Duplex Document Handler, 1-520 Sheet Tray, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7120D (Desktop)	20/ 20	\$ 5,849.00	51%	\$ 2,869.00	\$ 133.82	\$ 93.55	\$ 73.43	\$ 61.33	Custom Quote	Custom Quote			0.0085	
VersaLink C7125 Color Laser Multifunction Printer, Print, Copy, Scan, DESKTOP config, up to 25ppm, 7" UI, with 110 Sheet Duplex Document Handler, 1-520 Sheet Tray, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7125D (Desktop)	25/ 25	\$ 8,399.00	64%	\$ 3,040.00	\$ 141.79	\$ 99.13	\$ 77.81	\$ 64.99	Custom Quote	Custom Quote			0.0085	
VersaLink C7130 Color Laser Multifunction Printer, Print, Copy, Scan, DESKTOP config, up to 30ppm, 7" UI, with 110 Sheet Duplex Document Handler, 1-520 Sheet Tray, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite & Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled	C7130D (Desktop)	30/ 30	\$ 10,449.00	68%	\$ 3,383.00	\$ 157.79	\$ 110.31	\$ 86.58	\$ 72.32	Custom Quote	Custom Quote			0.0085	
Optional Accessories for B7130/ B7135/ C7120/ C7125/ C7130 Desktop															
Dual Catch Tray (Desktop Only)	497K17800		\$ 100.00	0%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14						
Integrated Office Finisher	097504847		\$ 999.00	15%	\$ 846.00	\$ 39.46	\$ 27.59	\$ 21.65	\$ 18.09						
PostScript Kit (B70XX ONLY)	497K17810		\$ 450.00	34%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
PostScript Kit (C70XX ONLY)	497K18340		\$ 450.00	34%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
Embedded 1-Line Fax w/ iFax	497K17750		\$ 1,095.00	68%	\$ 346.00	\$ 16.14	\$ 11.28	\$ 8.86	\$ 7.40						
Embedded 3-Line Fax w/ iFax	497K17760		\$ 1,495.00	48%	\$ 784.00	\$ 36.57	\$ 25.56	\$ 20.07	\$ 16.76						
Fax Over IP (B70XX ONLY)	497K17820		\$ 1,095.00	80%	\$ 224.00	\$ 10.45	\$ 7.30	\$ 5.73	\$ 4.79						
Fax Over IP (C70XX ONLY)	497K18330		\$ 1,095.00	80%	\$ 224.00	\$ 10.45	\$ 7.30	\$ 5.73	\$ 4.79						
Single Tray Module (1-520 Sheets)	097504910		\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67						
Envelope Tray Feed Kit (holds up to 60 envelopes; replaces Tray 1)	497K17720		\$ 349.00	46%	\$ 190.00	\$ 8.86	\$ 6.20	\$ 4.86	\$ 4.06						
Common Access Card Reader	497K19720		\$ 59.00	27%	\$ 43.00	\$ 2.01	\$ 1.40	\$ 1.10	\$ 0.92						
Foreign Interface Device Kit	498K14141		\$ 349.00	30%	\$ 246.00	\$ 11.47	\$ 8.02	\$ 6.30	\$ 5.26						
Unicode International Printing Kit	320S00290		\$ 299.00	71%	\$ 86.00	\$ 4.01	\$ 2.80	\$ 2.20	\$ 1.84						
Convenience Stapler - 50 sheet	498K08250		\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
Healthcare MFP	320S01058		\$ 579.00	0%	\$ 579.00	\$ 27.01	\$ 18.88	\$ 14.82	\$ 12.38						
Wireless Print Kit	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
Hard Disk Drive (Desktop Only)	497K17740		\$ 600.00	9%	\$ 546.00	\$ 25.47	\$ 17.80	\$ 13.97	\$ 11.67						
VersaLink C8000 Color Laser Printer, up to 45 PPM, Letter/Legal/Tabloid, 12x18", 5" swipe UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, 2-520-Sheet Paper Trays, 150-Sheet Bypass Tray, Duplex, Billing Impression Mode OFF, 110V (Optional 320GB Hard Drive)	C8000DT	45/ 45	\$ 2,949.00	0%	\$ 2,949.00	\$ 137.55	\$ 96.16	\$ 75.48	\$ 63.04	Custom Quote	Custom Quote			0.015	0.075
VersaLink C9000 Color Laser Printer, up to 55 PPM, Letter/Legal/Tabloid, 12x18", 5" swipe UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, 2-520-Sheet Paper Trays, 150-Sheet Bypass Tray, Duplex, Billing Impression Mode OFF, 110V, 320GB Hard Drive included.	C9000DT	55/ 55	\$ 4,668.00	0%	\$ 4,668.00	\$ 217.73	\$ 152.21	\$ 119.47	\$ 99.79	Custom Quote	Custom Quote			0.015	0.075
VERSALINK C8000W: 12 X 18 COLOR PRINTER FEATURING SUPER WHITE TONER, 1200 X 2400 DPI, 45PPM COLOR/B&W/WHITE, USB AND ETHERNET, 1.6 GHZ PROCESSOR, 4 GB RAM, 2-SIDED PRINTING, 5" TOUCHSCREEN, 110 VOLT, BIM OFF	C8000WDT	45/ 45	\$ 4,669.00	42%	\$ 2,688.00	\$ 125.38	\$ 87.65	\$ 68.80	\$ 57.46	Custom Quote	Custom Quote			0.015	0.075
Optional Accessories for C8000/ C9000															
Two Tray Module (1,040 sheets Tabloid)	097504969		\$ 1,138.00	0%	\$ 1,138.00	\$ 53.08	\$ 37.11	\$ 29.13	\$ 24.33						
Tandem Tray Module (2K sheets letter/A4)	097504970		\$ 1,479.00	0%	\$ 1,479.00	\$ 68.98	\$ 48.23	\$ 37.85	\$ 31.62						
Envelope Tray Feed Kit (Replaces Tray 1; holds up to 50 envelopes)	497K17880		\$ 349.00	44%	\$ 197.00	\$ 9.19	\$ 6.42	\$ 5.04	\$ 4.21						
High Capacity Feeder (2K sheets - requires Tandem or 2-Tray Module) (C8000WDT ONLY)	097504845		\$ 1,479.00	0%	\$ 1,479.00	\$ 68.98	\$ 48.23	\$ 37.85	\$ 31.62						

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
Business Ready Finisher with Booklet Maker & 2/3 hole punch; multi-position staple, saddle stitch, V-fold, 1500+500 sheet Tray (Requires Tandem or Two Tray Module)	097S04981		\$ 3,757.00	13%	\$ 3,284.00	\$ 153.18	\$ 107.08	\$ 84.05	\$ 70.21						
Office Finisher LX (2-position staple) 2K sheet tray (Requires Tandem or Two Tray Module)	097S04848		\$ 1,309.00	0%	\$ 1,309.00	\$ 61.06	\$ 42.68	\$ 33.50	\$ 27.98						
Office Finisher (C8000WDT ONLY)	097S05019		\$ 2,500.00	45%	\$ 1,382.00	\$ 64.46	\$ 45.06	\$ 35.37	\$ 29.54						
Booklet Maker for Office Finisher (C8000WDT ONLY)	497K20590		\$ 1,199.00	52%	\$ 581.00	\$ 27.10	\$ 18.95	\$ 14.87	\$ 12.42						
Hole Punch (2/3 Hole) for Office Finisher (C8000WDT ONLY)	497K20600		\$ 795.00	73%	\$ 213.00	\$ 9.93	\$ 6.95	\$ 5.45	\$ 4.55						
BlancoDigitale Software for C8000W – Optional Advanced PC/Mac Design SW for White Toner (C8000WDT ONLY)	497N07139		\$ 650.00	0%	\$ 650.00	\$ 30.32	\$ 21.20	\$ 16.64	\$ 13.90						
2/3 Hole Punch for Office Finisher	497K03860		\$ 795.00	82%	\$ 140.00	\$ 6.53	\$ 4.57	\$ 3.58	\$ 2.99						
Booklet Unit for Office Finisher	497K03850		\$ 1,199.00	69%	\$ 375.00	\$ 17.49	\$ 12.23	\$ 9.60	\$ 8.02						
Wireless Print Kit	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
Foreign Device Interface Adapter	498K14141		\$ 349.00	30%	\$ 246.00	\$ 11.47	\$ 8.02	\$ 6.30	\$ 5.26						
Xerox Precise Color Management System (X-Rite Spectrophotometer) (Avail C9000 only)	097S04974		\$ 682.00	0%	\$ 682.00	\$ 31.81	\$ 22.24	\$ 17.46	\$ 14.58						
Productivity Kit - Hard Disk Drive (320GB) (Req'd for certain ptg features for C8000 only)	097S04971		\$ 341.00	0%	\$ 341.00	\$ 15.91	\$ 11.12	\$ 8.73	\$ 7.29						
VersaLink B400 Black & White Laser Printer, up to 47 PPM, Letter/Legal, 5" UI, 1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray Automatic 2-sided Printing, 110V	B400DN	47	\$ 796.00	0%	\$ 797.00	\$ 37.17	\$ 25.99	\$ 20.40	\$ 17.04	Custom Quote	Custom Quote			0.01	
VersaLink B405 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 47 PPM, Letter/Legal, 5" UI,1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 60 Sheet RADF, 110V	B405DN	47	\$ 1,001.00	3%	\$ 974.00	\$ 45.43	\$ 31.76	\$ 24.93	\$ 20.82	Custom Quote	Custom Quote			0.01	
Optional Accessories:															
Stand with Storage	497K13660		\$ 343.00	64%	\$ 123.00	\$ 5.74	\$ 4.01	\$ 3.15	\$ 2.63						
550-Sheet Feeder for B405 MFP (can order up to qty 3)	497K13630		\$ 230.00	0%	\$ 230.00	\$ 10.73	\$ 7.50	\$ 5.89	\$ 4.92						
550-Sheet Feeder for B400 Ptr (can order up to qty 3)	497K13620		\$ 230.00	0%	\$ 230.00	\$ 10.73	\$ 7.50	\$ 5.89	\$ 4.92						
Productivity Kit (Includes 16GB SSD)	097S04913		\$ 343.00	44%	\$ 191.00	\$ 8.91	\$ 6.23	\$ 4.89	\$ 4.08						
Wireless Network Adapter	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
Xerox Unicode International Printing Kit	320S00290		\$ 299.00	73%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71						
VersaLink B600 Black & White Laser Printer, up to 58 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, Optional 250 GB HDD, 110V, Finisher & Mailbox Capable	B600DN	58	\$ 1,002.00	11%	\$ 887.00	\$ 41.37	\$ 28.92	\$ 22.70	\$ 18.96	Custom Quote	Custom Quote			0.015	
VersaLink B610 Black & White Laser Printer, up to 65 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, Optional 250 GB HDD, 110V, Finisher & Mailbox Capable	B610DN	65	\$ 1,320.00	4%	\$ 1,265.00	\$ 59.00	\$ 41.25	\$ 32.38	\$ 27.04	Custom Quote	Custom Quote			0.015	
VersaLink B605 Black & White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, Network Accounting, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Optional 250 GB HDD, 110V	B605S	58	\$ 2,277.00	7%	\$ 2,119.00	\$ 98.84	\$ 69.10	\$ 54.23	\$ 45.30	Custom Quote	Custom Quote			0.015	
VersaLink B605 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 58 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Netowrk Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Standard 250 GB HDD, 110V	B605X	58	\$ 2,733.00	19%	\$ 2,214.00	\$ 103.27	\$ 72.19	\$ 56.67	\$ 47.33	Custom Quote	Custom Quote			0.015	
VersaLink B615 Black & White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 65 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Standard, 250 GB HDD, 110V, Finisher & Mailbox Capable	B615XL	65	\$ 3,701.00	26%	\$ 2,728.00	\$ 127.24	\$ 88.95	\$ 69.82	\$ 58.32	Custom Quote	Custom Quote			0.015	
Optional Accessories:															
Stand with Storage on casters (w/ storage) (can add up to 2 add'l trays)	097S04994		\$ 284.00	44%	\$ 159.00	\$ 7.42	\$ 5.18	\$ 4.07	\$ 3.40						
High Capacity Feeder on casters, 2,000 Sheets (on casters) (can only add 1 add'l tray)	097S04948		\$ 739.00	0%	\$ 739.00	\$ 34.47	\$ 24.10	\$ 18.91	\$ 15.80						
550-Sheet Feeder (can have up to 4 Trays unless Stand or High Cap Feeder are selected)	097S04949		\$ 342.00	0%	\$ 343.00	\$ 16.00	\$ 11.18	\$ 8.78	\$ 7.33						
Caster Base for 3 or 4 Trays	097S04954		\$ 227.00	0%	\$ 227.00	\$ 10.59	\$ 7.40	\$ 5.81	\$ 4.85						
Finisher (Avail w/ B600 & B610 Ptr & B605SL/XL & B615SL/XL MFP only) May choose only 1 Finisher or Mailbox	097S04952		\$ 568.00	0%	\$ 568.00	\$ 26.49	\$ 18.52	\$ 14.54	\$ 12.14						
Mailbox (Avail w/ B600 & B610 Ptr & B605SL/XL & B615SL/XL MFP only) May choose only 1 Finisher or Mailbox	097S04953		\$ 568.00	0%	\$ 568.00	\$ 26.49	\$ 18.52	\$ 14.54	\$ 12.14						
Productivity Kit (Includes 250GB Solid State HDD) Expands onboard capacity for storage for B600DN, B610DN, B605S, B605SL, B615SL	497K18360		\$ 227.00	11%	\$ 202.00	\$ 9.42	\$ 6.59	\$ 5.17	\$ 4.32						
Wireless Network Adapter	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
Xerox Unicode International Printing Kit (Requires PRODUCTKT)	320S00290		\$ 299.00	73%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71						
Healthcare MFP Enablement	320S01058		\$ 579.00	0%	\$ 579.00	\$ 27.01	\$ 18.88	\$ 14.82	\$ 12.38						

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
VersaLink C400 Color Laser Printer, up to 36 PPM, Letter/Legal, 5" swipe UI, 1200 dpi, USB, EIP, Postscript, Network Accounting Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray Automatic 2-sided Printing, 110V	C400DN	36	\$ 682.00	0%	\$ 682.00	\$ 31.81	\$ 22.24	\$ 17.46	\$ 14.58	Custom Quote	Custom Quote			0.015	0.085
VersaLink C405 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 36 PPM, Letter/Legal, 5" swipe UI, 1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 50-Sheet Single Pass Color Doc Feeder, 110V	C405DN	36	\$ 1,031.00	6%	\$ 967.00	\$ 45.10	\$ 31.53	\$ 24.75	\$ 20.67	Custom Quote	Custom Quote			0.015	0.085
Optional Accessories:															
Stand with Storage	497K13660		\$ 343.00	64%	\$ 123.00	\$ 5.74	\$ 4.01	\$ 3.15	\$ 2.63						
550-Sheet Feeder for C400 & C405 (Qty 1 allowed)	097504400		\$ 345.00	14%	\$ 297.00	\$ 13.85	\$ 9.68	\$ 7.60	\$ 6.35						
Productivity Kit (Includes 320GB HDD) Expands onboard capacity for storage	097504914		\$ 343.00	27%	\$ 252.00	\$ 11.75	\$ 8.22	\$ 6.45	\$ 5.39						
Wireless Network Adapter	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
Xerox Unicode International Printing Kit	320S00290		\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
VersaLink C500 Color Laser Printer, up to 45 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, Optional 250 GB HDD, 110V	C500DN	45	\$ 876.00	0%	\$ 876.00	\$ 40.86	\$ 28.56	\$ 22.42	\$ 18.73	Custom Quote	Custom Quote			0.015	0.085
VersaLink C600 Color Laser Printer, up to 55 PPM, Letter/Legal, 5" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, Automatic 2-sided Printing, Optional 250 GB HDD, 110V	C600DN	55	\$ 1,400.00	0%	\$ 1,400.00	\$ 65.30	\$ 45.65	\$ 35.83	\$ 29.93	Custom Quote	Custom Quote			0.015	0.085
VersaLink C505 Color Laser Multi Function Printer, Print, Copy, Scan up to 45 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, Network Accounting, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Optional 250 GB HDD, 110V	C505S	45	\$ 2,143.00	1%	\$ 2,124.00	\$ 99.07	\$ 69.26	\$ 54.36	\$ 45.41	Custom Quote	Custom Quote			0.015	0.085
VersaLink C505 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 45 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Standard 250 GB HDD, 110V	C505X	45	\$ 2,835.00	17%	\$ 2,340.00	\$ 109.14	\$ 76.30	\$ 59.89	\$ 50.02	Custom Quote	Custom Quote			0.015	0.085
VersaLink C605 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 55 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Standard 250 GB HDD, 110V	C605X	55	\$ 3,985.00	16%	\$ 3,354.00	\$ 156.44	\$ 109.37	\$ 85.84	\$ 71.70	Custom Quote	Custom Quote			0.015	0.085
VersaLink C605 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 55 PPM, Letter/Legal, 7" UI, 1200 x 2400 dpi, USB, EIP, Postscript, Ethernet, NFC, Network Accounting, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 100-Sheet Single Pass Color Doc Feeder, Standard, 250 GB HDD, 110V	C605XL	55	\$ 3,985.00	16%	\$ 3,356.00	\$ 156.53	\$ 109.43	\$ 85.89	\$ 71.74	Custom Quote	Custom Quote			0.015	0.085
Optional Accessories:															
Stand with Storage on casters (w/ storage) (can add up to 2 add'l trays)	097504994		\$ 284.00	44%	\$ 159.00	\$ 7.42	\$ 5.18	\$ 4.07	\$ 3.40						
High Capacity Feeder, 2,000 Sheets (on casters) (can only add 1 add'l tray)	097504948		\$ 739.00	0%	\$ 739.00	\$ 34.47	\$ 24.10	\$ 18.91	\$ 15.80						
550-Sheet Feeder (can have up to 4 unless Stand or High Cap Feeder are selected)	097504949		\$ 342.00	0%	\$ 343.00	\$ 16.00	\$ 11.18	\$ 8.78	\$ 7.33						
Caster Base for 3 or 4 Trays	097504954		\$ 227.00	0%	\$ 227.00	\$ 10.59	\$ 7.40	\$ 5.81	\$ 4.85						
Finisher (Avail w/ C600 Ptr & C605 MFP only) May choose only 1 Finisher or Mailbox	097504952		\$ 568.00	0%	\$ 568.00	\$ 26.49	\$ 18.52	\$ 14.54	\$ 12.14						
Mailbox (Avail w/ C600 Ptr & C605 MFP only) May choose only 1 Finisher or Mailbox	097504953		\$ 568.00	0%	\$ 568.00	\$ 26.49	\$ 18.52	\$ 14.54	\$ 12.14						
Productivity Kit (Includes 250GB Solid State HDD) Expands onboard capacity for storage for C500DN, C600DN, C505S	497K18360		\$ 227.00	11%	\$ 202.00	\$ 9.42	\$ 6.59	\$ 5.17	\$ 4.32						
Wireless Network Adapter	497K16750		\$ 56.00	0%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20						
Xerox Unicode International Printing Kit (Requires PRODUCTKIT)	320S00290		\$ 299.00	73%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71						
Healthcare MFP Enablement (Not avail on C500DN or C600DN)	320S01058		\$ 579.00	0%	\$ 579.00	\$ 27.01	\$ 18.88	\$ 14.82	\$ 12.38						
Foreign Interface Device	497K19700		\$ 379.00	37%	\$ 238.00	\$ 11.10	\$ 7.76	\$ 6.09	\$ 5.09						
WorkCentre 3215, 27ppm, B/W MFP, Print, Copy, Scan, Fax, letter/legal, PS/PCL, USB, Ethernet, Wireless, 250 sheet tray, 110V	WC3215NI	27	\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39	Custom Quote	Custom Quote			0.01	
WorkCentre 3225, 29ppm, B/W MFP, Print, Copy, Scan, Fax, letter/legal, PS/PCL, USB, Ethernet, Wireless, Duplex, 250 sheet tray, 110V	WC3225DNI	29	\$ 365.00	0%	\$ 365.00	\$ 17.02	\$ 11.90	\$ 9.34	\$ 7.80	Custom Quote	Custom Quote			0.01	
Phaser 3260, 29 ppm B/W printer, duplex, PS/PCL, USB, Ethernet, Wireless, 250-sheet tray, 110V	3260DNI	29	\$ 239.00	25%	\$ 179.00	\$ 8.35	\$ 5.84	\$ 4.58	\$ 3.83	Custom Quote	Custom Quote			0.0175	

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
WC6655 36ppm color ConnectKey MFP, Print/Copy/Scan/Fax/Email, Letter/Legal, 1-550 sheet tray, 150 sheet bypass, 4 GB Ram, USB, network acctg, server fax, ifax, color scan, PS/PCL, data security kit, EIP, full network scan kit, Airprint, conv stapler	WC6655X	36	\$ 3,066.00	22%	\$ 2,381.00	\$ 111.06	\$ 77.64	\$ 60.94	\$ 50.90	Custom Quote	Custom Quote			0.015	0.085
Optional Accessories:															
550-sheet Paper Tray (up to one add'l tray)	097S04664		\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39						
Stand with Storage	497K14670		\$ 299.00	54%	\$ 137.00	\$ 6.39	\$ 4.47	\$ 3.51	\$ 2.93						
McAfee Integrity Control Kit	320S00665		\$ 499.00	99%	\$ 6.00	\$ 0.28	\$ 0.20	\$ 0.15	\$ 0.13						
Common Access Card (CAC) Enablement Kit	498K17546		\$ 199.00	88%	\$ 24.00	\$ 1.12	\$ 0.78	\$ 0.61	\$ 0.51						
Unicode International Printing Kit	320S00290		\$ 299.00	73%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71						
Wireless Print Kit	497K11500		\$ 99.00	71%	\$ 29.00	\$ 1.35	\$ 0.95	\$ 0.74	\$ 0.62						
Wireless Print Adapter	097S04633		\$ 228.00	10%	\$ 206.00	\$ 9.61	\$ 6.72	\$ 5.27	\$ 4.40						
Healthcare MFP Enablement (8XC)	320S01058		\$ 579.00	0%	\$ 579.00	\$ 27.01	\$ 18.88	\$ 14.82	\$ 12.38						
XEROX B230 PRINTER, UP TO 36 PPM, LETTER/LEGAL, USB/ETHERNET AND WIRELESS, 250-SHEET TRAY, AUTOMATIC 2-SIDED PRINTING, 110V	B230DNI	36	\$ 209.00	0%	\$ 209.00	\$ 9.75	\$ 6.82	\$ 5.35	\$ 4.47	Custom Quote	Custom Quote			0.01	
XEROX B225 MULTIFUNCTION PRINTER, PRINT/COPY/SCAN, LETTER/LEGAL, USB/ETHERNET AND WIRELESS, 110V	B225XDNI	36	\$ 342.00	16%	\$ 288.00	\$ 13.43	\$ 9.39	\$ 7.37	\$ 6.16	Custom Quote	Custom Quote			0.01	
XEROX B235 MULTIFUNCTION PRINTER, PRINT/COPY/SCAN/FAX, LETTER/LEGAL, USB/ETHERNET AND WIRELESS, 250-SHEET TRAY, AUTOMATIC 2-SIDED PRINTING, 110V	B235DNI	36	\$ 376.00	0%	\$ 376.00	\$ 17.54	\$ 12.26	\$ 9.62	\$ 8.04	Custom Quote	Custom Quote			0.01	
XEROX B305 MULTIFUNCTION PRINTER, PRINT/COPY/SCAN, UP TO 40 PPM, LETTER/LEGAL, USB/ETHERNET AND WIRELESS, 110V	B305DNI	42	\$ 569.00	0%	\$ 569.00	\$ 26.54	\$ 18.55	\$ 14.56	\$ 12.16	Custom Quote	Custom Quote			0.01	
XEROX B310 PRINTER, UP TO 42 PPM, LETTER/LEGAL, USB/ETHERNET AND WIRELESS, 250-SHEET TRAY, AUTOMATIC 2-SIDED PRINTING, 110V	B310DNI	42	\$ 478.00	0%	\$ 478.00	\$ 22.30	\$ 15.59	\$ 12.23	\$ 10.22	Custom Quote	Custom Quote			0.01	
Optional Accessories:															
550 Sheet Tray	497N07968		\$ 285.00	25%	\$ 214.00	\$ 9.98	\$ 6.98	\$ 5.48	\$ 4.57						
XEROX C230 COLOR PRINTER, UP TO 24PPM,LETTER/LEGAL, AUTOMATIC 2-SIDED PRINT, USB/ETHERNET/WI-FI, 250-SHEET TRAY, 110V	C230DNI	24	\$ 421.00	1%	\$ 417.00	\$ 19.45	\$ 13.60	\$ 10.67	\$ 8.91	Custom Quote	Custom Quote			0.01	
XEROX C310 COLOR PRINTER, UP TO 35PPM,LETTER/LEGAL, AUTOMATIC 2-SIDED PRINT, USB/ETHERNET/WI-FI, 250-SHEET TRAY, 110V	C310DNI	35	\$ 615.00	0%	\$ 615.00	\$ 28.69	\$ 20.05	\$ 15.74	\$ 13.15	Custom Quote	Custom Quote			0.01	
Optional Accessories:															
550 Sheet Tray	497N07995		\$ 273.00	0%	\$ 273.00	\$ 12.73	\$ 8.90	\$ 6.99	\$ 5.84						

Notes:

Product Descriptions & Accessories				Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
PrimeLink C9065 & C9070 w/ 250 Sheet Single Pass DADF / IIT / Integrated DMP Controller / TTM (1-520 12"x18", 1-520 11"x17", 2010 Letter) , 250 sheet Bypass, Automatic Duplex, power cord, in-box neutral toner full cartridges, print drum cartridge installed - W/N 110V 20 Amp				CX9070KLS	75/ 70	\$ 40,800.00	61%	\$ 15,960.00	\$ 744.42	\$ 520.42	\$ 408.48	\$ 341.19	Custom Quote	Custom Quote	0	0	0.0065	0.049
You Must Choose a Finisher (Only One): Optional Finishers:																		
500 Sheet Offset Catch Tray				497K02420		\$ 400.00	0%	\$ 400.00	\$ 18.66	\$ 13.04	\$ 10.24	\$ 8.55						
Business Ready (BR) Finisher w/ 2/3 hole punch, 3K stack, 50 sht staple				097505024		\$ 2,995.00	30%	\$ 2,090.00	\$ 97.48	\$ 68.15	\$ 53.49	\$ 44.68						
Business Ready (BR) Booklet Maker Finisher w/ 2/3 hole punch, 3K stack, 50 sht staple, 15 sht bkit				097505025		\$ 4,995.00	39%	\$ 3,055.00	\$ 142.49	\$ 99.62	\$ 78.19	\$ 65.31						
PR FINISHER (STANDARD FINISHER)				097505148		\$ 8,550.00	0%	\$ 8,550.00	\$ 398.80	\$ 278.80	\$ 218.83	\$ 182.78						
PR BOOKLET MAKER FINISHER				097505149		\$ 13,800.00	25%	\$ 10,368.00	\$ 483.59	\$ 338.08	\$ 265.36	\$ 221.65						
Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sheet coated				097504751		\$ 14,000.00	0%	\$ 14,000.00	\$ 653.00	\$ 456.51	\$ 358.32	\$ 299.29						
Optional Accessories:																		
C/Z Folder				097504616		\$ 5,700.00	59%	\$ 2,337.00	\$ 109.00	\$ 76.20	\$ 59.81	\$ 49.96						
Interposer/Inserter Module				097504746		\$ 2,000.00	15%	\$ 1,706.00	\$ 79.57	\$ 55.63	\$ 43.66	\$ 36.47						
2/3 Hole Punch for 3AE & 4AE				497K16710		\$ 600.00	61%	\$ 236.00	\$ 11.01	\$ 7.70	\$ 6.04	\$ 5.05						
GBC Advanced Punch Pro				097N02204		\$ 13,900.00	0%	\$ 13,900.00	\$ 648.34	\$ 453.25	\$ 355.76	\$ 297.15						
Trim Crease & 2-sided Trimmer				097504958		\$ 30,000.00	45%	\$ 16,402.00	\$ 765.04	\$ 534.84	\$ 419.79	\$ 350.64						
C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus				097504748		\$ 5,700.00	48%	\$ 2,988.00	\$ 139.37	\$ 97.43	\$ 76.47	\$ 63.88						
Square Fold Trimmer - only used w/ Prod Ready Booklet Fin				097504752		\$ 15,000.00	57%	\$ 6,508.00	\$ 303.55	\$ 212.21	\$ 166.57	\$ 139.13						
High Cap Feeder (Letter size 2,000 sheets)				097505007		\$ 2,000.00	57%	\$ 863.00	\$ 40.25	\$ 28.14	\$ 22.09	\$ 18.45						
Oversized High Capacity Feeder with One Try				097505008		\$ 5,995.00	39%	\$ 3,642.00	\$ 169.87	\$ 118.76	\$ 93.21	\$ 77.86						
Oversized High Capacity Feeder with Two Trays				097505009		\$ 9,995.00	45%	\$ 5,462.00	\$ 254.76	\$ 178.10	\$ 139.79	\$ 116.77						
MSI Assembly Kit				497K18870		\$ 2,098.00	51%	\$ 1,028.00	\$ 47.95	\$ 33.52	\$ 26.31	\$ 21.98						
Banner Feed Kit				497K18880		\$ 699.00	59%	\$ 288.00	\$ 13.48	\$ 9.42	\$ 7.40	\$ 6.18						
Convenience Stapler				498K08250		\$ 299.00	14%	\$ 258.00	\$ 12.03	\$ 8.41	\$ 6.60	\$ 5.52						
FAX Install Kit (required for all analog FAX Kits)				497K20240		\$ 999.00	56%	\$ 440.00	\$ 20.52	\$ 14.35	\$ 11.26	\$ 9.41						
Server FAX Kit Option				497K20300		\$ 990.00	80%	\$ 197.00	\$ 9.19	\$ 6.42	\$ 5.04	\$ 4.21						
VOIP FAX Option				497K20310		\$ 895.00	84%	\$ 139.00	\$ 6.48	\$ 4.53	\$ 3.56	\$ 2.97						
USB HUB Kit				497K20250		\$ 150.00	15%	\$ 127.00	\$ 5.92	\$ 4.14	\$ 3.25	\$ 2.72						
Universal Mobility Plate for all configs (order appropriate qty)				497K05270		\$ -	N/A	\$ 203.00	\$ 9.47	\$ 6.62	\$ 5.20	\$ 4.34						
Foreign Interface Kit				498K14141		\$ 220.00	0%	\$ 220.00	\$ 10.26	\$ 7.17	\$ 5.63	\$ 4.70						
FreeFlow VI Design Pro SW & License				300501844		\$ 3,495.00	97%	\$ 93.00	\$ 4.34	\$ 3.03	\$ 2.38	\$ 1.99						
FreeFlow VI Compose S/W & License				300501843		\$ 5,000.00	99%	\$ 40.00	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.86						
Heavy Weight Fuser				497K20760		\$ 549.00	2%	\$ 537.00	\$ 25.05	\$ 17.51	\$ 13.74	\$ 11.48						
Vivid Toner Kit				097N02388		\$ 11,000.00	0%	\$ 11,000.00	\$ 513.07	\$ 358.69	\$ 281.53	\$ 235.16						
Vivid & Fluorescent Toner Kit				097N02389		\$ 17,000.00	0%	\$ 17,000.00	\$ 792.93	\$ 554.34	\$ 435.10	\$ 363.43						
Much Choose a Controller:				497N05469														
DMP Xerox Integrated Controller with Postscript				097505123		\$ 5,590.00	90%	\$ 583.00	\$ 27.19	\$ 19.01	\$ 14.92	\$ 12.46						
Biancarlo Digitale SW				497N06263		\$ 1,600.00	26%	\$ 1,180.00	\$ 55.04	\$ 38.48	\$ 30.20	\$ 25.23						
Xerox® EX-c C9065/C9070 Print Server Fiery Entry Level DFE				097N02339		\$ 5,995.00	11%	\$ 5,342.00	\$ 249.17	\$ 174.19	\$ 136.72	\$ 114.20						
Profile Suite 4 (s/w & Spectrophotometer)				497N03087		\$ 2,700.00	0%	\$ 2,700.00	\$ 125.94	\$ 88.04	\$ 69.10	\$ 57.72						
Hot Fldr. Virtual Print Kit				497N02727		\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27						
EFI Hub Kit				497N01224		\$ 495.00	0%	\$ 495.00	\$ 23.09	\$ 16.14	\$ 12.67	\$ 10.58						
EFI Fiery Options Bundle including Spot-On, Auto Trapping, Hot Folders, Virtual Printers				497N04238		\$ 1,999.00	0%	\$ 1,999.00	\$ 93.24	\$ 65.18	\$ 51.16	\$ 42.73						
EFI Spot On				497N05469		\$ 825.00	0%	\$ 825.00	\$ 38.48	\$ 26.90	\$ 21.12	\$ 17.64						
Xerox® EX-i C9065/C9070 Print Server Fiery Integrated				097N02338		\$ 8,695.00	11%	\$ 7,697.00	\$ 359.01	\$ 250.98	\$ 197.00	\$ 164.55						
Impose Kit (one add'l license in kit - add'l licenses via TXC)				497N07166		\$ 2,550.00	0%	\$ 2,550.00	\$ 118.94	\$ 83.15	\$ 65.26	\$ 54.51						
SeeSequence Compose Kit				497N05471		\$ 1,500.00	3%	\$ 1,451.00	\$ 67.68	\$ 47.31	\$ 37.14	\$ 31.02						
Profile Suite 4 (s/w & Spectrophotometer)				497N03087		\$ 2,700.00	0%	\$ 2,700.00	\$ 125.94	\$ 88.04	\$ 69.10	\$ 57.72						
Productivity Package (incl Hot Fldr & Virtual Ptrs & JDF)				497N04791		\$ 6,000.00	0%	\$ 6,000.00	\$ 279.86	\$ 195.65	\$ 153.56	\$ 128.27						
EFI Hub Kit				497N01224		\$ 495.00	0%	\$ 495.00	\$ 23.09	\$ 16.14	\$ 12.67	\$ 10.58						
Xerox® EX C9065/C9070 Print Server Fiery Standalone NX				097N02337		\$ 23,000.00	37%	\$ 14,546.00	\$ 678.47	\$ 474.32	\$ 372.29	\$ 310.96						
Impose Kit (one add'l license in kit - add'l licenses via TXC)				497N07166		\$ 2,550.00	0%	\$ 2,550.00	\$ 118.94	\$ 83.15	\$ 65.26	\$ 54.51						
SeeSequence Compose Kit				497N05471		\$ 1,500.00	3%	\$ 1,451.00	\$ 67.68	\$ 47.31	\$ 37.14	\$ 31.02						
Profile Suite 4 (s/w & Spectrophotometer)				497N03087		\$ 2,700.00	0%	\$ 2,700.00	\$ 125.94	\$ 88.04	\$ 69.10	\$ 57.72						
GA Premium Package				497N02107		\$ 6,200.00	0%	\$ 6,200.00	\$ 289.19	\$ 202.17	\$ 158.68	\$ 132.54						
Advanced Interface Pkg (monitor, keyboard, mouse, stand)				497N04849		\$ 4,000.00	1%	\$ 3,947.00	\$ 184.10	\$ 128.70	\$ 101.02	\$ 84.38						
Hard Drive Security Option				497N04827		\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27						
EFI Hub Kit				497N01224		\$ 495.00	0%	\$ 495.00	\$ 23.09	\$ 16.14	\$ 12.67	\$ 10.58						
						\$ 23,000.00												
Xerox PrimeLink B9100 Copier/Printer				B9100	100	\$ 50,250.00	74%	\$ 13,229.00	\$ 617.04	\$ 431.37	\$ 338.58	\$ 282.81	Custom Quote	Custom Quote	0	0	0.0045	
Xerox PrimeLink B9110 Copier/Printer				B9110	110	\$ 59,740.00	63%	\$ 22,044.00	\$ 1,028.20	\$ 718.81	\$ 564.19	\$ 471.26	Custom Quote	Custom Quote	0	0	0.0045	
PrimeLink IOT 110/125/136 (High Speed)				B9125	125	\$ 73,700.00	67%	\$ 24,248.00	\$ 1,131.00	\$ 790.68	\$ 620.60	\$ 518.37	Custom Quote	Custom Quote	0	0	0.0045	
PrimeLink IOT 110/125/136 (High Speed)				B9136	136	\$ 91,500.00	63%	\$ 33,706.00	\$ 1,572.15	\$ 1,099.09	\$ 862.67	\$ 720.57	Custom Quote	Custom Quote	0	0	0.0045	
Must Choose One:																		
Manual Sheet Inserter (MSI) bypass				497K09130		\$ 900.00	13%	\$ 784.00	\$ 36.57	\$ 25.56	\$ 20.07	\$ 16.76						
MSI XLS				497K19870		\$ 1,999.00	40%	\$ 1,207.00	\$ 56.30	\$ 39.36	\$ 30.89	\$ 25.80						
Must Choose One:																		
PF3.5 Advanced Two Tray OHCF				097505146		\$ 8,995.00	17%	\$ 7,488.00	\$ 349.26	\$ 244.17	\$ 191.65	\$ 160.08						
1 TRAY OVERSIZE HIGH CAPACITY FEEDER				097505008		\$ 5,995.00	41%	\$ 3,540.00	\$ 165.12	\$ 115.43	\$ 90.60	\$ 75.68						
2 TRAY HIGH CAPACITY FEEDER - 200 lbs				097505010		\$ 2,700.00	22%	\$ 2,116.00	\$ 98.70	\$ 69.00	\$ 54.16	\$ 45.24						
2 TRAY HIGH CAPACITY FEEDER - 200 lbs (B9136 ONLY)				097505011		\$ 2,700.00	0%	\$ 2,700.00	\$ 125.94	\$ 88.04	\$ 69.10	\$ 57.72						
MSI Chute Kit - 7 lbs				497K20410		\$ 350.00	30%	\$ 244.00	\$ 11.38	\$ 7.96	\$ 6.24	\$ 5.22						
Must Choose One:																		
Offset Catch Tray				497K02420		\$ 400.00	0%	\$ 400.00	\$ 18.66	\$ 13.04	\$ 10.24	\$ 8.55						
High Capacity Stacker - 380 lbs				097505013		\$ 13,000.00	31%	\$ 8,979.00	\$ 418.81	\$ 292.79	\$ 229.81	\$ 191.95						
PR Standard Finisher				097505148		\$ 7,150.00	15%	\$ 6,066.00	\$ 282.94	\$ 197.80	\$ 155.26	\$ 129.68						
PR Booklet Maker				097505149		\$ 12,400.00	43%	\$ 7,109.00	\$ 331.59	\$ 231.81	\$ 181.95	\$ 151.98						
Partner Finishing Interface				097504711		\$ 13,900.00	13%	\$ 12,144.00	\$ 566.43	\$ 395.99	\$ 310.81	\$ 259.61						
Optional Accessories:																		
CAC/PIV Card Reader and Enablement Kit - 1 lb				497K21650		\$ 299.00	85%	\$ 44.00	\$ 2.05	\$ 1.43	\$ 1.13	\$ 0.94						
Convenience Stapler				498K08250		\$ 200.00	0%	\$ 200.00	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28						
IDM Cooling / Decurler				097504753		\$ 2,000.00	0%	\$ 2,000.00	\$ 93.29	\$ 65.22	\$ 51.19	\$ 42.76						

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
1 line fax card	497K17750		\$ 999.00	35%	\$ 653.00	\$ 30.46	\$ 21.29	\$ 16.71	\$ 13.96						
Foreign Interface Kit	498K14141		\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21						
GBC Advanced Punch Pro	097N02204		\$ 13,900.00	0%	\$ 13,900.00	\$ 648.34	\$ 453.25	\$ 355.76	\$ 297.15						
HIGH CAP. STACKER - 380 lbs	097S05013		\$ 13,000.00	31%	\$ 8,979.00	\$ 418.81	\$ 292.79	\$ 229.81	\$ 191.95						
dolly	098S05050		\$ 995.00	51%	\$ 488.00	\$ 22.76	\$ 15.91	\$ 12.49	\$ 10.43						
HYBRID WATERMARK - 1 lb	497K20450		\$ 995.00	35%	\$ 644.00	\$ 30.04	\$ 21.00	\$ 16.48	\$ 13.77						
C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	097S04748		\$ 5,700.00	48%	\$ 2,988.00	\$ 139.37	\$ 97.43	\$ 76.47	\$ 63.88						
PR CREASE AND TWO SIDED TRIMMER FOR EFI FIERY SOLUTIONS.	097S04958		\$ 30,000.00	46%	\$ 16,277.00	\$ 759.21	\$ 530.76	\$ 416.59	\$ 347.97						
Square Fold Trimmer - only used w/ Prod Ready Booklet Fin	097S05151		\$ 15,000.00	57%	\$ 5,008.00	\$ 303.55	\$ 212.21	\$ 166.57	\$ 139.13						
Searchable PDF (OCR) kit - 1 lb	497K20470		\$ 2,850.00	90%	\$ 272.00	\$ 12.69	\$ 8.87	\$ 6.96	\$ 5.81						
Tape Bind	097S03869		\$ 15,542.67	0%	\$ 15,542.67	\$ 724.96	\$ 506.82	\$ 397.80	\$ 332.27						
USB HUB KIT	497K20480		\$ 150.00	17%	\$ 125.00	\$ 5.83	\$ 4.08	\$ 3.20	\$ 2.67						
US S508 INSTALL KIT - 8.8 lbs	497K20510		\$ 2,239.00	0%	\$ 2,239.00	\$ 104.43	\$ 73.01	\$ 57.30	\$ 47.87						
EFI Printer Server NX One - 25 lbs (Optional)	097N02340		\$ 13,500.00	26%	\$ 9,966.00	\$ 464.84	\$ 324.97	\$ 255.07	\$ 213.05						
1-Drive External HDD option	497N06009		\$ 2,245.00	0%	\$ 2,245.00	\$ 104.71	\$ 73.20	\$ 57.46	\$ 47.99						
Impose Option	497N05470		\$ 2,550.00	0%	\$ 2,550.00	\$ 118.94	\$ 83.15	\$ 65.26	\$ 54.51						
Compose Option	497N05471		\$ 1,500.00	3%	\$ 1,451.00	\$ 67.68	\$ 47.31	\$ 37.14	\$ 31.02						
Fiery Calibration Mono	497N02931		\$ 1,990.00	0%	\$ 1,990.00	\$ 92.82	\$ 64.89	\$ 50.93	\$ 42.54						
LAC Image Viewer Software	497N02659		\$ 2,800.00	0%	\$ 2,800.00	\$ 130.60	\$ 91.30	\$ 71.66	\$ 59.86						
NX One Station, with 22" monitor option	497N06007		\$ 2,685.00	0%	\$ 2,685.00	\$ 125.24	\$ 87.55	\$ 68.72	\$ 57.40						
Ethernet Hub Option	497N01224		\$ 495.00	0%	\$ 495.00	\$ 23.09	\$ 16.14	\$ 12.67	\$ 10.58						
ED95	ED95	100	\$ 37,200.00	80%	\$ 7,294.00	\$ 340.21	\$ 237.84	\$ 186.68	\$ 155.93	Custom Quote	Custom Quote	0	0	0.0045	
ED125	ED125	125	\$ 55,600.00	86%	\$ 7,759.00	\$ 361.90	\$ 253.01	\$ 198.58	\$ 165.87	Custom Quote	Custom Quote	0	0	0.0045	
Must Choose One:															
D4 Finisher with 2/3 Hole Punch	097S05112		\$ 5,240.00	56%	\$ 2,302.00	\$ 107.37	\$ 75.06	\$ 58.92	\$ 49.21						
D5 Booklet Maker Finisher with 2/3 Hole Punch	097S05113		\$ 9,440.00	67%	\$ 3,118.00	\$ 145.43	\$ 101.67	\$ 79.80	\$ 66.66						
Must Choose One:															
2-Tray High Capacity Feeder	097S05115		\$ 2,165.00	44%	\$ 1,220.00	\$ 56.90	\$ 39.78	\$ 31.22	\$ 26.08						
Bypass Chute	497K02520		\$ 350.00	25%	\$ 263.00	\$ 12.27	\$ 8.58	\$ 6.73	\$ 5.62						
Optional Accessories															
UI Installation Kit (LH Wing)	497K07290		\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21						
Convenience Stapler	498K08250		\$ 299.00	14%	\$ 258.00	\$ 12.03	\$ 8.41	\$ 6.60	\$ 5.52						
Foreign Interface Kit	498K14141		\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21						
USB HUB KIT	497K06750		\$ 150.00	39%	\$ 91.00	\$ 4.24	\$ 2.97	\$ 2.33	\$ 1.95						
Searchable PDF	497K09140		\$ 2,850.00	89%	\$ 321.00	\$ 14.97	\$ 10.47	\$ 8.22	\$ 6.86						
CAC/PW Card Reader and Enablement Kit	497K21650		\$ 13,000.00	100%	\$ 42.00	\$ 1.96	\$ 1.37	\$ 1.07	\$ 0.90						
Nuvera MFF 100	MFF100	100	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera MFF 120	MFF120	120	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 100	DPS100	100	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 120	DPS120	120	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 144	DPS144	144	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 157	DPS157	157	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 200	DPS200	200	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 288	DPS288	288	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera DPS 314	DPS314	314	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera MX 100	MX100	100	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera MX 120	MX120	120	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera MX 144	MX144	144	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera MX 200	MX200	200	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Nuvera MX 288	MX288	288	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Xerox Iridesse Production Press (incl Full Width Array)	IRI120	120	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	Custom Quote	0	0		
Versant 280 Press	VR280	80/ 80	\$ 59,900.00	61%	\$ 23,572.00	\$ 1,099.47	\$ 768.64	\$ 603.30	\$ 503.92	Custom Quote	Custom Quote	0	0	0.0065	0.0425
Must Choose One:															
Offset Catch Tray	497K02420		\$ 300.00	0%	\$ 300.00	\$ 13.99	\$ 9.78	\$ 7.68	\$ 6.41						
BR Finisher w/ 2/3 Hole Punch - (WH)	097S05024		\$ 2,995.00	30%	\$ 2,090.00	\$ 97.48	\$ 68.15	\$ 53.49	\$ 44.68						
BR BOOKLET MAKER Finisher with 2/3 Hole Punch - (WH)	097S05025		\$ 4,995.00	39%	\$ 3,055.00	\$ 142.49	\$ 99.62	\$ 78.19	\$ 65.31						
High Cap Stacker	097S05013		\$ 13,000.00	35%	\$ 8,502.00	\$ 396.56	\$ 277.23	\$ 217.60	\$ 181.76						
PR Finisher (Standard Finisher)	097S05148		\$ 6,550.00	36%	\$ 4,167.00	\$ 194.36	\$ 135.88	\$ 106.65	\$ 89.08						
PR Booklet Maker Finisher	097S05149		\$ 11,800.00	56%	\$ 5,209.00	\$ 242.96	\$ 169.86	\$ 133.32	\$ 111.36						
PR Finisher for PFIM (for PR Standard Finisher Plus)	097S05150		\$ 12,000.00	0%	\$ 12,000.00	\$ 559.72	\$ 391.30	\$ 307.13	\$ 256.54						
May Choose Any (Not Required):															
IDM Interface Decurler Module	097S04745		\$ 2,000.00	0%	\$ 2,000.00	\$ 93.29	\$ 65.22	\$ 51.19	\$ 42.76						
Interface Decurler Module (IDM) w / All-Stocks Rated Speed (ASRS)	097S05153		\$ 17,000.00	64%	\$ 6,113.00	\$ 285.13	\$ 199.33	\$ 156.46	\$ 130.68						
IDM (ILS) Interface Decurler Module w / In-line Spectrophoto-meter	097S04744		\$ 28,000.00	59%	\$ 11,446.00	\$ 533.88	\$ 373.23	\$ 292.95	\$ 244.69						
Must Choose Only 1															
PF2.0(1 Tray A4 - Letter-size HCF)	097S05007		\$ 2,000.00	67%	\$ 661.00	\$ 30.83	\$ 21.55	\$ 16.92	\$ 14.13						
PF3.1 (1 Tray OHCF)	097S05008		\$ 5,995.00	41%	\$ 3,539.00	\$ 165.07	\$ 115.40	\$ 90.58	\$ 75.66						
PF3.5 Adv (2 Tray OHCF)	097S05146		\$ 9,995.00	24%	\$ 7,593.00	\$ 354.16	\$ 247.59	\$ 194.34	\$ 162.32						
Optional Accessories:															
Manual Sheet Inserter (MSI) Bypass	497K09130		\$ 900.00	13%	\$ 784.00	\$ 36.57	\$ 25.56	\$ 20.07	\$ 16.76						
2/3 Hole Punch for 34E & 44E	497K16710		\$ 600.00	61%	\$ 236.00	\$ 11.01	\$ 7.70	\$ 6.04	\$ 5.05						
C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	097S04748		\$ 5,700.00	48%	\$ 2,988.00	\$ 139.37	\$ 97.43	\$ 76.47	\$ 63.88						
Interposer/Inserter Module	097S04746		\$ 2,000.00	15%	\$ 1,706.00	\$ 79.57	\$ 55.63	\$ 43.66	\$ 36.47						
Square Fold Trimmer	097S05151		\$ 15,000.00	42%	\$ 8,686.00	\$ 405.14	\$ 283.23	\$ 222.31	\$ 185.69						
dolly	098S05050		\$ 995.00	51%	\$ 488.00	\$ 22.76	\$ 15.91	\$ 12.49	\$ 10.43						
UI S508 Install Kit 13.9 LBS	497K22720		\$ -	N/A	\$ 3,068.00	\$ 143.10	\$ 100.04	\$ 78.52	\$ 65.59						
High Cap Stacker UI Fixed Angle Kit	498K17820		\$ -	N/A	\$ 17.00	\$ 0.79	\$ 0.55	\$ 0.44	\$ 0.36						
Dual Advanced High Cap Feeder	097S05147		\$ 9,995.00	11%	\$ 8,870.00	\$ 413.72	\$ 289.23	\$ 227.02	\$ 189.62						
FreeFlow VI Compose SW and License	300S01843		\$ 5,000.00	99%	\$ 40.00	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.86						
FreeFlow VI Design Pro SW & License	300S01844		\$ 3,495.00	97%	\$ 93.00	\$ 4.34	\$ 3.03	\$ 2.38	\$ 1.99						
Quick Print Sign	497K06860		\$ 500.00	0%	\$ 500.00	\$ 23.32	\$ 16.30	\$ 12.80	\$ 10.69						
Foreign Interface Kit	498K14141		\$ 220.00	0%	\$ 220.00	\$ 10.26	\$ 7.17	\$ 5.63	\$ 4.70						

Product Descriptions & Accessories	Product Number	Speed (ppm)	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	B/W Prints Included	Color Prints Included	B/W Print Charge	Color Print Charge
FreeFlow VI Design Pro SW & License	300501844		\$ 3,495.00	97%	\$ 93.00	\$ 4.34	\$ 3.03	\$ 2.38	\$ 1.99						
Common Access Card Enablement Kit	497K04790		\$ 199.00	48%	\$ 104.00	\$ 4.85	\$ 3.39	\$ 2.66	\$ 2.22						
USB Enablement Kit (Activates USB Hub Kit, makes USB ports functional via pin coded s/w)	497K14870		\$ 299.00	53%	\$ 140.00	\$ 6.53	\$ 4.57	\$ 3.58	\$ 2.99						
Network Accounting	497K14310		\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21						
Remote Service Opt Out Instructions	320500864		\$ -	N/A	\$ 14.00	\$ 0.65	\$ 0.46	\$ 0.36	\$ 0.30						
Vivid Toner Kit - includes Starter toner cartridges (50% yield of full replacement cartridges)	097N02390	\$ 14,700.00	0%	\$ 14,700.00	\$ 685.65	\$ 479.34	\$ 376.23	\$ 314.26							
Flourescent Toner Kit - includes Starter toner cartridges (50% yield of full replacement cartridges)	097N02391	\$ 14,700.00	0%	\$ 14,700.00	\$ 685.65	\$ 479.34	\$ 376.23	\$ 314.26							
Vivid and Flourescent Kit - includes Starter toner cartridges (50% yield of full replacement cartridges)	097N02392	\$ 25,000.00	0%	\$ 25,000.00	\$ 1,166.08	\$ 815.20	\$ 639.85	\$ 534.45							
XLS Support Kit	497K19162	\$ 570.00	30%	\$ 397.00	\$ 18.52	\$ 12.95	\$ 10.16	\$ 8.49							
Xerox Crease and Two-sided Trimmer	097505152	\$ 30,000.00	44%	\$ 16,946.00	\$ 790.41	\$ 552.58	\$ 433.72	\$ 362.27							
Top Tray Aligner	497K22450	\$ 399.00	0%	\$ 399.00	\$ 18.61	\$ 13.01	\$ 10.21	\$ 8.53							
GBC Advanced Punch PRO 60Hzs	097502437	\$ 13,900.00	77%	\$ 3,131.00	\$ 146.04	\$ 102.10	\$ 80.13	\$ 66.93							
Convenience Stapler	498K08250	\$ 299.00	14%	\$ 258.00	\$ 12.03	\$ 8.41	\$ 6.60	\$ 5.52							
Large Envelope Support Kit	097N02410	\$ 292.00	0%	\$ 292.00	\$ 13.62	\$ 9.52	\$ 7.47	\$ 6.24							
High Cap Stacker	097505013	\$ 13,000.00	35%	\$ 8,502.00	\$ 396.56	\$ 277.23	\$ 217.60	\$ 181.76							
PR Finisher (Standard Finisher) 246.92 LBS	097505148	\$ 6,550.00	36%	\$ 4,167.00	\$ 194.36	\$ 135.88	\$ 106.65	\$ 89.08							
PR Booklet Maker Finisher	097505149	\$ 11,800.00	56%	\$ 5,209.00	\$ 242.96	\$ 169.86	\$ 133.32	\$ 111.36							
PR Finisher for PFIM(for PR Standard Finisher Plus)	097505150	\$ 12,000.00	0%	\$ 12,000.00	\$ 559.72	\$ 391.30	\$ 307.13	\$ 256.54							
MUST CHOOSE A CONTROLLER:															
EX-I 280 Print Server (Integrated DFE, €400)	097N02404		\$ 8,990.00	0%	\$ 8,990.00	\$ 419.32	\$ 293.15	\$ 230.09	\$ 192.19						
EX-I 280 OPTIONAL ACCESSORIES															
Fiery Impose Option	497N07166	\$ 2,550.00	0%	\$ 2,550.00	\$ 118.94	\$ 83.15	\$ 65.26	\$ 54.51							
Profile Suite 4 (s/w & Spectrophotometer)	497N07213	\$ 5,000.00	19%	\$ 4,028.00	\$ 187.88	\$ 131.35	\$ 103.09	\$ 86.11							
Switch/HUB, ethernet, 5 port	497N01224	\$ 495.00	0%	\$ 495.00	\$ 23.09	\$ 16.14	\$ 12.67	\$ 10.58							
STANDALONE DFE, NX PRO 3 W/ WIN 10	097N02415	\$ 25,000.00	31%	\$ 17,372.00	\$ 810.28	\$ 566.47	\$ 444.62	\$ 371.38							
EX-280 OPTIONAL ACCESSORIES															
Seequence Compose Kit	497N05471	\$ 1,500.00	3%	\$ 1,451.00	\$ 67.68	\$ 47.31	\$ 37.14	\$ 31.02							
Profile Suite 4 (s/w & Spectrophotometer)	497N07213	\$ 5,000.00	19%	\$ 4,028.00	\$ 187.88	\$ 131.35	\$ 103.09	\$ 86.11							
Switch/HUB, ethernet, 5 port	497N01224	\$ 495.00	0%	\$ 495.00	\$ 23.09	\$ 16.14	\$ 12.67	\$ 10.58							
FACI Furniture Option Kit (RoHS) (Stand, monitor, keyboard & mouse)	497N04849	\$ 4,000.00	1%	\$ 3,947.00	\$ 184.10	\$ 128.70	\$ 101.02	\$ 84.38							
Hard Drive Security Option	497N04827	\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27							
EFI Performance Package Kit	301N79930	\$ 5,000.00	97%	\$ 140.00	\$ 6.53	\$ 4.57	\$ 3.58	\$ 2.99							
Versant 4100 Press	VR4100	100/ 100	\$ 200,000.00	56%	\$ 87,465.00	\$ 4,079.63	\$ 2,852.06	\$ 2,238.58	\$ 1,869.83	Custom Quote	Custom Quote	0	0	0.0065	0.0425
MUST CHOOSE ONE:															
500 Sheet Offset Catch Tray	497K02420	\$ 300.00	0%	\$ 300.00	\$ 13.99	\$ 9.78	\$ 7.68	\$ 6.41							
High Capacity Stacker (HCS)	097505013	\$ 13,000.00	35%	\$ 8,502.00	\$ 396.56	\$ 277.23	\$ 217.60	\$ 181.76							
PR Finisher (Standard Finisher)	097505148	\$ 6,550.00	36%	\$ 4,167.00	\$ 194.36	\$ 135.88	\$ 106.65	\$ 89.08							
PR Booklet Maker Finisher	097505149	\$ 11,800.00	56%	\$ 5,209.00	\$ 242.96	\$ 169.86	\$ 133.32	\$ 111.36							
PR Finisher for PFIM (for PR Standard Finisher Plus)	097505150	\$ 12,000.00	0%	\$ 12,000.00	\$ 559.72	\$ 391.30	\$ 307.13	\$ 256.54							
MUST CHOOSE ONLY 1															
PE3.5 Adv (2 Tray OHCF)	097505146	\$ 9,995.00	19%	\$ 8,069.00	\$ 376.36	\$ 263.11	\$ 206.52	\$ 172.50							
High Capacity XLS Vacuum Feeder (HiCap XLS Vac Feeder)	097N02413	\$ 13,995.00	0%	\$ 13,995.00	\$ 652.77	\$ 456.35	\$ 358.19	\$ 299.19							
Dual High Capacity XLS Vacuum Feeder (Dual HiCap XLS Vac Feeder)	097N02414	\$ 19,995.00	0%	\$ 19,995.00	\$ 932.63	\$ 652.00	\$ 511.75	\$ 427.45							
Optional Accessories:															
Dual Advanced High Cap Feeder	097505147	\$ 9,995.00	12%	\$ 8,805.00	\$ 410.69	\$ 287.11	\$ 225.36	\$ 188.23							
2/3 Hole Punch for 3AE & 4AE	497K16710	\$ 600.00	61%	\$ 236.00	\$ 11.01	\$ 7.70	\$ 6.04	\$ 5.05							
C & Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus	097504748	\$ 5,700.00	48%	\$ 2,988.00	\$ 139.37	\$ 97.43	\$ 76.47	\$ 63.88							
Xerox Crease and Two-sided Trimmer	097505152	\$ 30,000.00	44%	\$ 16,946.00	\$ 790.41	\$ 552.58	\$ 433.72	\$ 362.27							
Interposer/Insertor Module	097504746	\$ 2,000.00	15%	\$ 1,706.00	\$ 79.57	\$ 55.63	\$ 43.66	\$ 36.47							
Square Fold Trimmer	097505151	\$ 15,000.00	42%	\$ 8,656.00	\$ 403.74	\$ 282.25	\$ 221.54	\$ 185.05							
Envelope Support Kit (Can order up to 2)	497K17190	\$ 250.00	13%	\$ 217.00	\$ 10.12	\$ 7.08	\$ 5.55	\$ 4.64							
GBC Advanced Punch PRO 60Hzs	097N02204	\$ 13,900.00	0%	\$ 13,900.00	\$ 648.34	\$ 453.25	\$ 355.76	\$ 297.15							
dolly	098505950	\$ 995.00	51%	\$ 488.00	\$ 22.76	\$ 15.91	\$ 12.49	\$ 10.43							
High Cap Stacker UI Fixed Angle Kit	498K17820	\$ -	#DW/OI	\$ 21.00	\$ 0.98	\$ 0.68	\$ 0.54	\$ 0.45							
Remote Service Opt Out Instructions	320500864	\$ -	#DW/OI	\$ 14.00	\$ 0.65	\$ 0.46	\$ 0.36	\$ 0.30							
FreeFlow VI Compose SW and License	300501843	\$ 10,000.00	100%	\$ 40.00	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.86							
FreeFlow VI Design Pro SW & License	300501844	\$ 3,495.00	97%	\$ 93.00	\$ 4.34	\$ 3.03	\$ 2.38	\$ 1.99							
Quick Print Sign	497K06860	\$ 500.00	0%	\$ 500.00	\$ 23.32	\$ 16.30	\$ 12.80	\$ 10.69							
Top Tray Aligner	497K22450	\$ 399.00	0%	\$ 399.00	\$ 18.95	\$ 13.95	\$ 10.75	\$ 9.09							
XLS OHCF Support Kit	497K19162	\$ 570.00	30%	\$ 397.00	\$ 18.52	\$ 12.95	\$ 10.16	\$ 8.49							
XLS Air Assist Kit	497K22500	\$ 3,999.00	0%	\$ 3,999.00	\$ 186.53	\$ 130.40	\$ 102.35	\$ 85.49							
High Cap Stacker	097505013	\$ 13,000.00	35%	\$ 8,502.00	\$ 396.56	\$ 277.23	\$ 217.60	\$ 181.76							
PR Finisher (Standard Finisher)	097505148	\$ 6,550.00	36%	\$ 4,167.00	\$ 194.36	\$ 135.88	\$ 106.65	\$ 89.08							
PR Booklet Maker Finisher	097505149	\$ 11,800.00	56%	\$ 5,209.00	\$ 242.96	\$ 169.86	\$ 133.32	\$ 111.36							
PR Finisher for PFIM(for PR Standard Finisher Plus)	097505150	\$ 12,000.00	0%	\$ 12,000.00	\$ 559.72	\$ 391.30	\$ 307.13	\$ 256.54							
MUST CHOOSE A CONTROLLER															
NX Pro Gen III	097N02417	\$ 36,750.00	16%	\$ 30,751.00	\$ 1,434.32	\$ 1,002.73	\$ 787.04	\$ 657.39							
NX PRO GEN III OPTIONAL ACCESSORIES															
Hard Drive Security Option	497N04827	\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27							
2 Bay HDD enclosure	497N08408	\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27							
EX-P 4100 Print Server (Standalone DFE, NX Premium w/Win 10 2019)	097N02416	\$ 65,000.00	7%	\$ 60,414.00	\$ 2,817.89	\$ 1,969.98	\$ 1,546.24	\$ 1,291.53							
EX-P 4100 OPTIONAL ACCESSORIES															
Swappable SSD Kit, 1 TB (X2), 500GB	497N07254	\$ 5,000.00	0%	\$ 5,000.00	\$ 233.22	\$ 163.04	\$ 127.97	\$ 106.89							
3 Bay HDD enclosure	497N06629	\$ 3,000.00	0%	\$ 3,000.00	\$ 139.93	\$ 97.82	\$ 76.78	\$ 64.13							

Notes:										
Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Brother FAX275	FAX275	\$ 129.99	1%	\$ 128.46	\$ 5.99	\$ 4.19	\$ 3.29	\$ 2.75	\$ 7.56	Special Quote
Brother FAX575	FAX575	\$ 99.99	15%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Brother FAX2840	FAX2840	\$ 329.99	19%	\$ 266.15	\$ 12.41	\$ 8.68	\$ 6.81	\$ 5.69	\$ 15.66	Special Quote
Brother FAX2940	FAX2940	\$ 499.99	23%	\$ 384.62	\$ 17.94	\$ 12.54	\$ 9.84	\$ 8.22	\$ 22.62	Special Quote
Brother FAX4100e	FAX4100e	\$ 499.99	18%	\$ 410.77	\$ 19.16	\$ 13.39	\$ 10.51	\$ 8.78	\$ 24.16	Special Quote
Brother PPF4750e	PPF4750e	\$ 799.99	19%	\$ 644.62	\$ 30.07	\$ 21.02	\$ 16.50	\$ 13.78	\$ 37.92	Special Quote
Brother PPF5750e	PPF5750e	\$ 1,299.99	21%	\$ 1,027.69	\$ 47.93	\$ 33.51	\$ 26.30	\$ 21.97	\$ 60.45	Special Quote
Brother MFC7240	MFC7240	\$ 349.99	21%	\$ 275.38	\$ 12.84	\$ 8.98	\$ 7.05	\$ 5.89	\$ 16.20	Special Quote
Brother MFC8220	MFC8220	\$ 499.99	18%	\$ 410.77	\$ 19.16	\$ 13.39	\$ 10.51	\$ 8.78	\$ 24.16	Special Quote
Brother MFCJ491dw	MFCJ491dw	\$ 119.99	6%	\$ 112.31	\$ 5.24	\$ 3.66	\$ 2.87	\$ 2.40	\$ 6.61	Special Quote
Brother MFCJ497dw	MFCJ497dw	\$ 119.99	6%	\$ 112.31	\$ 5.24	\$ 3.66	\$ 2.87	\$ 2.40	\$ 6.61	Special Quote
Brother MFCJ690dw	MFCJ690dw	\$ 199.99	17%	\$ 165.38	\$ 7.71	\$ 5.39	\$ 4.23	\$ 3.54	\$ 9.73	Special Quote
Brother MFCJ895dw	MFCJ895dw	\$ 229.99	22%	\$ 178.46	\$ 8.32	\$ 5.82	\$ 4.57	\$ 3.82	\$ 10.50	Special Quote
Brother MFCJ775dw	MFCJ775dw	\$ 299.99	32%	\$ 205.38	\$ 9.58	\$ 6.70	\$ 5.26	\$ 4.39	\$ 12.08	Special Quote
Brother MFCJ775dwXL	MFCJ775dwXL	\$ 429.99	21%	\$ 341.54	\$ 15.93	\$ 11.14	\$ 8.74	\$ 7.30	\$ 20.09	Special Quote
Brother MFCJ805dwXL	MFCJ805dwXL	\$ 429.99	17%	\$ 356.15	\$ 16.61	\$ 11.61	\$ 9.12	\$ 7.61	\$ 20.95	Special Quote
Brother MFCJ985dw	MFCJ985dw	\$ 349.99	22%	\$ 273.85	\$ 12.77	\$ 8.93	\$ 7.01	\$ 5.85	\$ 16.11	Special Quote
Brother MFCJ985dwXL	MFCJ985dwXL	\$ 499.99	19%	\$ 406.15	\$ 18.94	\$ 13.24	\$ 10.40	\$ 8.68	\$ 23.89	Special Quote
Brother MFCJ995dw	MFCJ995dw	\$ 349.99	22%	\$ 273.85	\$ 12.77	\$ 8.93	\$ 7.01	\$ 5.85	\$ 16.11	Special Quote
Brother MFCJ995dwXL	MFCJ995dwXL	\$ 499.99	18%	\$ 410.77	\$ 19.16	\$ 13.39	\$ 10.51	\$ 8.78	\$ 24.16	Special Quote
Brother MFCJ5330dw	MFCJ5330dw	\$ 349.99	21%	\$ 275.38	\$ 12.84	\$ 8.98	\$ 7.05	\$ 5.89	\$ 16.20	Special Quote
Brother MFCJ5830dw	MFCJ5830dw	\$ 429.99	21%	\$ 340.77	\$ 15.89	\$ 11.11	\$ 8.72	\$ 7.28	\$ 20.05	Special Quote
Brother MFCJ5830dwXL	MFCJ5830dwXL	\$ 699.99	10%	\$ 632.31	\$ 29.49	\$ 20.62	\$ 16.18	\$ 13.52	\$ 37.19	Special Quote
Brother MFCJ5930dw	MFCJ5930dw	\$ 499.99	18%	\$ 407.69	\$ 19.02	\$ 13.29	\$ 10.43	\$ 8.72	\$ 23.98	Special Quote
Brother MFCJ6530dw	MFCJ6530dw	\$ 349.99	9%	\$ 316.92	\$ 14.78	\$ 10.33	\$ 8.11	\$ 6.78	\$ 18.64	Special Quote
Brother MFCJ6930dw	MFCJ6930dw	\$ 499.99	18%	\$ 412.31	\$ 19.23	\$ 13.44	\$ 10.55	\$ 8.81	\$ 24.25	Special Quote
Brother MFCJ6535dw	MFCJ6535dw	\$ 479.99	20%	\$ 383.08	\$ 17.87	\$ 12.49	\$ 9.80	\$ 8.19	\$ 22.53	Special Quote
Brother MFCJ6535dwXL	MFCJ6535dwXL	\$ 899.99	18%	\$ 738.46	\$ 34.44	\$ 24.08	\$ 18.90	\$ 15.79	\$ 43.44	Special Quote
Brother MFCJ6935dw	MFCJ6935dw	\$ 549.99	13%	\$ 476.92	\$ 22.25	\$ 15.55	\$ 12.21	\$ 10.20	\$ 28.05	Special Quote
Brother MFCJ5920dw	MFCJ5920dw	\$ 499.99	21%	\$ 396.92	\$ 18.51	\$ 12.94	\$ 10.16	\$ 8.49	\$ 23.35	Special Quote
Brother MFCJ5845dw	MFCJ5845dw	\$ 429.99	20%	\$ 342.31	\$ 15.97	\$ 11.16	\$ 8.76	\$ 7.32	\$ 20.14	Special Quote
Brother MFCJ5845dwXL	MFCJ5845dwXL	\$ 699.99	22%	\$ 547.69	\$ 25.55	\$ 17.86	\$ 14.02	\$ 11.71	\$ 32.22	Special Quote
Brother MFCJ5945dw	MFCJ5945dw	\$ 499.99	18%	\$ 410.77	\$ 19.16	\$ 13.39	\$ 10.51	\$ 8.78	\$ 24.16	Special Quote
Brother MFCJ6545dw	MFCJ6545dw	\$ 479.99	20%	\$ 383.08	\$ 17.87	\$ 12.49	\$ 9.80	\$ 8.19	\$ 22.53	Special Quote
Brother MFCJ6545dwXL	MFCJ6545dwXL	\$ 899.99	35%	\$ 589.23	\$ 27.48	\$ 19.21	\$ 15.08	\$ 12.60	\$ 34.66	Special Quote
Brother MFCJ6945dw	MFCJ6945dw	\$ 549.99	13%	\$ 479.23	\$ 22.35	\$ 15.63	\$ 12.27	\$ 10.24	\$ 28.19	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Brother MFCL2720DW	MFCL2720DW	\$ 379.99	16%	\$ 318.46	\$ 14.85	\$ 10.38	\$ 8.15	\$ 6.81	\$ 18.73	Special Quote
Brother MFCL2710DW	MFCL2710DW	\$ 349.99	22%	\$ 273.85	\$ 12.77	\$ 8.93	\$ 7.01	\$ 5.85	\$ 16.11	Special Quote
Brother MFCL2750DW	MFCL2750DW	\$ 429.99	20%	\$ 342.31	\$ 15.97	\$ 11.16	\$ 8.76	\$ 7.32	\$ 20.14	Special Quote
Brother MFCL2750DWXL	MFCL2750DWXL	\$ 649.99	26%	\$ 479.23	\$ 22.35	\$ 15.63	\$ 12.27	\$ 10.24	\$ 28.19	Special Quote
Brother MFCL5700DW	MFCL5700DW	\$ 549.99	20%	\$ 438.46	\$ 20.45	\$ 14.30	\$ 11.22	\$ 9.37	\$ 25.79	Special Quote
Brother MFCL5800DW	MFCL5800DW	\$ 649.99	22%	\$ 507.69	\$ 23.68	\$ 16.55	\$ 12.99	\$ 10.85	\$ 29.86	Special Quote
Brother MFCL5900DW	MFCL5900DW	\$ 699.99	22%	\$ 548.46	\$ 25.58	\$ 17.88	\$ 14.04	\$ 11.73	\$ 32.26	Special Quote
Brother MFCL6700DW	MFCL6700DW	\$ 949.99	21%	\$ 753.85	\$ 35.16	\$ 24.58	\$ 19.29	\$ 16.12	\$ 44.34	Special Quote
Brother MFCL6750DW	MFCL6750DW	\$ 1,499.99	49%	\$ 766.15	\$ 35.74	\$ 24.98	\$ 19.61	\$ 16.38	\$ 45.07	Special Quote
Brother MFCL6800DW	MFCL6800DW	\$ 1,099.99	19%	\$ 890.77	\$ 41.55	\$ 29.05	\$ 22.80	\$ 19.04	\$ 52.40	Special Quote
Brother MFCL6900DW	MFCL6900DW	\$ 1,649.99	46%	\$ 883.08	\$ 41.19	\$ 28.80	\$ 22.60	\$ 18.88	\$ 51.95	Special Quote
Brother MFCL6900DWG	MFCL6900DWG	\$ 1,649.99	44%	\$ 929.23	\$ 43.34	\$ 30.30	\$ 23.78	\$ 19.87	\$ 54.66	Special Quote
Brother MFCL6900DWX	MFCL6900DWX	\$ 3,449.99	74%	\$ 910.77	\$ 42.48	\$ 29.70	\$ 23.31	\$ 19.47	\$ 53.57	Special Quote
Brother MFCL3710CW	MFCL3710CW	\$ 569.99	21%	\$ 452.31	\$ 21.10	\$ 14.75	\$ 11.58	\$ 9.67	\$ 26.61	Special Quote
Brother MFCL3750CDW	MFCL3750CDW	\$ 649.99	22%	\$ 506.92	\$ 23.64	\$ 16.53	\$ 12.97	\$ 10.84	\$ 29.82	Special Quote
Brother MFCL8610CDW	MFCL8610CDW	\$ 749.99	18%	\$ 616.92	\$ 28.78	\$ 20.12	\$ 15.79	\$ 13.19	\$ 36.29	Special Quote
Brother MFCL8900CDW	MFCL8900CDW	\$ 899.99	16%	\$ 753.08	\$ 35.13	\$ 24.56	\$ 19.27	\$ 16.10	\$ 44.30	Special Quote
Brother MFCL9570CDW	MFCL9570CDW	\$ 1,899.99	47%	\$ 1,009.23	\$ 47.07	\$ 32.91	\$ 25.83	\$ 21.58	\$ 59.37	Special Quote
Brother DCPL2550DW	DCPL2550DW	\$ 299.99	27%	\$ 219.23	\$ 10.23	\$ 7.15	\$ 5.61	\$ 4.69	\$ 12.90	Special Quote
Brother DCPL5500DN	DCPL5500DN	\$ 499.99	19%	\$ 403.85	\$ 18.84	\$ 13.17	\$ 10.34	\$ 8.63	\$ 23.76	Special Quote
Brother DCPL5600DN	DCPL5600DN	\$ 599.99	22%	\$ 469.23	\$ 21.89	\$ 15.30	\$ 12.01	\$ 10.03	\$ 27.60	Special Quote
Brother DCPL5650DN	DCPL5650DN	\$ 649.99	18%	\$ 532.31	\$ 24.83	\$ 17.36	\$ 13.62	\$ 11.38	\$ 31.31	Special Quote
Brother HLL2300D	HLL2300D	\$ 179.99	23%	\$ 138.46	\$ 6.46	\$ 4.51	\$ 3.54	\$ 2.96	\$ 8.14	Special Quote
Brother HLL2340DW	HLL2340DW	\$ 199.99	21%	\$ 158.46	\$ 7.39	\$ 5.17	\$ 4.06	\$ 3.39	\$ 9.32	Special Quote
Brother HLL2350DW	HLL2350DW	\$ 199.99	18%	\$ 163.85	\$ 7.64	\$ 5.34	\$ 4.19	\$ 3.50	\$ 9.64	Special Quote
Brother HLL2370DWXL	HLL2370DWXL	\$ 479.99	34%	\$ 314.62	\$ 14.67	\$ 10.26	\$ 8.05	\$ 6.73	\$ 18.51	Special Quote
Brother HLL2390DW	HLL2390DW	\$ 229.99	10%	\$ 206.15	\$ 9.62	\$ 6.72	\$ 5.28	\$ 4.41	\$ 12.13	Special Quote
Brother HLL2395DW	HLL2395DW	\$ 249.99	7%	\$ 232.31	\$ 10.84	\$ 7.58	\$ 5.95	\$ 4.97	\$ 13.67	Special Quote
Brother HLL5000D	HLL5000D	\$ 299.99	10%	\$ 269.23	\$ 12.56	\$ 8.78	\$ 6.89	\$ 5.76	\$ 15.84	Special Quote
Brother HLL5100DN	HLL5100DN	\$ 299.99	18%	\$ 246.92	\$ 11.52	\$ 8.05	\$ 6.32	\$ 5.28	\$ 14.52	Special Quote
Brother HLL5200DW	HLL5200DW	\$ 349.99	22%	\$ 273.85	\$ 12.77	\$ 8.93	\$ 7.01	\$ 5.85	\$ 16.11	Special Quote
Brother HLL5200DWT	HLL5200DWT	\$ 449.99	18%	\$ 370.00	\$ 17.26	\$ 12.06	\$ 9.47	\$ 7.91	\$ 21.76	Special Quote
Brother HLL6200DW	HLL6200DW	\$ 399.99	25%	\$ 301.54	\$ 14.06	\$ 9.83	\$ 7.72	\$ 6.45	\$ 17.74	Special Quote
Brother HLL6200DWT	HLL6200DWT	\$ 549.99	20%	\$ 438.46	\$ 20.45	\$ 14.30	\$ 11.22	\$ 9.37	\$ 25.79	Special Quote
Brother HLL6250DW	HLL6250DW	\$ 699.99	44%	\$ 392.31	\$ 18.30	\$ 12.79	\$ 10.04	\$ 8.39	\$ 23.08	Special Quote
Brother HLL6300DW	HLL6300DW	\$ 649.99	26%	\$ 480.00	\$ 22.39	\$ 15.65	\$ 12.29	\$ 10.26	\$ 28.24	Special Quote
Brother HLL6400DW	HLL6400DW	\$ 1,029.99	50%	\$ 510.77	\$ 23.82	\$ 16.66	\$ 13.07	\$ 10.92	\$ 30.05	Special Quote
Brother HLL6400DWG	HLL6400DWG	\$ 1,029.99	47%	\$ 541.54	\$ 25.26	\$ 17.66	\$ 13.86	\$ 11.58	\$ 31.86	Special Quote
Brother HLL6400DWX	HLL6400DWX	\$ 2,799.99	81%	\$ 538.46	\$ 25.12	\$ 17.56	\$ 13.78	\$ 11.51	\$ 31.67	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Brother HLL6400DWT	HLL6400DWT	\$ 1,179.99	47%	\$ 630.77	\$ 29.42	\$ 20.57	\$ 16.14	\$ 13.48	\$ 37.10	Special Quote
Brother HLL3210CW	HLL3210CW	\$ 299.99	9%	\$ 273.85	\$ 12.77	\$ 8.93	\$ 7.01	\$ 5.85	\$ 16.11	Special Quote
Brother HLL3230CDW	HLL3230CDW	\$ 349.99	10%	\$ 314.62	\$ 14.67	\$ 10.26	\$ 8.05	\$ 6.73	\$ 18.51	Special Quote
Brother HLL3270CDW	HLL3270CDW	\$ 379.99	10%	\$ 342.31	\$ 15.97	\$ 11.16	\$ 8.76	\$ 7.32	\$ 20.14	Special Quote
Brother HLL3290CDW	HLL3290CDW	\$ 499.99	18%	\$ 410.77	\$ 19.16	\$ 13.39	\$ 10.51	\$ 8.78	\$ 24.16	Special Quote
Brother HLL9200CDWT	HLL9200CDWT	\$ 1,099.99	20%	\$ 883.08	\$ 41.19	\$ 28.80	\$ 22.60	\$ 18.88	\$ 51.95	Special Quote
Brother HLL8260CDW	HLL8260CDW	\$ 499.99	18%	\$ 410.77	\$ 19.16	\$ 13.39	\$ 10.51	\$ 8.78	\$ 24.16	Special Quote
Brother HLL8360CDW	HLL8360CDW	\$ 649.99	26%	\$ 480.00	\$ 22.39	\$ 15.65	\$ 12.29	\$ 10.26	\$ 28.24	Special Quote
Brother HLL8360CDWT	HLL8360CDWT	\$ 799.99	23%	\$ 616.92	\$ 28.78	\$ 20.12	\$ 15.79	\$ 13.19	\$ 36.29	Special Quote
Brother HLL9310CDW	HLL9310CDW	\$ 1,499.99	50%	\$ 756.92	\$ 35.31	\$ 24.68	\$ 19.37	\$ 16.18	\$ 44.52	Special Quote
Brother DS620	DS620	\$ 149.99	9%	\$ 136.92	\$ 6.39	\$ 4.46	\$ 3.50	\$ 2.93	\$ 8.05	Special Quote
Brother DS640	DS640	\$ 149.99	0%	\$ 149.99	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21	\$ 8.82	Special Quote
Brother DS720D	DS720D	\$ 169.99	3%	\$ 164.62	\$ 7.68	\$ 5.37	\$ 4.21	\$ 3.52	\$ 9.68	Special Quote
Brother DS740D	DS740D	\$ 169.99	0%	\$ 169.99	\$ 7.93	\$ 5.54	\$ 4.35	\$ 3.63	\$ 10.00	Special Quote
Brother DS820W	DS820W	\$ 199.99	0%	\$ 199.99	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28	\$ 11.76	Special Quote
Brother DS920DW	DS920DW	\$ 229.99	0%	\$ 229.99	\$ 10.73	\$ 7.50	\$ 5.89	\$ 4.92	\$ 13.53	Special Quote
Brother DS940DW	DS940DW	\$ 229.99	0%	\$ 229.99	\$ 10.73	\$ 7.50	\$ 5.89	\$ 4.92	\$ 13.53	Special Quote
Brother ADS1000W	ADS1000W	\$ 329.99	5%	\$ 312.31	\$ 14.57	\$ 10.18	\$ 7.99	\$ 6.68	\$ 18.37	Special Quote
Brother ADS1500W	ADS1500W	\$ 379.99	4%	\$ 363.08	\$ 16.93	\$ 11.84	\$ 9.29	\$ 7.76	\$ 21.36	Special Quote
Brother ADS1250W	ADS1250W	\$ 329.99	5%	\$ 314.62	\$ 14.67	\$ 10.26	\$ 8.05	\$ 6.73	\$ 18.51	Special Quote
Brother ADS1200	ADS1200	\$ 299.99	9%	\$ 273.85	\$ 12.77	\$ 8.93	\$ 7.01	\$ 5.85	\$ 16.11	Special Quote
Brother ADS1700W	ADS1700W	\$ 379.99	3%	\$ 370.00	\$ 17.26	\$ 12.06	\$ 9.47	\$ 7.91	\$ 21.76	Special Quote
Brother ADS2000e	ADS2000e	\$ 499.99	7%	\$ 463.08	\$ 21.60	\$ 15.10	\$ 11.85	\$ 9.90	\$ 27.24	Special Quote
Brother ADS2200	ADS2200	\$ 449.99	0%	\$ 449.23	\$ 20.95	\$ 14.65	\$ 11.50	\$ 9.60	\$ 26.43	Special Quote
Brother ADS2400N	ADS2400N	\$ 499.99	8%	\$ 457.69	\$ 21.35	\$ 14.92	\$ 11.71	\$ 9.78	\$ 26.92	Special Quote
Brother ADS2700W	ADS2700W	\$ 549.99	8%	\$ 506.92	\$ 23.64	\$ 16.53	\$ 12.97	\$ 10.84	\$ 29.82	Special Quote
Brother ADS2800W	ADS2800W	\$ 649.99	0%	\$ 649.99	\$ 30.32	\$ 21.19	\$ 16.64	\$ 13.90	\$ 38.23	Special Quote
Brother ADS3000N	ADS3000N	\$ 999.99	7%	\$ 926.15	\$ 43.20	\$ 30.20	\$ 23.70	\$ 19.80	\$ 54.48	Special Quote
Brother ADS3600W	ADS3600W	\$ 1,149.99	12%	\$ 1,009.23	\$ 47.07	\$ 32.91	\$ 25.83	\$ 21.58	\$ 59.37	Special Quote
Brother PDS5000	PDS5000	\$ 1,299.99	13%	\$ 1,135.38	\$ 52.96	\$ 37.02	\$ 29.06	\$ 24.27	\$ 66.79	Special Quote
Brother PDS5000F	PDS5000F	\$ 1,699.99	11%	\$ 1,513.85	\$ 70.61	\$ 49.36	\$ 38.75	\$ 32.36	\$ 89.05	Special Quote
Brother PDS6000	PDS6000	\$ 1,999.99	12%	\$ 1,766.15	\$ 82.38	\$ 57.59	\$ 45.20	\$ 37.76	\$ 103.89	Special Quote
Optional Accessories:										
Optional Paper Tray (500 sheets)	LT7100	\$ 227.00	11%	\$ 202.00	\$ 9.42	\$ 6.59	\$ 5.17	\$ 4.32	\$ 11.88	
Optional Lower Paper Tray	LT5000	\$ 57.00	21%	\$ 45.00	\$ 2.10	\$ 1.47	\$ 1.15	\$ 0.96	\$ 2.65	
Optional Lower Paper Tray	LT5400	\$ 227.00	11%	\$ 202.00	\$ 9.42	\$ 6.59	\$ 5.17	\$ 4.32	\$ 11.88	
Lower Paper Tray Kit (250 sheets)	LT5500	\$ 227.00	11%	\$ 202.00	\$ 9.42	\$ 6.59	\$ 5.17	\$ 4.32	\$ 11.88	
Lower Paper Tray Kit (250 sheets)	LT5505	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Optional Lower Paper Tray	LT6000	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Lower Paper Tray Kit (520 sheets)	LT6500	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (520 sheets)	LT6505	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Optional Lower Paper Tray	LT7000	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Tower Tray (520 x 4)	TT4000	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Offset Tray	CT8000	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Tray & Letter Paper Tray	LT27CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (500 sheets)	LT100CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (500 sheets)	LT300CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (500 sheets)	LT320CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (500 sheets)	LT325CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (250 sheets)	LT330CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Lower Paper Tray Kit (500 sheets)	LT340CL	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	
Tower Tray Connector	TC4000	\$ 228.00	30%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42	\$ 9.41	

Notes:										
Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
HP M102w	G3Q35A	\$ 122.99	0%	\$ 122.99	\$ 5.74	\$ 4.01	\$ 3.15	\$ 2.63	\$ 7.23	Special Quote
HP M203dw	G3Q47A	\$ 169.00	0%	\$ 169.00	\$ 7.88	\$ 5.51	\$ 4.33	\$ 3.61	\$ 9.94	Special Quote
HP M404n	W1A52A	\$ 269.00	0%	\$ 269.00	\$ 12.55	\$ 8.77	\$ 6.88	\$ 5.75	\$ 15.82	Special Quote
HP M404dn	W1A53A	\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39	\$ 17.59	Special Quote
HP M404dw	W1A56A	\$ 349.00	0%	\$ 349.00	\$ 16.28	\$ 11.38	\$ 8.93	\$ 7.46	\$ 20.53	Special Quote
HP M501dn	J8H61A	\$ 549.00	0%	\$ 549.00	\$ 25.61	\$ 17.90	\$ 14.05	\$ 11.74	\$ 32.29	Special Quote
HP M507n	1PV86A	\$ 649.00	0%	\$ 649.00	\$ 30.27	\$ 21.16	\$ 16.61	\$ 13.87	\$ 38.18	Special Quote
HP M507dn	1PV87A	\$ 749.00	0%	\$ 749.00	\$ 34.94	\$ 24.42	\$ 19.17	\$ 16.01	\$ 44.06	Special Quote
HP M507x	1PV88A	\$ 949.00	0%	\$ 949.00	\$ 44.26	\$ 30.94	\$ 24.29	\$ 20.29	\$ 55.82	Special Quote
HP M607n	K0Q14A	\$ 759.99	0%	\$ 759.99	\$ 35.45	\$ 24.78	\$ 19.45	\$ 16.25	\$ 44.71	Special Quote
HP M610DN	7PS82A	\$ 969.99	0%	\$ 969.99	\$ 45.24	\$ 31.63	\$ 24.83	\$ 20.74	\$ 57.06	Special Quote
HP M608n	K0Q17A	\$ 1,049.00	0%	\$ 1,049.00	\$ 48.93	\$ 34.21	\$ 26.85	\$ 22.43	\$ 61.71	Special Quote
HP M611dn	7PS84A	\$ 1,249.00	0%	\$ 1,249.00	\$ 58.26	\$ 40.73	\$ 31.97	\$ 26.70	\$ 73.47	Special Quote
HP M611x	7PS85A	\$ 1,699.00	0%	\$ 1,699.00	\$ 79.25	\$ 55.40	\$ 43.48	\$ 36.32	\$ 99.94	Special Quote
HP M612dn	7PS86A	\$ 1,799.00	0%	\$ 1,799.00	\$ 83.91	\$ 58.66	\$ 46.04	\$ 38.46	\$ 105.82	Special Quote
HP M612x	7PS87A	\$ 746.99	0%	\$ 746.99	\$ 34.84	\$ 24.36	\$ 19.12	\$ 15.97	\$ 43.94	Special Quote
HP M712n	CF235A	\$ 1,899.00	0%	\$ 1,899.00	\$ 88.58	\$ 61.92	\$ 48.60	\$ 40.60	\$ 111.71	Special Quote
HP M712dn	CF236A	\$ 2,339.99	0%	\$ 2,339.99	\$ 109.14	\$ 76.30	\$ 59.89	\$ 50.02	\$ 137.65	Special Quote
HP M712xh	CF238A	\$ 2,849.00	0%	\$ 2,849.00	\$ 132.89	\$ 92.90	\$ 72.92	\$ 60.91	\$ 167.59	Special Quote
HP M130fn	CF238A	\$ 179.00	0%	\$ 179.00	\$ 8.35	\$ 5.84	\$ 4.58	\$ 3.83	\$ 10.53	Special Quote
HP M130fw	G3Q60A	\$ 233.99	0%	\$ 233.99	\$ 10.91	\$ 7.63	\$ 5.99	\$ 5.00	\$ 13.76	Special Quote
HP M227fdn	G3Q79A	\$ 239.00	0%	\$ 239.00	\$ 11.15	\$ 7.79	\$ 6.12	\$ 5.11	\$ 14.06	Special Quote
HP M227fdw	G3Q75A	\$ 269.00	0%	\$ 269.00	\$ 12.55	\$ 8.77	\$ 6.88	\$ 5.75	\$ 15.82	Special Quote
HP M428fdn	W1A29A	\$ 449.00	0%	\$ 449.00	\$ 20.94	\$ 14.64	\$ 11.49	\$ 9.60	\$ 26.41	Special Quote
HP M428fdw	W1A30A	\$ 449.00	0%	\$ 449.00	\$ 20.94	\$ 14.64	\$ 11.49	\$ 9.60	\$ 26.41	Special Quote
HP M430f	3PZ55A	\$ 919.65	0%	\$ 919.65	\$ 42.90	\$ 29.99	\$ 23.54	\$ 19.66	\$ 54.10	Special Quote
HP M528dn	1PV64A	\$ 1,799.00	0%	\$ 1,799.00	\$ 83.91	\$ 58.66	\$ 46.04	\$ 38.46	\$ 105.82	Special Quote
HP M528f	1PV65A	\$ 2,099.00	0%	\$ 2,099.00	\$ 97.90	\$ 68.44	\$ 53.72	\$ 44.87	\$ 123.47	Special Quote
HP M528c	1PV66A	\$ 2,049.00	0%	\$ 2,049.00	\$ 95.57	\$ 66.81	\$ 52.44	\$ 43.80	\$ 120.53	Special Quote
HP M528z	1PV67A	\$ 2,599.00	0%	\$ 2,599.00	\$ 121.23	\$ 84.75	\$ 66.52	\$ 55.56	\$ 152.88	Special Quote
HP M634h	7PS95A	\$ 2,799.00	0%	\$ 2,799.00	\$ 130.55	\$ 91.27	\$ 71.64	\$ 59.84	\$ 164.65	Special Quote
HP M634z	7PS96A	\$ 4,299.00	0%	\$ 4,299.00	\$ 200.52	\$ 140.18	\$ 110.03	\$ 91.90	\$ 252.88	Special Quote
HP M635h	7PS97A	\$ 2,699.00	0%	\$ 2,699.00	\$ 125.89	\$ 88.01	\$ 69.08	\$ 57.70	\$ 158.76	Special Quote
HP M635fht	7PS98A	\$ 3,499.00	0%	\$ 3,499.00	\$ 163.20	\$ 114.10	\$ 89.55	\$ 74.80	\$ 205.82	Special Quote
HP M635z	7PS99A	\$ 5,199.00	0%	\$ 5,199.00	\$ 242.50	\$ 169.53	\$ 133.06	\$ 111.14	\$ 305.82	Special Quote
HP M725dn	CF066A	\$ 3,599.00	0%	\$ 3,599.00	\$ 167.87	\$ 117.36	\$ 92.11	\$ 76.94	\$ 211.71	Special Quote
HP M725Z	CF067A	\$ 5,899.00	0%	\$ 5,899.00	\$ 275.15	\$ 192.35	\$ 150.98	\$ 126.11	\$ 347.00	Special Quote
HP M454dn	W1Y44A	\$ 429.00	0%	\$ 429.00	\$ 20.01	\$ 13.99	\$ 10.98	\$ 9.17	\$ 25.24	Special Quote
HP M454dw	W1Y45A	\$ 449.00	0%	\$ 449.00	\$ 20.94	\$ 14.64	\$ 11.49	\$ 9.60	\$ 26.41	Special Quote
HP CP5225n	CE711A	\$ 1,639.99	0%	\$ 1,639.99	\$ 76.49	\$ 53.48	\$ 41.97	\$ 35.06	\$ 96.47	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
HP CP5225dn	CE712A	\$ 1,699.00	0%	\$ 1,699.00	\$ 79.25	\$ 55.40	\$ 43.48	\$ 36.32	\$ 99.94	Special Quote
HP M553n	B5L24A	\$ 479.00	0%	\$ 479.00	\$ 22.34	\$ 15.62	\$ 12.26	\$ 10.24	\$ 28.18	Special Quote
HP M555dn	7ZU78A	\$ 799.00	0%	\$ 799.00	\$ 37.27	\$ 26.05	\$ 20.45	\$ 17.08	\$ 47.00	Special Quote
HP M555X	7ZU79A	\$ 1,199.00	0%	\$ 1,199.00	\$ 55.92	\$ 39.10	\$ 30.69	\$ 25.63	\$ 70.53	Special Quote
HP M652dn	J7Z99A	\$ 1,299.00	0%	\$ 1,299.00	\$ 60.59	\$ 42.36	\$ 33.25	\$ 27.77	\$ 76.41	Special Quote
M653dn	J8A04A	\$ 1,799.00	0%	\$ 1,799.00	\$ 83.91	\$ 58.66	\$ 46.04	\$ 38.46	\$ 105.82	Special Quote
M653x	J8A05A	\$ 2,149.00	0%	\$ 2,149.00	\$ 100.24	\$ 70.07	\$ 55.00	\$ 45.94	\$ 126.41	Special Quote
HP M751n	T3U43A	\$ 2,499.00	0%	\$ 2,499.00	\$ 116.56	\$ 81.49	\$ 63.96	\$ 53.42	\$ 147.00	Special Quote
HP M751dn	T3U44A	\$ 2,989.99	0%	\$ 2,989.99	\$ 139.46	\$ 97.50	\$ 76.53	\$ 63.92	\$ 175.88	Special Quote
HP M283FDW	7KW75A	\$ 449.00	0%	\$ 449.00	\$ 20.94	\$ 14.64	\$ 11.49	\$ 9.60	\$ 26.41	Special Quote
HP M479fdn	W1A79A	\$ 599.00	0%	\$ 599.00	\$ 27.94	\$ 19.53	\$ 15.33	\$ 12.81	\$ 35.24	Special Quote
HP M479fdw	W1A80A	\$ 599.00	0%	\$ 599.00	\$ 27.94	\$ 19.53	\$ 15.33	\$ 12.81	\$ 35.24	Special Quote
HP M570dn	CZ271A	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36	\$ 58.76	Special Quote
HP M578dn	7ZU85A	\$ 2,199.00	0%	\$ 2,199.00	\$ 102.57	\$ 71.70	\$ 56.28	\$ 47.01	\$ 129.35	Special Quote
HP M578f	7ZU86A	\$ 2,599.00	0%	\$ 2,599.00	\$ 121.23	\$ 84.75	\$ 66.52	\$ 55.56	\$ 152.88	Special Quote
HP M578Z	7ZU88A	\$ 3,099.00	0%	\$ 3,099.00	\$ 144.55	\$ 101.05	\$ 79.32	\$ 66.25	\$ 182.29	Special Quote
HP E57540	3GY25A	\$ 3,825.34	0%	\$ 3,825.34	\$ 178.43	\$ 124.74	\$ 97.91	\$ 81.78	\$ 225.02	Special Quote
HP M587c	7ZU87A	\$ 3,099.00	0%	\$ 3,099.00	\$ 144.55	\$ 101.05	\$ 79.32	\$ 66.25	\$ 182.29	Special Quote
HP M681dh	J8A10A	\$ 3,449.00	0%	\$ 3,449.00	\$ 160.87	\$ 112.46	\$ 88.27	\$ 73.73	\$ 202.88	Special Quote
HP M681f flow	J8A12A	\$ 4,149.00	0%	\$ 4,149.00	\$ 193.52	\$ 135.29	\$ 106.19	\$ 88.70	\$ 244.06	Special Quote
HP M681z	J8A13A	\$ 5,799.00	0%	\$ 5,799.00	\$ 270.48	\$ 189.09	\$ 148.42	\$ 123.97	\$ 341.12	Special Quote
M776dn	T3U55A	\$ 5,499.00	0%	\$ 5,499.00	\$ 256.49	\$ 179.31	\$ 140.74	\$ 117.56	\$ 323.47	Special Quote
M776zs	T3U56A	\$ 7,599.00	0%	\$ 7,599.00	\$ 354.44	\$ 247.79	\$ 194.49	\$ 162.45	\$ 447.00	Special Quote
HP M776z	3WT91A	\$ 6,899.00	0%	\$ 6,899.00	\$ 321.79	\$ 224.96	\$ 176.57	\$ 147.49	\$ 405.82	Special Quote
HP M830z NFS/Wireless direct	D7P68A	\$ 8,499.00	0%	\$ 8,499.00	\$ 396.42	\$ 277.14	\$ 217.52	\$ 181.69	\$ 499.94	Special Quote
HP M880z	A2W75A	\$ 8,999.00	0%	\$ 8,999.00	\$ 419.74	\$ 293.44	\$ 230.32	\$ 192.38	\$ 529.35	Special Quote
HP M880z+ NFS/Wireless direct	D7P71A	\$ 8,999.00	0%	\$ 8,999.00	\$ 419.74	\$ 293.44	\$ 230.32	\$ 192.38	\$ 529.35	Special Quote
JetDirect 3000w Print Server	J8030A	\$ 82.99	0%	\$ 82.99	\$ 3.87	\$ 2.71	\$ 2.12	\$ 1.77	\$ 4.88	Special Quote
HP JetDirect 2700w Print Server	J8026A	\$ 246.99	0%	\$ 246.99	\$ 11.52	\$ 8.05	\$ 6.32	\$ 5.28	\$ 14.53	Special Quote
HP JetDirect 2700w Print Server	J8026A	\$ 246.99	0%	\$ 246.99	\$ 11.52	\$ 8.05	\$ 6.32	\$ 5.28	\$ 14.53	Special Quote
Optional Accessories:										
High cap input tray (550-sheet)	D9P29A	\$ 159.99	11%	\$ 143.06	\$ 6.67	\$ 4.66	\$ 3.66	\$ 3.06	\$ 8.42	Special Quote
550 sheet tray	D9P29A	\$ 236.17	14%	\$ 203.38	\$ 9.49	\$ 6.63	\$ 5.21	\$ 4.35	\$ 11.96	Special Quote
550 sheet tray	F2A72A	\$ 225.99	10%	\$ 203.38	\$ 9.49	\$ 6.63	\$ 5.21	\$ 4.35	\$ 11.96	Special Quote
Envelope feeder tray	LOH21A	\$ 284.99	10%	\$ 255.89	\$ 11.94	\$ 8.34	\$ 6.55	\$ 5.47	\$ 15.05	Special Quote
High cap input tray (550-sheet)	LOH17A	\$ 339.99	10%	\$ 307.06	\$ 14.32	\$ 10.01	\$ 7.86	\$ 6.56	\$ 18.06	Special Quote
High cap input tray (2,100 sheet)	LOH18A	\$ 1,019.99	9%	\$ 923.86	\$ 43.09	\$ 30.13	\$ 23.65	\$ 19.75	\$ 54.34	Special Quote
High cap input tray (500-sheet)	CF239A	\$ 394.99	9%	\$ 358.44	\$ 16.72	\$ 11.69	\$ 9.17	\$ 7.66	\$ 21.08	Special Quote
High cap input tray (550-sheet)	D9P29A	\$ 159.99	11%	\$ 143.06	\$ 6.67	\$ 4.66	\$ 3.66	\$ 3.06	\$ 8.42	Special Quote
550 sheet tray	F2A72A	\$ 225.99	10%	\$ 203.38	\$ 9.49	\$ 6.63	\$ 5.21	\$ 4.35	\$ 11.96	Special Quote
HP Jetdirect 3000w NFC/Wireless	J8030A	\$ 70.40	4%	\$ 67.66	\$ 3.16	\$ 2.21	\$ 1.73	\$ 1.45	\$ 3.98	Special Quote
HP Jetdirect 3100w BLE/NFC/Wireless Accessory	3JN69A	\$ 79.99	2%	\$ 78.41	\$ 3.66	\$ 2.56	\$ 2.01	\$ 1.68	\$ 4.61	Special Quote
High cap input tray (550-sheet)	J8J89A	\$ 339.99	10%	\$ 307.28	\$ 14.33	\$ 10.02	\$ 7.86	\$ 6.57	\$ 18.08	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Envelope feeder tray	J8J90A	\$ 282.99	10%	\$ 255.89	\$ 11.94	\$ 8.34	\$ 6.55	\$ 5.47	\$ 15.05	Special Quote
High cap input tray (550-sheet)	J8J89A	\$ 339.99	10%	\$ 307.28	\$ 14.33	\$ 10.02	\$ 7.86	\$ 6.57	\$ 18.08	Special Quote
Envelope feeder tray	J8J90A	\$ 282.99	10%	\$ 255.13	\$ 11.90	\$ 8.32	\$ 6.53	\$ 5.45	\$ 15.01	Special Quote
500 sheet tray	CF239A	\$ 394.99	9%	\$ 358.44	\$ 16.72	\$ 11.69	\$ 9.17	\$ 7.66	\$ 21.08	Special Quote
High cap input try (550-sheet)	CF404A	\$ 171.99	11%	\$ 153.28	\$ 7.15	\$ 5.00	\$ 3.92	\$ 3.28	\$ 9.02	Special Quote
High cap input tray (550-sheet)	CE860A	\$ 461.99	6%	\$ 434.70	\$ 20.28	\$ 14.17	\$ 11.13	\$ 9.29	\$ 25.57	Special Quote
High cap input tray (500-sheet)	B5L34A	\$ 349.99	200%	\$ 337.89	\$ 15.76	\$ 11.02	\$ 8.65	\$ 7.22	\$ 19.88	Special Quote
Fax	J8031A	\$ 327.07	6%	\$ 306.31	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
Wireless Card	J8031A	\$ 162.98	0%	\$ 162.98	\$ 7.60	\$ 5.31	\$ 4.17	\$ 3.48	\$ 9.59	Special Quote
Extra Tray	B5L34A	\$ 299.99	0%	\$ 299.99	\$ 13.99	\$ 9.78	\$ 7.68	\$ 6.41	\$ 17.65	Special Quote
550 sheet tray	P1B09A	\$ 363.99	10%	\$ 327.81	\$ 15.29	\$ 10.69	\$ 8.39	\$ 7.01	\$ 19.28	Special Quote
550 sheet tray/stand/cabinet	P1B10A	\$ 725.99	15%	\$ 615.56	\$ 28.71	\$ 20.07	\$ 15.75	\$ 13.16	\$ 36.21	Special Quote
3 x 550 tray/stand	P1B11A	\$ 1,191.99	10%	\$ 1,078.01	\$ 50.28	\$ 35.15	\$ 27.59	\$ 23.05	\$ 63.41	Special Quote
1 x 550/2000 sheet tray/stand	P1B12A	\$ 1,536.99	10%	\$ 1,386.31	\$ 64.66	\$ 45.20	\$ 35.48	\$ 29.64	\$ 81.55	Special Quote
550 tray	T3V27A	\$ 475.99	9%	\$ 432.05	\$ 20.15	\$ 14.09	\$ 11.06	\$ 9.24	\$ 25.41	Special Quote
stand	T3V28A	\$ 366.99	12%	\$ 323.20	\$ 15.08	\$ 10.54	\$ 8.27	\$ 6.91	\$ 19.01	Special Quote
High cap input tray (550-sheet)	CF404A	\$ 171.99	11%	\$ 153.28	\$ 7.15	\$ 5.00	\$ 3.92	\$ 3.28	\$ 9.02	Special Quote
550 sheet tray	B5L34A	\$ 349.99	13%	\$ 305.55	\$ 14.25	\$ 9.96	\$ 7.82	\$ 6.53	\$ 17.97	Special Quote
550 sheet tray	P1B09A	\$ 363.99	10%	\$ 327.81	\$ 15.29	\$ 10.69	\$ 8.39	\$ 7.01	\$ 19.28	Special Quote
500 sheet tray	CE860A	\$ 461.99	6%	\$ 434.70	\$ 20.28	\$ 14.17	\$ 11.13	\$ 9.29	\$ 25.57	Special Quote
Stapler/Stacker	CZ994A	\$ 2,665.99	4%	\$ 2,566.56	\$ 119.71	\$ 83.69	\$ 65.69	\$ 54.87	\$ 150.97	Special Quote
Stapler/Stacker with 2/3 hole punch	CZ995A	\$ 3,319.99	1%	\$ 3,285.49	\$ 153.24	\$ 107.13	\$ 84.09	\$ 70.24	\$ 193.26	Special Quote
Booklet Maker	CZ285A	\$ 3,951.99	9%	\$ 3,593.60	\$ 167.62	\$ 117.18	\$ 91.97	\$ 76.82	\$ 211.39	Special Quote
Stapler/Stacker	A2W80A	\$ 2,991.99	9%	\$ 2,720.63	\$ 126.90	\$ 88.71	\$ 69.63	\$ 58.16	\$ 160.04	Special Quote
Booklet Marker with 2/3 hole punch	A2W84A	\$ 3,162.99	0%	\$ 3,162.99	\$ 147.53	\$ 103.14	\$ 80.95	\$ 67.62	\$ 186.06	Special Quote

Notes:										
Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Mono Printers:										
Lexmark MS310d	35S0050	\$ 255.71	6%	\$ 239.74	\$ 11.18	\$ 7.82	\$ 6.14	\$ 5.13	\$ 14.10	Special Quote
Lexmark MS310dn	35S0100	\$ 320.00	7%	\$ 298.72	\$ 13.93	\$ 9.74	\$ 7.65	\$ 6.39	\$ 17.57	Special Quote
Lexmark MS312dn	35S0060	\$ 255.71	6%	\$ 239.74	\$ 11.18	\$ 7.82	\$ 6.14	\$ 5.13	\$ 14.10	Special Quote
Lexmark MS315dn	35S0160	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Lexmark MS415dn	35S0260	\$ 512.86	7%	\$ 479.49	\$ 22.36	\$ 15.64	\$ 12.27	\$ 10.25	\$ 28.21	Special Quote
Lexmark MS510dn	35S0300	\$ 770.00	7%	\$ 719.23	\$ 33.55	\$ 23.45	\$ 18.41	\$ 15.38	\$ 42.31	Special Quote
Lexmark MS610dn	35S0400	\$ 898.57	7%	\$ 839.74	\$ 39.17	\$ 27.38	\$ 21.49	\$ 17.95	\$ 49.40	Special Quote
Lexmark MS610dtn	35S0450	\$ 1,155.71	7%	\$ 1,079.49	\$ 50.35	\$ 35.20	\$ 27.63	\$ 23.08	\$ 63.50	Special Quote
Lexmark MS610de	35S0500	\$ 1,155.71	7%	\$ 1,079.49	\$ 50.35	\$ 35.20	\$ 27.63	\$ 23.08	\$ 63.50	Special Quote
Lexmark MS610dte	35S0550	\$ 1,412.86	7%	\$ 1,319.23	\$ 61.53	\$ 43.02	\$ 33.76	\$ 28.20	\$ 77.60	Special Quote
Lexmark MS810n	40G0100	\$ 908.57	7%	\$ 848.72	\$ 39.59	\$ 27.67	\$ 21.72	\$ 18.14	\$ 49.92	Special Quote
Lexmark MS810dn	40G0110	\$ 1,168.57	7%	\$ 1,091.03	\$ 50.89	\$ 35.58	\$ 27.92	\$ 23.32	\$ 64.18	Special Quote
Lexmark MS810dtn	40G0410	\$ 1,494.29	7%	\$ 1,394.87	\$ 65.06	\$ 45.48	\$ 35.70	\$ 29.82	\$ 82.05	Special Quote
Lexmark MS810de	40G0150	\$ 1,428.57	7%	\$ 1,333.33	\$ 62.19	\$ 43.48	\$ 34.13	\$ 28.50	\$ 78.43	Special Quote
Lexmark MS811n	40G0200	\$ 1,298.57	7%	\$ 1,212.82	\$ 56.57	\$ 39.55	\$ 31.04	\$ 25.93	\$ 71.34	Special Quote
Lexmark MS811dn	40G0210	\$ 1,558.57	7%	\$ 1,455.13	\$ 67.87	\$ 47.45	\$ 37.24	\$ 31.11	\$ 85.60	Special Quote
Lexmark MS811dtn	40G0440	\$ 1,884.29	7%	\$ 1,758.97	\$ 82.04	\$ 57.36	\$ 45.02	\$ 37.60	\$ 103.47	Special Quote
Lexmark MS812dn	40G0310	\$ 2,274.29	7%	\$ 2,123.08	\$ 99.03	\$ 69.23	\$ 54.34	\$ 45.39	\$ 124.89	Special Quote
Lexmark MS812dtn	40G0470	\$ 2,598.57	7%	\$ 2,425.64	\$ 113.14	\$ 79.10	\$ 62.08	\$ 51.86	\$ 142.68	Special Quote
Lexmark MS911de	26Z0000	\$ 4,321.43	7%	\$ 4,033.33	\$ 188.13	\$ 131.52	\$ 103.23	\$ 86.22	\$ 237.25	Special Quote
Lexmark MX310dn	35S5700	\$ 501.43	6%	\$ 469.23	\$ 21.89	\$ 15.30	\$ 12.01	\$ 10.03	\$ 27.60	Special Quote
Lexmark MX410de	35S5701	\$ 752.86	7%	\$ 703.85	\$ 32.83	\$ 22.95	\$ 18.01	\$ 15.05	\$ 41.40	Special Quote
Lexmark MX510de	35S5702	\$ 1,130.00	7%	\$ 1,055.13	\$ 49.21	\$ 34.41	\$ 27.00	\$ 22.56	\$ 62.07	Special Quote
Lexmark MX511de	35S5703	\$ 1,255.71	7%	\$ 1,173.08	\$ 54.72	\$ 38.25	\$ 30.02	\$ 25.08	\$ 69.00	Special Quote
Lexmark MX611de	35S6701	\$ 1,884.29	7%	\$ 1,758.97	\$ 82.04	\$ 57.36	\$ 45.02	\$ 37.60	\$ 103.47	Special Quote
Lexmark MX611dfe	35S6744	\$ 2,261.43	7%	\$ 2,111.54	\$ 98.49	\$ 68.85	\$ 54.04	\$ 45.14	\$ 124.21	Special Quote
Lexmark MX611dte	35S6800	\$ 2,135.71	7%	\$ 1,993.59	\$ 92.99	\$ 65.01	\$ 51.02	\$ 42.62	\$ 117.27	Special Quote
Lexmark MX611dhe	35S6702	\$ 2,261.43	7%	\$ 2,111.54	\$ 98.49	\$ 68.85	\$ 54.04	\$ 45.14	\$ 124.21	Special Quote
Lexmark MX710de MFP	24T7401	\$ 2,890.00	7%	\$ 2,697.44	\$ 125.82	\$ 87.96	\$ 69.04	\$ 57.67	\$ 158.67	Special Quote
Lexmark MX710dhe MFP	24T7310	\$ 3,267.14	7%	\$ 3,050.00	\$ 142.26	\$ 99.45	\$ 78.06	\$ 65.20	\$ 179.41	Special Quote
Lexmark MX711de MFP	24T7404	\$ 4,021.43	7%	\$ 3,753.85	\$ 175.09	\$ 122.41	\$ 96.08	\$ 80.25	\$ 220.81	Special Quote
Lexmark MX711dhe MFP	24T7320	\$ 4,398.57	7%	\$ 4,106.41	\$ 191.54	\$ 133.90	\$ 105.10	\$ 87.79	\$ 241.55	Special Quote
Lexmark MX711dthe MFP	24T7406	\$ 4,712.86	7%	\$ 4,398.72	\$ 205.17	\$ 143.43	\$ 112.58	\$ 94.04	\$ 258.75	Special Quote
Lexmark MX810de MFP	24T7407	\$ 4,398.57	7%	\$ 4,106.41	\$ 191.54	\$ 133.90	\$ 105.10	\$ 87.79	\$ 241.55	Special Quote
Lexmark MX810dfe MFP	24T7408	\$ 4,775.71	7%	\$ 4,457.69	\$ 207.92	\$ 145.36	\$ 114.09	\$ 95.30	\$ 262.22	Special Quote
Lexmark MX810dme MFP	24T7410	\$ 4,775.71	7%	\$ 4,457.69	\$ 207.92	\$ 145.36	\$ 114.09	\$ 95.30	\$ 262.22	Special Quote
Lexmark MX810dpe MFP	24T7409	\$ 5,152.86	7%	\$ 4,810.26	\$ 224.36	\$ 156.85	\$ 123.11	\$ 102.83	\$ 282.96	Special Quote
Lexmark MX810dte MFP	24T7411	\$ 4,712.86	7%	\$ 4,398.72	\$ 205.17	\$ 143.43	\$ 112.58	\$ 94.04	\$ 258.75	Special Quote
Lexmark MX810dtfe MFP	24T7412	\$ 5,090.00	7%	\$ 4,751.28	\$ 221.61	\$ 154.93	\$ 121.60	\$ 101.57	\$ 279.49	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Lexmark MX810dtme MFP	24T7414	\$ 5,090.00	7%	\$ 4,751.28	\$ 221.61	\$ 154.93	\$ 121.60	\$ 101.57	\$ 279.49	Special Quote
Lexmark MX810dtpe MFP	24T7413	\$ 5,467.14	7%	\$ 5,103.85	\$ 238.06	\$ 166.43	\$ 130.63	\$ 109.11	\$ 300.23	Special Quote
Lexmark MX810dxe MFP	24T7415	\$ 5,027.14	7%	\$ 4,692.31	\$ 218.86	\$ 153.01	\$ 120.09	\$ 100.31	\$ 276.02	Special Quote
Lexmark MX810dxfe MFP	24T7416	\$ 5,404.29	7%	\$ 5,044.87	\$ 235.31	\$ 164.50	\$ 129.12	\$ 107.85	\$ 296.76	Special Quote
Lexmark MX810dxme MFP	24T7418	\$ 5,404.29	7%	\$ 5,044.87	\$ 235.31	\$ 164.50	\$ 129.12	\$ 107.85	\$ 296.76	Special Quote
Lexmark MX810dxpe MFP	24T7417	\$ 5,781.43	7%	\$ 5,396.15	\$ 251.69	\$ 175.96	\$ 138.11	\$ 115.36	\$ 317.42	Special Quote
Lexmark MX811de MFP	24T7419	\$ 5,152.86	7%	\$ 4,810.26	\$ 224.36	\$ 156.85	\$ 123.11	\$ 102.83	\$ 282.96	Special Quote
Lexmark MX811dfe MFP	24T7420	\$ 5,530.00	7%	\$ 5,161.54	\$ 240.75	\$ 168.31	\$ 132.10	\$ 110.34	\$ 303.62	Special Quote
Lexmark MX811dme MFP	24T7422	\$ 5,530.00	7%	\$ 5,161.54	\$ 240.75	\$ 168.31	\$ 132.10	\$ 110.34	\$ 303.62	Special Quote
Lexmark MX811dpe MFP	24T7421	\$ 5,907.14	7%	\$ 5,514.10	\$ 257.19	\$ 179.80	\$ 141.13	\$ 117.88	\$ 324.36	Special Quote
Lexmark MX811dte MFP	24T7423	\$ 5,467.14	7%	\$ 5,103.85	\$ 238.06	\$ 166.43	\$ 130.63	\$ 109.11	\$ 300.23	Special Quote
Lexmark MX811dtfe MFP	24T7424	\$ 5,844.29	7%	\$ 5,455.13	\$ 254.44	\$ 177.88	\$ 139.62	\$ 116.62	\$ 320.89	Special Quote
Lexmark MX811dtme MFP	24T7426	\$ 5,844.29	7%	\$ 5,455.13	\$ 254.44	\$ 177.88	\$ 139.62	\$ 116.62	\$ 320.89	Special Quote
Lexmark MX811dtpe MFP	24T7425	\$ 6,221.43	7%	\$ 5,807.69	\$ 270.89	\$ 189.38	\$ 148.64	\$ 124.16	\$ 341.63	Special Quote
Lexmark MX811dxe MFP	24T7427	\$ 5,781.43	7%	\$ 5,396.15	\$ 251.69	\$ 175.96	\$ 138.11	\$ 115.36	\$ 317.42	Special Quote
Lexmark MX811dxfe MFP	24T7428	\$ 6,158.57	7%	\$ 5,748.72	\$ 268.14	\$ 187.45	\$ 147.13	\$ 122.90	\$ 338.16	Special Quote
Lexmark MX811dxme MFP	24T7430	\$ 6,158.57	7%	\$ 5,748.72	\$ 268.14	\$ 187.45	\$ 147.13	\$ 122.90	\$ 338.16	Special Quote
Lexmark MX811dxpe MFP	24T7429	\$ 6,535.71	7%	\$ 6,100.00	\$ 284.52	\$ 198.91	\$ 156.12	\$ 130.41	\$ 358.82	Special Quote
Lexmark MX812de MFP	24T7431	\$ 5,907.14	7%	\$ 5,514.10	\$ 257.19	\$ 179.80	\$ 141.13	\$ 117.88	\$ 324.36	Special Quote
Lexmark MX812dfe MFP	24T7432	\$ 6,284.29	7%	\$ 5,865.38	\$ 273.58	\$ 191.26	\$ 150.12	\$ 125.39	\$ 345.02	Special Quote
Lexmark MX812dme MFP	24T7434	\$ 6,284.29	7%	\$ 5,865.38	\$ 273.58	\$ 191.26	\$ 150.12	\$ 125.39	\$ 345.02	Special Quote
Lexmark MX812dpe MFP	24T7433	\$ 6,661.43	7%	\$ 6,217.95	\$ 290.02	\$ 202.75	\$ 159.14	\$ 132.93	\$ 365.76	Special Quote
Lexmark MX812dtfe MFP	24T7436	\$ 6,598.57	7%	\$ 6,158.97	\$ 287.27	\$ 200.83	\$ 157.63	\$ 131.67	\$ 362.29	Special Quote
Lexmark MX812dtme MFP	24T7438	\$ 6,598.57	7%	\$ 6,158.97	\$ 287.27	\$ 200.83	\$ 157.63	\$ 131.67	\$ 362.29	Special Quote
Lexmark MX812dtpe MFP	24T7437	\$ 6,975.71	7%	\$ 6,511.54	\$ 303.72	\$ 212.33	\$ 166.66	\$ 139.20	\$ 383.03	Special Quote
Lexmark MX812dxe MFP	24T7439	\$ 6,535.71	7%	\$ 6,100.00	\$ 284.52	\$ 198.91	\$ 156.12	\$ 130.41	\$ 358.82	Special Quote
Lexmark MX812dxfe MFP	24T7440	\$ 6,912.86	7%	\$ 6,452.56	\$ 300.97	\$ 210.41	\$ 165.15	\$ 137.94	\$ 379.56	Special Quote
Lexmark MX812dxme MFP	24T7442	\$ 6,912.86	7%	\$ 6,452.56	\$ 300.97	\$ 210.41	\$ 165.15	\$ 137.94	\$ 379.56	Special Quote
Lexmark MX812dxpe MFP	24T7441	\$ 7,290.00	7%	\$ 6,805.13	\$ 317.41	\$ 221.90	\$ 174.17	\$ 145.48	\$ 400.30	Special Quote
Lexmark MX910de	26Z0100	\$ 9,598.57	7%	\$ 8,958.97	\$ 417.87	\$ 292.13	\$ 229.30	\$ 191.52	\$ 527.00	Special Quote
Lexmark MX911dte	26Z0101	\$ 13,699.00	7%	\$ 12,785.90	\$ 596.37	\$ 416.92	\$ 327.24	\$ 273.34	\$ 752.11	Special Quote
Lexmark MX912dxe	26Z0102	\$ 19,199.00	7%	\$ 17,919.23	\$ 835.81	\$ 584.31	\$ 458.62	\$ 383.08	\$ 1,054.07	Special Quote
Lexmark MS321dn	36S0100	\$ 252.86	6%	\$ 237.18	\$ 11.06	\$ 7.73	\$ 6.07	\$ 5.07	\$ 13.95	Special Quote
Lexmark MS421dn	36S0200	\$ 380.00	7%	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Lexmark MS521dn	36S0300	\$ 698.57	7%	\$ 652.56	\$ 30.44	\$ 21.28	\$ 16.70	\$ 13.95	\$ 38.39	Special Quote
Lexmark MS621dn	36S0400	\$ 952.86	7%	\$ 889.74	\$ 41.50	\$ 29.01	\$ 22.77	\$ 19.02	\$ 52.34	Special Quote
Lexmark MS622de	36S0500	\$ 1,207.14	7%	\$ 1,126.92	\$ 52.56	\$ 36.75	\$ 28.84	\$ 24.09	\$ 66.29	Special Quote
Lexmark MX321adn	36S0620	\$ 507.14	6%	\$ 474.36	\$ 22.13	\$ 15.47	\$ 12.14	\$ 10.14	\$ 27.90	Special Quote
Lexmark MX421ade	36S0700	\$ 571.43	7%	\$ 533.33	\$ 24.88	\$ 17.39	\$ 13.65	\$ 11.40	\$ 31.37	Special Quote
Lexmark MX521de	36S0800	\$ 1,015.71	7%	\$ 948.72	\$ 44.25	\$ 30.94	\$ 24.28	\$ 20.28	\$ 55.81	Special Quote
Lexmark MX521ade	36S0820	\$ 1,142.86	7%	\$ 1,066.67	\$ 49.75	\$ 34.78	\$ 27.30	\$ 22.80	\$ 62.75	Special Quote
Lexmark MX522adhe	36S0840	\$ 1,524.29	7%	\$ 1,423.08	\$ 66.38	\$ 46.40	\$ 36.42	\$ 30.42	\$ 83.71	Special Quote
Lexmark MX622ade	36S0900	\$ 1,905.71	7%	\$ 1,779.49	\$ 83.00	\$ 58.03	\$ 45.54	\$ 38.04	\$ 104.68	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Lexmark MX622adhe	36S0920	\$ 2,287.14	7%	\$ 2,135.90	\$ 99.62	\$ 69.65	\$ 54.67	\$ 45.66	\$ 125.64	Special Quote
Lexmark MS725dvn	50G0610	\$ 1,524.29	7%	\$ 1,423.08	\$ 66.38	\$ 46.40	\$ 36.42	\$ 30.42	\$ 83.71	Special Quote
Lexmark MS821n	50G0050	\$ 952.86	7%	\$ 889.74	\$ 41.50	\$ 29.01	\$ 22.77	\$ 19.02	\$ 52.34	Special Quote
Lexmark MS821dn	50G0100	\$ 1,207.14	7%	\$ 1,126.92	\$ 52.56	\$ 36.75	\$ 28.84	\$ 24.09	\$ 66.29	Special Quote
Lexmark MS822de	50G0110	\$ 1,461.43	7%	\$ 1,364.10	\$ 63.63	\$ 44.48	\$ 34.91	\$ 29.16	\$ 80.24	Special Quote
Lexmark MS823n	50G0180	\$ 1,334.29	7%	\$ 1,246.15	\$ 58.12	\$ 40.63	\$ 31.89	\$ 26.64	\$ 73.30	Special Quote
Lexmark MS823dn	50G0200	\$ 1,588.57	7%	\$ 1,483.33	\$ 69.19	\$ 48.37	\$ 37.96	\$ 31.71	\$ 87.25	Special Quote
Lexmark MS825dn	50G0300	\$ 2,287.14	7%	\$ 2,135.90	\$ 99.62	\$ 69.65	\$ 54.67	\$ 45.66	\$ 125.64	Special Quote
Lexmark MS826de	50G0310	\$ 2,541.43	7%	\$ 2,373.08	\$ 110.69	\$ 77.38	\$ 60.74	\$ 50.73	\$ 139.59	Special Quote
Lexmark MX721ade	25B0000	\$ 2,922.86	7%	\$ 2,728.21	\$ 127.25	\$ 88.96	\$ 69.83	\$ 58.32	\$ 160.48	Special Quote
Lexmark MX722ade	25B0002	\$ 3,812.86	7%	\$ 3,558.97	\$ 166.00	\$ 116.05	\$ 91.09	\$ 76.08	\$ 209.35	Special Quote
Lexmark MX722adhe	25B0001	\$ 4,194.29	7%	\$ 3,915.38	\$ 182.63	\$ 127.67	\$ 100.21	\$ 83.70	\$ 230.32	Special Quote
Lexmark MX822ade	25B2000	\$ 4,448.57	7%	\$ 4,152.56	\$ 193.69	\$ 135.41	\$ 106.28	\$ 88.77	\$ 244.27	Special Quote
Lexmark MX822adx	25B0601	\$ 5,084.29	7%	\$ 4,746.15	\$ 221.37	\$ 154.76	\$ 121.47	\$ 101.46	\$ 279.19	Special Quote
Lexmark MX826ade	25B0610	\$ 5,974.29	7%	\$ 5,576.92	\$ 260.12	\$ 181.85	\$ 142.74	\$ 119.22	\$ 328.05	Special Quote
Lexmark MX826adx	25B0611	\$ 6,610.00	7%	\$ 6,170.51	\$ 287.81	\$ 201.21	\$ 157.93	\$ 131.91	\$ 362.97	Special Quote
Lexmark MS421dw	36S0220	\$ -	N/A	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Lexmark MS711dn	40G0610	\$ -	N/A	\$ 1,455.13	\$ 67.87	\$ 47.45	\$ 37.24	\$ 31.11	\$ 85.60	Special Quote
Lexmark MX321adw	36S0640	\$ -	N/A	\$ 474.36	\$ 22.13	\$ 15.47	\$ 12.14	\$ 10.14	\$ 27.90	Special Quote
Lexmark MX421ade	36S0700	\$ -	N/A	\$ 533.33	\$ 24.88	\$ 17.39	\$ 13.65	\$ 11.40	\$ 31.37	Special Quote
Lexmark MX622ade	36S0900	\$ -	N/A	\$ 1,779.49	\$ 83.00	\$ 58.03	\$ 45.54	\$ 38.04	\$ 104.68	Special Quote
Lexmark MX622adhe	36S0920	\$ -	N/A	\$ 2,135.90	\$ 99.62	\$ 69.65	\$ 54.67	\$ 45.66	\$ 125.64	Special Quote
Lexmark MS331dn	29S0000	\$ -	N/A	\$ 237.18	\$ 11.06	\$ 7.73	\$ 6.07	\$ 5.07	\$ 13.95	Special Quote
Lexmark MS431dn	29S0050	\$ -	N/A	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Lexmark MS431dw	29S0100	\$ -	N/A	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Lexmark MX331adn	29S0150	\$ 507.00	6%	\$ 474.36	\$ 22.13	\$ 15.47	\$ 12.14	\$ 10.14	\$ 27.90	Special Quote
Lexmark MX431adn	29S0200	\$ 571.00	7%	\$ 533.33	\$ 24.88	\$ 17.39	\$ 13.65	\$ 11.40	\$ 31.37	Special Quote
Lexmark MX431adw	29S0500	\$ 571.00	7%	\$ 533.33	\$ 24.88	\$ 17.39	\$ 13.65	\$ 11.40	\$ 31.37	Special Quote
Optional Accessories:										
250-Sheet Tray	35S0367	\$ 165.71	11%	\$ 147.44	\$ 6.88	\$ 4.81	\$ 3.77	\$ 3.15	\$ 8.67	Special Quote
550-Sheet Tray	3073173	\$ 255.71	11%	\$ 226.92	\$ 10.58	\$ 7.40	\$ 5.81	\$ 4.85	\$ 13.35	Special Quote
550-Sheet Lockable Tray	35S0367	\$ 320.00	7%	\$ 298.72	\$ 13.93	\$ 9.74	\$ 7.65	\$ 6.39	\$ 17.57	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Lexmark 160GB Hard Drive	27X0210	\$ 547.14	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
250-Sheet Tray	40G0800	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
250-Sheet Tray Insert	40G0801	\$ 90.00	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
550-Sheet Tray	40G0802	\$ 324.29	11%	\$ 288.46	\$ 13.45	\$ 9.41	\$ 7.38	\$ 6.17	\$ 16.97	Special Quote
550-Sheet Tray Insert	40G0803	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
2100-Sheet Tray	40G0804	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
250-Sheet Lockable Tray	40G0820	\$ 272.86	6%	\$ 255.13	\$ 11.90	\$ 8.32	\$ 6.53	\$ 5.45	\$ 15.01	Special Quote
550-Sheet Lockable Tray	40G0822	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
Staple Finisher	40G0850	\$ 341.43	11%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Output Expander	40G0851	\$ 170.00	6%	\$ 158.97	\$ 7.42	\$ 5.18	\$ 4.07	\$ 3.40	\$ 9.35	Special Quote
4-Bin Mailbox	40G0852	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
High Capacity Output Expander	40G0853	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Staple, Hole Punch Finisher	40G0849	\$ 752.86	11%	\$ 669.23	\$ 31.21	\$ 21.82	\$ 17.13	\$ 14.31	\$ 39.37	Special Quote
Spacer	40G0854	\$ 78.57	12%	\$ 69.23	\$ 3.23	\$ 2.26	\$ 1.77	\$ 1.48	\$ 4.07	Special Quote
Caster Base	40G0855	\$ 398.57	6%	\$ 373.08	\$ 17.40	\$ 12.17	\$ 9.55	\$ 7.98	\$ 21.95	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Lexmark 160GB Hard Drive	27X0200	\$ 547.14	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
MS911/MX91x 2 x 500-Sheet Tray	26Z0085	\$ 1,484.29	11%	\$ 1,319.23	\$ 61.53	\$ 43.02	\$ 33.76	\$ 28.20	\$ 77.60	Special Quote
MS911/MX91x 2500-Sheet Tandem Tray - Letter	26Z0086	\$ 1,827.14	11%	\$ 1,624.36	\$ 75.76	\$ 52.97	\$ 41.57	\$ 34.73	\$ 95.55	Special Quote
MS911/MX91x 3000-Sheet Tray - Letter	26Z0088	\$ 1,827.14	11%	\$ 1,624.36	\$ 75.76	\$ 52.97	\$ 41.57	\$ 34.73	\$ 95.55	Special Quote
MS911/MX91x 10-Sheet Banner Tray	26Z0091	\$ 684.29	11%	\$ 608.97	\$ 28.40	\$ 19.86	\$ 15.59	\$ 13.02	\$ 35.82	Special Quote
MS911 & MX91x Cabinet with Casters	26Z0094	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
MS911/MX910/MX911 Staple Finisher (Inline)	26Z0084	\$ 1,370.00	11%	\$ 1,217.95	\$ 56.81	\$ 39.71	\$ 31.17	\$ 26.04	\$ 71.64	Special Quote
MS911/MX910/MX911 Staple Punch Finisher	26Z0081	\$ 3,655.71	44%	\$ 2,030.83	\$ 94.72	\$ 66.22	\$ 51.98	\$ 43.42	\$ 119.46	Special Quote
MS911/MX91x 2/3 Hole Punch Booklet Finisher	26Z0083	\$ 4,570.00	11%	\$ 4,062.82	\$ 189.50	\$ 132.48	\$ 103.98	\$ 86.85	\$ 238.99	Special Quote
1GBx32 DDR3 RAM	57X9016	\$ 90.00	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
2GBx32 DDR3 RAM	57X9012	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
320+ GB Hard Disk Drive	27X0200	\$ 547.14	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
256MB User Flash Memory	57X9101	\$ 67.14	6%	\$ 62.82	\$ 2.93	\$ 2.05	\$ 1.61	\$ 1.34	\$ 3.70	Special Quote
MarkNet N8350 802.11b/g/n Wireless Print Server	27X0225	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
MS911/MX91x English Keyboard Kit	57X7000	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
250-Sheet Tray	35S0267	\$ 165.71	11%	\$ 147.44	\$ 6.88	\$ 4.81	\$ 3.77	\$ 3.15	\$ 8.67	Special Quote
550-Sheet Tray	35S0567	\$ 255.71	11%	\$ 226.92	\$ 10.58	\$ 7.40	\$ 5.81	\$ 4.85	\$ 13.35	Special Quote
550-Sheet Lockable Tray	35S0367	\$ 320.00	7%	\$ 298.72	\$ 13.93	\$ 9.74	\$ 7.65	\$ 6.39	\$ 17.57	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Lexmark 160GB Hard Drive	27X0210	\$ 547.14	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
250-Sheet Tray	40G0800	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
250-Sheet Tray Insert	40G0801	\$ 90.00	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
550-Sheet Tray	40G0802	\$ 324.29	11%	\$ 288.46	\$ 13.45	\$ 9.41	\$ 7.38	\$ 6.17	\$ 16.97	Special Quote
550-Sheet Tray Insert	40G0803	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
2100-Sheet Tray	40G0804	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
250-Sheet Lockable Tray	40G0820	\$ 272.86	6%	\$ 255.13	\$ 11.90	\$ 8.32	\$ 6.53	\$ 5.45	\$ 15.01	Special Quote
550-Sheet Lockable Tray	40G0822	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
Spacer	40G0854	\$ 78.57	12%	\$ 69.23	\$ 3.23	\$ 2.26	\$ 1.77	\$ 1.48	\$ 4.07	Special Quote
Caster Base	40G0855	\$ 398.57	6%	\$ 373.08	\$ 17.40	\$ 12.17	\$ 9.55	\$ 7.98	\$ 21.95	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
MX810, MX811, MX812 550-Sheet Tray	24T7300	\$ 312.86	11%	\$ 278.21	\$ 12.98	\$ 9.07	\$ 7.12	\$ 5.95	\$ 16.37	Special Quote
MS911/MX91x 2 x 500-Sheet Tray	26Z0085	\$ 1,484.29	11%	\$ 1,319.23	\$ 61.53	\$ 43.02	\$ 33.76	\$ 28.20	\$ 77.60	Special Quote
MS911/MX91x 2500-Sheet Tandem Tray - Letter	26Z0086	\$ 1,827.14	11%	\$ 1,624.36	\$ 75.76	\$ 52.97	\$ 41.57	\$ 34.73	\$ 95.55	Special Quote
MS911/MX91x 3000-Sheet Tray - Letter	26Z0088	\$ 1,827.14	11%	\$ 1,624.36	\$ 75.76	\$ 52.97	\$ 41.57	\$ 34.73	\$ 95.55	Special Quote
MS911/MX91x 10-Sheet Banner Tray	26Z0091	\$ 684.29	11%	\$ 608.97	\$ 28.40	\$ 19.86	\$ 15.59	\$ 13.02	\$ 35.82	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
MS911 & MX91x Cabinet with Casters	26Z0094	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
MS911/MX910/MX911 Staple Finisher (Inline)	26Z0084	\$ 1,370.00	11%	\$ 1,217.95	\$ 56.81	\$ 39.71	\$ 31.17	\$ 26.04	\$ 71.64	Special Quote
MS911/MX910/MX911 Staple Punch Finisher	26Z0081	\$ 3,655.71	44%	\$ 2,030.83	\$ 94.72	\$ 66.22	\$ 51.98	\$ 43.42	\$ 119.46	Special Quote
MS911/MX91x 2/3 Hole Punch Booklet Finisher	26Z0083	\$ 4,570.00	11%	\$ 4,062.82	\$ 189.50	\$ 132.48	\$ 103.98	\$ 86.85	\$ 238.99	Special Quote
1GBx32 DDR3 RAM	57X9016	\$ 90.00	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
2GBx32 DDR3 RAM	57X9012	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
256MB User Flash Memory	57X9101	\$ 67.14	6%	\$ 62.82	\$ 2.93	\$ 2.05	\$ 1.61	\$ 1.34	\$ 3.70	Special Quote
MarkNet N8350 802.11b/g/n Wireless Print Server	27X0225	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
MS911/MX91x English Keyboard Kit	57X7000	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
MX91x Working Shelf	26Z0090	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
250-Sheet Tray	36S2910	\$ 164.29	10%	\$ 147.44	\$ 6.88	\$ 4.81	\$ 3.77	\$ 3.15	\$ 8.67	Special Quote
550-Sheet Tray	36S3110	\$ 252.86	10%	\$ 226.92	\$ 10.58	\$ 7.40	\$ 5.81	\$ 4.85	\$ 13.35	Special Quote
550-Sheet Lockable Tray	36S3120	\$ 317.14	10%	\$ 284.62	\$ 13.28	\$ 9.28	\$ 7.28	\$ 6.08	\$ 16.74	Special Quote
Inline staple finisher	36S8010	\$ 317.14	4%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
500GB+ Hard Disk Drive (SATA)	27X0400	\$ 547.14	15%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
256MB User Flash Memory	57X9801	\$ 75.71	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
Forms and Bar Code Card	40C9200	\$ 434.29	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
IPDS Card	40C9201	\$ 645.71	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
PRESCRIBE Card	40C9202	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Traditional Chinese Font Card	57X9810	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Japanese Font Card	57X9815	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
RS-232C Serial Interface Card	27X0900	\$ 147.14	6%	\$ 138.46	\$ 6.46	\$ 4.51	\$ 3.54	\$ 2.96	\$ 8.14	Special Quote
Parallel 1284-B Interface Card	27X0901	\$ 101.43	6%	\$ 94.87	\$ 4.43	\$ 3.09	\$ 2.43	\$ 2.03	\$ 5.58	Special Quote
Marknet N8372 (Front Wifi- FSM)	27X6410	\$ 62.86	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
10-Foot Parallel Printer Cable	1021231	\$ 28.56	6%	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
2-meter USB Printer Cable	1021294	\$ 21.43	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
MS7/MS8/MX7 250-Sheet Tray	50G0800	\$ 252.86	20%	\$ 202.56	\$ 9.45	\$ 6.61	\$ 5.18	\$ 4.33	\$ 11.92	Special Quote
MS7/MS8/MX7 250-Sheet Tray Insert	50G0801	\$ 100.00	21%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
MS7/MS8/MX7 250-Sheet Lockable Tray	50G0820	\$ 304.29	20%	\$ 242.31	\$ 11.30	\$ 7.90	\$ 6.20	\$ 5.18	\$ 14.25	Special Quote
MS7/MS8/MX7 550-Sheet Tray	50G0802	\$ 317.14	9%	\$ 288.46	\$ 13.45	\$ 9.41	\$ 7.38	\$ 6.17	\$ 16.97	Special Quote
MS7/MS8/MX7 550-Sheet Tray Insert	50G0803	\$ 125.71	20%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
MS7/MS8/MX7 550-Sheet Lockable Tray	50G0822	\$ 380.00	20%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
MS7/MS8/MX7 2100-Sheet Tray	50G0804	\$ 634.29	20%	\$ 506.41	\$ 23.62	\$ 16.51	\$ 12.96	\$ 10.83	\$ 29.79	Special Quote
MS7/MS8/MX8 Staple Finisher	50G0850	\$ 380.00	20%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
MS7/MS8/MX8 4-Bin Mailbox	50G0852	\$ 380.00	20%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
MS7/MS8/MX8 Staple, Hole Punch Finisher	50G0849	\$ 761.43	12%	\$ 669.23	\$ 31.21	\$ 21.82	\$ 17.13	\$ 14.31	\$ 39.37	Special Quote
MS7/MS8 Output Expander	50G0851	\$ 190.00	20%	\$ 151.28	\$ 7.06	\$ 4.93	\$ 3.87	\$ 3.23	\$ 8.90	Special Quote
MS7/MS8 High Capacity Output Expander	50G0853	\$ 634.29	20%	\$ 510.26	\$ 23.80	\$ 16.64	\$ 13.06	\$ 10.91	\$ 30.02	Special Quote
500GB Hard Disk Drive (SATA)	27X0400	\$ 547.14	15%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
256MB User Flash Memory	57X9801	\$ 75.71	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Memory Expansion (4GB) DDR3	57X0204	\$ 226.85	56%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
Forms and Bar Code Card	40C9200	\$ 434.29	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
IPDS Card	40C9201	\$ 645.71	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
PRESCRIBE Card	40C9202	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Traditional Chinese Font Card	57X9810	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Japanese Font Card	57X9815	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
RS-232C Serial Interface Card	14F0100	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Parallel 1284-B Interface Card	14F0000	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
et N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE	27X0142	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Marknet N8370 (Rear Wifi)	27X6510	\$ 62.86	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
10-Foot Parallel Printer Cable	1021231	\$ 28.56	6%	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
2-meter USB Printer Cable	1021294	\$ 21.43	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	40C2300	\$ 384.29	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
Caster Base for MS7/MS8/MX8	50G0855	\$ 444.29	20%	\$ 353.85	\$ 16.50	\$ 11.54	\$ 9.06	\$ 7.56	\$ 20.81	Special Quote
Spacer for MS7/MS8/MX8	50G0854	\$ 87.14	21%	\$ 69.23	\$ 3.23	\$ 2.26	\$ 1.77	\$ 1.48	\$ 4.07	Special Quote
MS7/MS8/MX7 250-Sheet Tray	50G0800	\$ 252.86	20%	\$ 202.56	\$ 9.45	\$ 6.61	\$ 5.18	\$ 4.33	\$ 11.92	Special Quote
MS7/MS8/MX7 250-Sheet Tray Insert	50G0801	\$ 100.00	21%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
MS7/MS8/MX7 250-Sheet Lockable Tray	50G0820	\$ 304.29	20%	\$ 242.31	\$ 11.30	\$ 7.90	\$ 6.20	\$ 5.18	\$ 14.25	Special Quote
MS7/MS8/MX7 550-Sheet Tray	50G0802	\$ 317.14	9%	\$ 288.46	\$ 13.45	\$ 9.41	\$ 7.38	\$ 6.17	\$ 16.97	Special Quote
MS7/MS8/MX7 550-Sheet Tray Insert	50G0803	\$ 125.71	20%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
MS7/MS8/MX7 550-Sheet Lockable Tray	50G0822	\$ 380.00	20%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
MS7/MS8/MX7 2100-Sheet Tray	50G0804	\$ 634.29	20%	\$ 506.41	\$ 23.62	\$ 16.51	\$ 12.96	\$ 10.83	\$ 29.79	Special Quote
Contact	57X0300	\$ 62.86	6%	\$ 58.97	\$ 2.75	\$ 1.92	\$ 1.51	\$ 1.26	\$ 3.47	Special Quote
500GB Hard Disk Drive (USB)	27X0500	\$ 608.57	24%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
256MB User Flash Memory	57X9801	\$ 75.71	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
Memory Expansion (4GB) DDR3	57X0204	\$ 226.85	56%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
Forms and Bar Code Card	40C9200	\$ 434.29	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
IPDS Card	40C9201	\$ 645.71	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
PRESCRIBE Card	40C9202	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Traditional Chinese Font Card	57X9810	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Japanese Font Card	57X9815	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
RS-232C Serial Interface Card	14F0100	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Parallel 1284-B Interface Card	14F0000	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
et N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE	27X0142	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Marknet N8370 (Rear Wifi)	27X6510	\$ 62.86	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
10-Foot Parallel Printer Cable	1021231	\$ 28.56	6%	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
2-meter USB Printer Cable	1021294	\$ 21.43	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Swivel Cabinet	3073173	\$ 284.29	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Adjustable Printer Stand	40C2300	\$ 384.29	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
MX8 550-Sheet Tray	25B2900	\$ 317.14	12%	\$ 278.21	\$ 12.98	\$ 9.07	\$ 7.12	\$ 5.95	\$ 16.37	Special Quote
MX8 2100-Sheet Tray	25B2950	\$ 634.29	12%	\$ 557.69	\$ 26.01	\$ 18.19	\$ 14.27	\$ 11.92	\$ 32.81	Special Quote
MS7/MS8/MX8 Staple Finisher	50G0850	\$ 380.00	20%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
MX8 Offset Stacker	25B2999	\$ 190.00	20%	\$ 151.28	\$ 7.06	\$ 4.93	\$ 3.87	\$ 3.23	\$ 8.90	Special Quote
MS7/MS8/MX8 4-Bin Mailbox	50G0852	\$ 380.00	20%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
MS7/MS8/MX8 Staple, Hole Punch Finisher	50G0849	\$ 761.43	12%	\$ 669.23	\$ 31.21	\$ 21.82	\$ 17.13	\$ 14.31	\$ 39.37	Special Quote
Keyboard Kit (English)	57X7030	\$ 380.00	7%	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Contact	57X0300	\$ 62.86	6%	\$ 58.97	\$ 2.75	\$ 1.92	\$ 1.51	\$ 1.26	\$ 3.47	Special Quote
500GB Hard Disk Drive (USB)	27X0500	\$ 608.57	24%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
256MB User Flash Memory	57X9801	\$ 75.71	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
Memory Expansion (4GB) DDR3	57X0204	\$ 226.85	56%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
Forms and Bar Code Card	40C9200	\$ 434.29	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
IPDS Card	40C9201	\$ 645.71	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
PRESCRIBE Card	40C9202	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Traditional Chinese Font Card	57X9810	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Japanese Font Card	57X9815	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
RS-232C Serial Interface Card	14F0100	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Parallel 1284-B Interface Card	14F0000	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Net N8230 Fiber Ethernet 100BASE-FX(LC), 1000BASE-T	27X0142	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Marknet N8370 (Rear Wifi)	27X6510	\$ 62.86	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
10-Foot Parallel Printer Cable	1021231	\$ 28.56	6%	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
2-meter USB Printer Cable	1021294	\$ 21.43	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Caster Base for MS7/MS8/MX8	50G0855	\$ 444.29	20%	\$ 353.85	\$ 16.50	\$ 11.54	\$ 9.06	\$ 7.56	\$ 20.81	Special Quote
Spacer for MS7/MS8/MX8	50G0854	\$ 87.14	21%	\$ 69.23	\$ 3.23	\$ 2.26	\$ 1.77	\$ 1.48	\$ 4.07	Special Quote
250-Sheet Tray	36S2910	\$ 164.29	10%	\$ 147.44	\$ 6.88	\$ 4.81	\$ 3.77	\$ 3.15	\$ 8.67	Special Quote
550-Sheet Lockable Tray	36S3120	\$ 317.14	10%	\$ 284.62	\$ 13.28	\$ 9.28	\$ 7.28	\$ 6.08	\$ 16.74	Special Quote
550-Sheet Tray	29S0600	\$ -	N/A	\$ 164.10	\$ 7.65	\$ 5.35	\$ 4.20	\$ 3.51	\$ 9.65	Special Quote
550-Sheet Tray	36S3110	\$ 252.86	10%	\$ 226.92	\$ 10.58	\$ 7.40	\$ 5.81	\$ 4.85	\$ 13.35	Special Quote
Adjustable Printer Stand	35S8502	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Swivel Cabinet	3073173	\$ -	N/A	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Surge Protective Device, 110-120V	SPD0001	\$ 40.00	4%	\$ 38.46	\$ 1.79	\$ 1.25	\$ 0.98	\$ 0.82	\$ 2.26	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
256MB Flash Memory Card	57X9801	\$ 75.71	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
Japanese Font Card	57X9815	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Traditional Chinese Font Card	57X9810	\$ 288.57	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
2100-Sheet Tray	40G0804	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
250-Sheet Lockable Tray	40G0820	\$ 272.86	6%	\$ 255.13	\$ 11.90	\$ 8.32	\$ 6.53	\$ 5.45	\$ 15.01	Special Quote
250-Sheet Tray	40G0800	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
250-Sheet Tray Insert	40G0801	\$ 90.00	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
4-Bin Mailbox	40G0852	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
4.3 in. (11 cm) Spacer	40G0854	\$ 78.57	12%	\$ 69.23	\$ 3.23	\$ 2.26	\$ 1.77	\$ 1.48	\$ 4.07	Special Quote
550-Sheet Lockable Tray	40G0822	\$ 341.43	7%	\$ 319.23	\$ 14.89	\$ 10.41	\$ 8.17	\$ 6.82	\$ 18.78	Special Quote
550-Sheet Tray	40G0802	\$ 324.29	11%	\$ 288.46	\$ 13.45	\$ 9.41	\$ 7.38	\$ 6.17	\$ 16.97	Special Quote
550-Sheet Tray Insert	40G0803	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
High Capacity Output Expander	40G0853	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Output Expander	40G0851	\$ 170.00	6%	\$ 158.97	\$ 7.42	\$ 5.18	\$ 4.07	\$ 3.40	\$ 9.35	Special Quote
Staple Finisher	40G0850	\$ 341.43	11%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
Staple, Hole Punch Finisher	40G0849	\$ 752.86	11%	\$ 669.23	\$ 31.21	\$ 21.82	\$ 17.13	\$ 14.31	\$ 39.37	Special Quote
Adjustable Stand	40C2300	\$ 384.29	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
Swivel Cabinet	3073173	\$ -	N/A	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Lexmark MarkNet™ N8230 Fiber Ethernet Print Server	27X0142	\$ 570.00	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Lexmark MarkNet N8350 Wireless Print Server plus NFC	27X0310	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Parallel 1284-B Interface Card	14F0000	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Parallel Cable (10-foot)	1021231	\$ -	N/A	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
RS-232C Serial Interface Card	14F0100	\$ 90.00	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Surge Protective Device, 110-120V	SPD0001	\$ 40.00	4%	\$ 38.46	\$ 1.79	\$ 1.25	\$ 0.98	\$ 0.82	\$ 2.26	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
1024MBx32 DDR3-DRAM	57X9016	\$ 90.00	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
2048MBx32 DDR3-DRAM	57X9012	\$ 112.86	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
256MB Flash Memory Card	57X9101	\$ 67.14	6%	\$ 62.82	\$ 2.93	\$ 2.05	\$ 1.61	\$ 1.34	\$ 3.70	Special Quote
500 GB Hard Disk	27X0200	\$ 547.14	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
Japanese Font Card	57X9115	\$ 261.43	6%	\$ 244.87	\$ 11.42	\$ 7.98	\$ 6.27	\$ 5.23	\$ 14.40	Special Quote
Korean Font Card	57X9114	\$ 261.43	6%	\$ 244.87	\$ 11.42	\$ 7.98	\$ 6.27	\$ 5.23	\$ 14.40	Special Quote
Removable Hard Disk Enclosure Kit	57X0070	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Simplified Chinese Font Card	57X9112	\$ 261.43	6%	\$ 244.87	\$ 11.42	\$ 7.98	\$ 6.27	\$ 5.23	\$ 14.40	Special Quote
Traditional Chinese Font Card	57X9110	\$ 261.43	6%	\$ 244.87	\$ 11.42	\$ 7.98	\$ 6.27	\$ 5.23	\$ 14.40	Special Quote
6F1X00 Black Extra High Yield Return Program Toner	56F1X00	\$ -	N/A	\$ 378.21	\$ 17.64	\$ 12.33	\$ 9.68	\$ 8.09	\$ 22.25	Special Quote
MX62x Stapler	36S8010	\$ 317.14	4%	\$ 303.85	\$ 14.17	\$ 9.91	\$ 7.78	\$ 6.50	\$ 17.87	Special Quote
Lexmark MarkNet N8372 802.11 a/b/g/n/ac Wireless Print Server	27X6410	\$ 62.86	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
Parallel 1284-B Interface Card	27X0901	\$ 101.43	6%	\$ 94.87	\$ 4.43	\$ 3.09	\$ 2.43	\$ 2.03	\$ 5.58	Special Quote
Parallel Cable (10-foot)	1021231	\$ -	N/A	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
RS-232C Serial Interface Card	27X0900	\$ 147.14	6%	\$ 138.46	\$ 6.46	\$ 4.51	\$ 3.54	\$ 2.96	\$ 8.14	Special Quote
500+ GB Hard Disk	27X0400	\$ 547.14	15%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
Card for IPDS	40C9201	\$ 645.71	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
Card for PRESCRIBE Emulation	40C9202	\$ 227.14	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Contact Authentication Device	57X0300	\$ 62.86	6%	\$ 58.97	\$ 2.75	\$ 1.92	\$ 1.51	\$ 1.26	\$ 3.47	Special Quote
Contactless Authentication Device	57X0301	\$ 214.29	32%	\$ 146.78	\$ 6.85	\$ 4.79	\$ 3.76	\$ 3.14	\$ 8.63	Special Quote
Elatec Reader Authentication Device	57X0210	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	Special Quote
Elatec TWN4 MultiTech-P LEGIC 42 Kit Bosch-SPR0002	57X0250	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	Special Quote
Forms and Bar Code Card	40C9200	\$ 434.29	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
550-Sheet Tray	29S0600	\$ -	N/A	\$ 164.10	\$ 7.65	\$ 5.35	\$ 4.20	\$ 3.51	\$ 9.65	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Adjustable Printer Stand	35S8502	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Swivel Cabinet	3073173	\$ -	N/A	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Lexmark Net N8372 802.11 a/b/g/n/ac Wireless Print	27X6410	\$ 62.86	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
Mono Printers:										
Lexmark CS310n	28C0000	\$ 384.29	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Lexmark CS310dn	28C0050	\$ 512.86	7%	\$ 479.49	\$ 22.36	\$ 15.64	\$ 12.27	\$ 10.25	\$ 28.21	Special Quote
Lexmark CS410n	28D0000	\$ 512.86	7%	\$ 479.49	\$ 22.36	\$ 15.64	\$ 12.27	\$ 10.25	\$ 28.21	Special Quote
Lexmark CS410dn	28D0050	\$ 577.14	6%	\$ 539.74	\$ 25.18	\$ 17.60	\$ 13.81	\$ 11.54	\$ 31.75	Special Quote
Lexmark CS410dtn	28D0100	\$ 834.29	7%	\$ 779.49	\$ 36.36	\$ 25.42	\$ 19.95	\$ 16.66	\$ 45.85	Special Quote
Lexmark CS510de	28E0050	\$ 962.86	7%	\$ 898.72	\$ 41.92	\$ 29.31	\$ 23.00	\$ 19.21	\$ 52.87	Special Quote
Lexmark CS510dte	28E0100	\$ 1,220.00	7%	\$ 1,139.74	\$ 53.16	\$ 37.16	\$ 29.17	\$ 24.37	\$ 67.04	Special Quote
Lexmark CS720de	40C9100	\$ 1,168.57	7%	\$ 1,091.03	\$ 50.89	\$ 35.58	\$ 27.92	\$ 23.32	\$ 64.18	Special Quote
Lexmark CS720dte	40C9101	\$ 1,558.57	7%	\$ 1,455.13	\$ 67.87	\$ 47.45	\$ 37.24	\$ 31.11	\$ 85.60	Special Quote
Lexmark CS725de	40C9000	\$ 1,688.57	7%	\$ 1,576.92	\$ 73.55	\$ 51.42	\$ 40.36	\$ 33.71	\$ 92.76	Special Quote
Lexmark CS725dte	40C9001	\$ 2,078.57	7%	\$ 1,941.03	\$ 90.54	\$ 63.29	\$ 49.68	\$ 41.50	\$ 114.18	Special Quote
Lexmark CS820de	21K0200	\$ 2,387.14	7%	\$ 2,228.21	\$ 103.93	\$ 72.66	\$ 57.03	\$ 47.63	\$ 131.07	Special Quote
Lexmark CS820dte	21K0150	\$ 2,764.29	7%	\$ 2,580.77	\$ 120.37	\$ 84.15	\$ 66.05	\$ 55.17	\$ 151.81	Special Quote
Lexmark CS820dtfe	21K0250	\$ 3,204.29	7%	\$ 2,991.03	\$ 139.51	\$ 97.53	\$ 76.55	\$ 63.94	\$ 175.94	Special Quote
Lexmark CX310n	28C0500	\$ 641.43	7%	\$ 598.72	\$ 27.93	\$ 19.52	\$ 15.32	\$ 12.80	\$ 35.22	Special Quote
Lexmark CX310dn	28C0550	\$ 770.00	7%	\$ 719.23	\$ 33.55	\$ 23.45	\$ 18.41	\$ 15.38	\$ 42.31	Special Quote
Lexmark CX410e	28D0500	\$ 898.57	7%	\$ 839.74	\$ 39.17	\$ 27.38	\$ 21.49	\$ 17.95	\$ 49.40	Special Quote
Lexmark CX410de	28D0550	\$ 1,027.14	7%	\$ 958.97	\$ 44.73	\$ 31.27	\$ 24.54	\$ 20.50	\$ 56.41	Special Quote
Lexmark CX410dte	28D0600	\$ 1,284.29	7%	\$ 1,198.72	\$ 55.91	\$ 39.09	\$ 30.68	\$ 25.63	\$ 70.51	Special Quote
Lexmark CX510de	28E0500	\$ 1,798.57	7%	\$ 1,679.49	\$ 78.34	\$ 54.76	\$ 42.98	\$ 35.90	\$ 98.79	Special Quote
Lexmark CX510dhe	28E0615	\$ 1,991.43	7%	\$ 1,858.97	\$ 86.71	\$ 60.62	\$ 47.58	\$ 39.74	\$ 109.35	Special Quote
Lexmark CX510dtthe	28E0550	\$ 2,248.57	7%	\$ 2,098.72	\$ 97.89	\$ 68.43	\$ 53.71	\$ 44.87	\$ 123.45	Special Quote
Lexmark CX725de	40C9500	\$ 3,248.57	7%	\$ 3,032.05	\$ 141.42	\$ 98.87	\$ 77.60	\$ 64.82	\$ 178.36	Special Quote
Lexmark CX725dhe	40C9501	\$ 3,638.57	7%	\$ 3,396.15	\$ 158.41	\$ 110.74	\$ 86.92	\$ 72.60	\$ 199.77	Special Quote
Lexmark CX725dtthe	40C9502	\$ 4,028.57	7%	\$ 3,760.26	\$ 175.39	\$ 122.61	\$ 96.24	\$ 80.39	\$ 221.19	Special Quote
Lexmark CX820de	42K0010	\$ 4,398.57	7%	\$ 4,106.41	\$ 191.54	\$ 133.90	\$ 105.10	\$ 87.79	\$ 241.55	Special Quote
Lexmark CX820dtfe	42K0012	\$ 6,032.86	7%	\$ 5,630.77	\$ 262.64	\$ 183.61	\$ 144.11	\$ 120.37	\$ 331.22	Special Quote
Lexmark CX825de	42K0040	\$ 5,027.14	7%	\$ 4,692.31	\$ 218.86	\$ 153.01	\$ 120.09	\$ 100.31	\$ 276.02	Special Quote
Lexmark CX825dte	42K0041	\$ 5,907.14	7%	\$ 5,514.10	\$ 257.19	\$ 179.80	\$ 141.13	\$ 117.88	\$ 324.36	Special Quote
Lexmark CX825dtfe	42K0042	\$ 6,347.14	7%	\$ 5,924.36	\$ 276.33	\$ 193.18	\$ 151.63	\$ 126.65	\$ 348.49	Special Quote
Lexmark CX860de	42K0070	\$ 9,867.14	7%	\$ 9,210.26	\$ 429.59	\$ 300.33	\$ 235.73	\$ 196.90	\$ 541.78	Special Quote
Lexmark CX860dte	42K0071	\$ 11,061.43	7%	\$ 10,324.36	\$ 481.56	\$ 336.66	\$ 264.24	\$ 220.71	\$ 607.32	Special Quote
Lexmark CS921de	32C0000	\$ 3,431.43	7%	\$ 3,203.85	\$ 149.44	\$ 104.47	\$ 82.00	\$ 68.49	\$ 188.46	Special Quote
Lexmark CS923de	32C0001	\$ 4,702.86	7%	\$ 4,389.74	\$ 204.75	\$ 143.14	\$ 112.35	\$ 93.84	\$ 258.22	Special Quote
Lexmark CX921de	32C0200	\$ 6,864.29	7%	\$ 6,407.69	\$ 298.87	\$ 208.94	\$ 164.00	\$ 136.98	\$ 376.92	Special Quote
Lexmark CX922de	32C0201	\$ 9,788.57	7%	\$ 9,137.18	\$ 426.19	\$ 297.95	\$ 233.86	\$ 195.33	\$ 537.48	Special Quote
Lexmark CX923dte	32C0202	\$ 11,441.43	7%	\$ 10,679.49	\$ 498.12	\$ 348.24	\$ 273.33	\$ 228.31	\$ 628.21	Special Quote
Lexmark CX923dxe	32C0203	\$ 11,822.86	7%	\$ 11,035.90	\$ 514.75	\$ 359.86	\$ 282.45	\$ 235.93	\$ 649.17	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Lexmark CX924dte	32C0204	\$ 13,602.86	7%	\$ 12,696.15	\$ 592.19	\$ 414.00	\$ 324.95	\$ 271.42	\$ 746.83	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Lexmark CX924dxe	32C0205	\$ 13,984.29	7%	\$ 13,052.56	\$ 608.81	\$ 425.62	\$ 334.07	\$ 279.04	\$ 767.80	Special Quote
Lexmark CS421dn	42C0030	\$ 507.14	6%	\$ 474.36	\$ 22.13	\$ 15.47	\$ 12.14	\$ 10.14	\$ 27.90	Special Quote
Lexmark CS521dn	42C0060	\$ 571.43	7%	\$ 533.33	\$ 24.88	\$ 17.39	\$ 13.65	\$ 11.40	\$ 31.37	Special Quote
Lexmark CX421adn	42C7330	\$ 672.86	7%	\$ 628.21	\$ 29.30	\$ 20.48	\$ 16.08	\$ 13.43	\$ 36.95	Special Quote
Lexmark CS622de	42C0080	\$ 761.43	7%	\$ 711.54	\$ 33.19	\$ 23.20	\$ 18.21	\$ 15.21	\$ 41.86	Special Quote
Lexmark CX522ade	42C7360	\$ 735.71	11%	\$ 652.56	\$ 30.44	\$ 21.28	\$ 16.70	\$ 13.95	\$ 38.39	Special Quote
Lexmark CX622ade	42C7380	\$ 1,270.00	7%	\$ 1,185.90	\$ 55.31	\$ 38.67	\$ 30.35	\$ 25.35	\$ 69.76	Special Quote
Lexmark CX625ade	42C7780	\$ 1,524.29	7%	\$ 1,423.08	\$ 66.38	\$ 46.40	\$ 36.42	\$ 30.42	\$ 83.71	Special Quote
Lexmark CX625adhe	42C7880	\$ 1,905.71	7%	\$ 1,779.49	\$ 83.00	\$ 58.03	\$ 45.54	\$ 38.04	\$ 104.68	Special Quote
Lexmark C2425dw	42CC130	\$ -	N/A	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Lexmark C2535dw	42CC160	\$ -	N/A	\$ 510.26	\$ 23.80	\$ 16.64	\$ 13.06	\$ 10.91	\$ 30.02	Special Quote
Lexmark C3224dw	40N9000	\$ -	N/A	\$ 237.18	\$ 11.06	\$ 7.73	\$ 6.07	\$ 5.07	\$ 13.95	Special Quote
Lexmark C3326dw	40N9010	\$ -	N/A	\$ 330.77	\$ 15.43	\$ 10.79	\$ 8.47	\$ 7.07	\$ 19.46	Special Quote
Lexmark CS331dw	40N9020	\$ -	N/A	\$ 355.13	\$ 16.56	\$ 11.58	\$ 9.09	\$ 7.59	\$ 20.89	Special Quote
Lexmark CX331adwe	40N9070	\$ -	N/A	\$ 510.26	\$ 23.80	\$ 16.64	\$ 13.06	\$ 10.91	\$ 30.02	Special Quote
Lexmark CX860dtfe	42K0072	\$ -	N/A	\$ 10,676.92	\$ 498.00	\$ 348.15	\$ 273.27	\$ 228.25	\$ 628.05	Special Quote
Lexmark CX920de	32C0350	\$ -	N/A	\$ 4,746.15	\$ 221.37	\$ 154.76	\$ 121.47	\$ 101.46	\$ 279.19	Special Quote
Lexmark CS431dw	40N9320	\$ 545.71	6%	\$ 510.26	\$ 23.80	\$ 16.64	\$ 13.06	\$ 10.91	\$ 30.02	Special Quote
Lexmark CX431adw	40N9370	\$ 698.57	7%	\$ 652.56	\$ 30.44	\$ 21.28	\$ 16.70	\$ 13.95	\$ 38.39	Special Quote
Optional Accessories:										
650-Sheet Duo Tray	38C0626	\$ 227	11%	\$ 202.56	\$ 9.45	\$ 6.61	\$ 5.18	\$ 4.33	\$ 11.92	Special Quote
Swivel Cabinet	3073173	\$ 284	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ 384	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
550-Sheet Tray	38C0636	\$ 227	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
160+GB Hard Disk	27X0200	\$ 547	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
550-Sheet Tray	40C2100	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
Adjustable Stand	40C2300	\$ 384	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
320+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.25	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
2GB x32 DDR3 RAM	57X9020	\$ 113	12%	\$ 99.87	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.87	Special Quote
48360 Wireless Print Server plus NFC Mobile Solution	27X0803	\$ 227	11%	\$ 201.19	\$ 9.38	\$ 6.56	\$ 5.15	\$ 4.30	\$ 11.83	Special Quote
256MB Flash Memory Card	57X9801	\$ 76	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
CS820, CX820 Inline Staple Finisher	42K2000	\$ 449	15%	\$ 381.43	\$ 17.79	\$ 12.44	\$ 9.76	\$ 8.15	\$ 22.44	Special Quote
550-Sheet Tray	21K0567	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
2200-Sheet Tray	21K0237	\$ 1,156	15%	\$ 982.73	\$ 45.84	\$ 32.04	\$ 25.15	\$ 21.01	\$ 57.81	Special Quote
CS820/CX820/CX825/ CX860 Envelope Tray	21K0787	\$ 389	7%	\$ 362.82	\$ 16.92	\$ 11.83	\$ 9.29	\$ 7.76	\$ 21.34	Special Quote
Adjustable Stand	40C2300	\$ 384	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
Caster Base	21K2501	\$ 449	7%	\$ 419.23	\$ 19.55	\$ 13.67	\$ 10.73	\$ 8.96	\$ 24.66	Special Quote
320+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.25	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
2GB x64 DDR3 RAM	57X9022	\$ 127	15%	\$ 108.12	\$ 5.04	\$ 3.53	\$ 2.77	\$ 2.31	\$ 6.36	Special Quote
650-Sheet Duo Tray	38C0626	\$ -	N/A	\$ 202.56	\$ 9.45	\$ 6.61	\$ 5.18	\$ 4.33	\$ 11.92	Special Quote
550-Sheet Tray	38C0636	\$ -	N/A	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Swivel Cabinet	3073173	\$ -	N/A	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ -	N/A	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
550-Sheet Tray	40C2100	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
8360 Wireless Print Server plus NFC Mobile Solution	27X0803	\$ 227	11%	\$ 201.19	\$ 9.38	\$ 6.56	\$ 5.15	\$ 4.30	\$ 11.83	Special Quote
320+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.25	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
2GB x32 DDR3 RAM	57X9020	\$ 113	12%	\$ 99.87	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.87	Special Quote
Adjustable Stand	40C2300	\$ 384	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
Inline Staple Finisher	42K2000	\$ 449	15%	\$ 381.43	\$ 17.79	\$ 12.44	\$ 9.76	\$ 8.15	\$ 22.44	Special Quote
550-Sheet Tray	21K0567	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
2200-Sheet Tray	21K0237	\$ 1,156	15%	\$ 982.73	\$ 45.84	\$ 32.04	\$ 25.15	\$ 21.01	\$ 57.81	Special Quote
Envelope Tray	21K0787	\$ 389	7%	\$ 362.82	\$ 16.92	\$ 11.83	\$ 9.29	\$ 7.76	\$ 21.34	Special Quote
Adjustable Stand	40C2300	\$ 384	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
Caster Base	21K2501	\$ 449	7%	\$ 419.23	\$ 19.55	\$ 13.67	\$ 10.73	\$ 8.96	\$ 24.66	Special Quote
320+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.25	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
2GB x64 DDR3 RAM	57X9022	\$ 127	15%	\$ 108.12	\$ 5.04	\$ 3.53	\$ 2.77	\$ 2.31	\$ 6.36	Special Quote
Multi-position Staple Punch Finisher (LV Tall)	42K1597	\$ 1,799	11%	\$ 1,594.87	\$ 74.39	\$ 52.01	\$ 40.82	\$ 34.10	\$ 93.82	Special Quote
Multi-position Staple Punch Finisher (S-LV)	42K1267	\$ 1,799	11%	\$ 1,594.87	\$ 74.39	\$ 52.01	\$ 40.82	\$ 34.10	\$ 93.82	Special Quote
Envelope Tray	21K0787	\$ 389	7%	\$ 362.82	\$ 16.92	\$ 11.83	\$ 9.29	\$ 7.76	\$ 21.34	Special Quote
550-Sheet Tray	21K0567	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
2200-Sheet Tray	21K0237	\$ 1,156	15%	\$ 982.73	\$ 45.84	\$ 32.04	\$ 25.15	\$ 21.01	\$ 57.81	Special Quote
Inline Staple Finisher	42K2300	\$ 449	15%	\$ 381.43	\$ 17.79	\$ 12.44	\$ 9.76	\$ 8.15	\$ 22.44	Special Quote
320+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.25	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
2GB x64 DDR3 RAM	57X9022	\$ 127	15%	\$ 108.12	\$ 5.04	\$ 3.53	\$ 2.77	\$ 2.31	\$ 6.36	Special Quote
English Keyboard Kit	57X7020	\$ 384	11%	\$ 340.38	\$ 15.88	\$ 11.10	\$ 8.71	\$ 7.28	\$ 20.02	Special Quote
Multi-position Staple Punch Finisher (LV Tall)	42K1597	\$ 1,799	11%	\$ 1,594.87	\$ 74.39	\$ 52.01	\$ 40.82	\$ 34.10	\$ 93.82	Special Quote
Multi-position Staple Punch Finisher (S-LV)	42K1267	\$ 1,799	11%	\$ 1,594.87	\$ 74.39	\$ 52.01	\$ 40.82	\$ 34.10	\$ 93.82	Special Quote
Inline Staple Finisher	42K2300	\$ 449	15%	\$ 381.43	\$ 17.79	\$ 12.44	\$ 9.76	\$ 8.15	\$ 22.44	Special Quote
550-Sheet Tray	21K0567	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
2200-Sheet Tray	21K0237	\$ 1,156	15%	\$ 982.73	\$ 45.84	\$ 32.04	\$ 25.15	\$ 21.01	\$ 57.81	Special Quote
Envelope Tray	21K0787	\$ 389	7%	\$ 362.82	\$ 16.92	\$ 11.83	\$ 9.29	\$ 7.76	\$ 21.34	Special Quote
320+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.25	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
2GB x64 DDR3 RAM	57X9022	\$ 127	15%	\$ 108.12	\$ 5.04	\$ 3.53	\$ 2.77	\$ 2.31	\$ 6.36	Special Quote
English Keyboard Kit	57X7020	\$ 384	11%	\$ 340.38	\$ 15.88	\$ 11.10	\$ 8.71	\$ 7.28	\$ 20.02	Special Quote
2 x 500-Sheet Tray	32C0050	\$ 1,651	11%	\$ 1,464.10	\$ 68.29	\$ 47.74	\$ 37.47	\$ 31.30	\$ 86.12	Special Quote
2500-Sheet Tandem Tray (Letter)	32C0051	\$ 2,160	11%	\$ 1,915.38	\$ 89.34	\$ 62.46	\$ 49.02	\$ 40.95	\$ 112.67	Special Quote
Booklet Finisher (3-Hole)	26Z0083	\$ 4,570	11%	\$ 4,062.82	\$ 189.50	\$ 132.48	\$ 103.98	\$ 86.85	\$ 238.99	Special Quote
Staple Punch Finisher (3-Hole)	26Z0081	\$ 3,656	44%	\$ 2,030.83	\$ 94.72	\$ 66.22	\$ 51.98	\$ 43.42	\$ 119.46	Special Quote
3000-Sheet Tray - Letter	26Z0088	\$ 1,827	11%	\$ 1,624.36	\$ 75.76	\$ 52.97	\$ 41.57	\$ 34.73	\$ 95.55	Special Quote
Banner Media Tray	26Z0091	\$ 684	11%	\$ 608.97	\$ 28.40	\$ 19.86	\$ 15.59	\$ 13.02	\$ 35.82	Special Quote
Cabinet	32C0053	\$ 380	11%	\$ 337.18	\$ 15.73	\$ 10.99	\$ 8.63	\$ 7.21	\$ 19.83	Special Quote
1GBx32 DDR3 RAM	57X9016	\$ 90	12%	\$ 79.49	\$ 3.71	\$ 2.59	\$ 2.03	\$ 1.70	\$ 4.68	Special Quote
2GBx32 DDR3 RAM	57X9012	\$ 113	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
256MB User Flash Memory	57X9101	\$ 67	6%	\$ 62.82	\$ 2.93	\$ 2.05	\$ 1.61	\$ 1.34	\$ 3.70	Special Quote
320 GB Hard Drive	27X0200	\$ 547	44%	\$ 306.41	\$ 14.29	\$ 9.99	\$ 7.84	\$ 6.55	\$ 18.02	Special Quote
Keyboard Kit – English	57X7050	\$ 384	11%	\$ 341.03	\$ 15.91	\$ 11.12	\$ 8.73	\$ 7.29	\$ 20.06	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
orking Shelf (MFP only)	26Z0090	\$ 113	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
550-Sheet Tray	42C7550	\$ 253	15%	\$ 215.01	\$ 10.03	\$ 7.01	\$ 5.50	\$ 4.60	\$ 12.65	Special Quote
650-Sheet Duo Tray	42C7650	\$ 253	15%	\$ 215.01	\$ 10.03	\$ 7.01	\$ 5.50	\$ 4.60	\$ 12.65	Special Quote
2-meter USB Printer Cable	1021294	\$ 21	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Swivel Cabinet	3073173	\$ 284	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ 384	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
550-Sheet Tray	42C7550	\$ 253	15%	\$ 215.01	\$ 10.03	\$ 7.01	\$ 5.50	\$ 4.60	\$ 12.65	Special Quote
650-Sheet Duo Tray	42C7650	\$ 253	15%	\$ 215.01	\$ 10.03	\$ 7.01	\$ 5.50	\$ 4.60	\$ 12.65	Special Quote
Contact	57X0300	\$ 63	6%	\$ 58.97	\$ 2.75	\$ 1.92	\$ 1.51	\$ 1.26	\$ 3.47	Special Quote
500GB Hard Disk Drive (SATA)	27X0400	\$ 547	15%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
Memory Expansion (4GB) DDR3	57X0204	\$ 227	56%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
10-Foot Parallel Printer Cable	1021231	\$ 29	6%	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
2-meter USB Printer Cable	1021294	\$ 21	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Swivel Cabinet	3073173	\$ 284	7%	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Adjustable Printer Stand	35S8502	\$ 384	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
650-sheet Duo Tray	42C7650	\$ 253	15%	\$ 215.01	\$ 10.03	\$ 7.01	\$ 5.50	\$ 4.60	\$ 12.65	Special Quote
Adjustable Printer Stand	35S8502	\$ 384	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Swivel Cabinet	3073173	\$ -	N/A	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Lexmark MarkNet N8372 802.11 a/b/g/n/ac Wireless Print Server	27X6410	\$ 63	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
Surge Protective Device, 110-120V	SPD0001	\$ 40	4%	\$ 38.46	\$ 1.79	\$ 1.25	\$ 0.98	\$ 0.82	\$ 2.26	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
256MB Flash Memory Card	57X9801	\$ 76	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
Japanese Font Card	57X9815	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Traditional Chinese Font Card	57X9810	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Card for PRESCRIBE Emulation	40C9202	\$ 227	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Forms and Bar Code Card	40C9200	\$ 434	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
250-Sheet Tray	40N4250	\$ -	N/A	\$ 153.85	\$ 7.18	\$ 5.02	\$ 3.94	\$ 3.29	\$ 9.05	Special Quote
550-Sheet Tray	42C7550	\$ 253	68%	\$ 81.03	\$ 3.78	\$ 2.64	\$ 2.07	\$ 1.73	\$ 4.77	Special Quote
650-sheet Duo Tray	42C7650	\$ 253	15%	\$ 215.01	\$ 10.03	\$ 7.01	\$ 5.50	\$ 4.60	\$ 12.65	Special Quote
Adjustable Printer Stand	35S8502	\$ 384	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote
Swivel Cabinet	3073173	\$ -	N/A	\$ 265.38	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67	\$ 15.61	Special Quote
Lexmark MarkNet N8372 802.11 a/b/g/n/ac Wireless Print Server	27X6410	\$ 63	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
Surge Protective Device, 110-120V	SPD0001	\$ 40	4%	\$ 38.46	\$ 1.79	\$ 1.25	\$ 0.98	\$ 0.82	\$ 2.26	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
256MB Flash Memory Card	57X9801	\$ 76	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
Japanese Font Card	57X9815	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Traditional Chinese Font Card	57X9810	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Card for PRESCRIBE Emulation	40C9202	\$ 227	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Forms and Bar Code Card	40C9200	\$ 434	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
Adjustable Stand	40C2300	\$ 384	15%	\$ 326.77	\$ 15.24	\$ 10.66	\$ 8.36	\$ 6.99	\$ 19.22	Special Quote
2200-Sheet Tray	21K0237	\$ 1,156	15%	\$ 982.73	\$ 45.84	\$ 32.04	\$ 25.15	\$ 21.01	\$ 57.81	Special Quote
550-Sheet Tray	21K0567	\$ 389	15%	\$ 330.41	\$ 15.41	\$ 10.77	\$ 8.46	\$ 7.06	\$ 19.44	Special Quote
Envelope Tray	21K0787	\$ 389	7%	\$ 362.82	\$ 16.92	\$ 11.83	\$ 9.29	\$ 7.76	\$ 21.34	Special Quote
English Keyboard Kit	57X7020	\$ 384	11%	\$ 340.38	\$ 15.88	\$ 11.10	\$ 8.71	\$ 7.28	\$ 20.02	Special Quote
arkNet N8370 802.11 a/b/g/n/ac Wireless Print Serv	27X6510	\$ 63	14%	\$ 53.85	\$ 2.51	\$ 1.76	\$ 1.38	\$ 1.15	\$ 3.17	Special Quote
Surge Protective Device, 110-120V	SPD0001	\$ 40	4%	\$ 38.46	\$ 1.79	\$ 1.25	\$ 0.98	\$ 0.82	\$ 2.26	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
256MB Flash Memory Card	57X9801	\$ 76	11%	\$ 67.06	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.43	\$ 3.94	Special Quote
2GB x64 DDR3 RAM	57X9022	\$ 127	15%	\$ 108.12	\$ 5.04	\$ 3.53	\$ 2.77	\$ 2.31	\$ 6.36	Special Quote
500+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
Japanese Font Card	57X9815	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Korean Font Card	57X9814	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Simplified Chinese Font Card	57X9812	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Traditional Chinese Font Card	57X9810	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Card for IPDS	21K0128	\$ 646	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
Card for PRESCRIBE Emulation	21K0129	\$ 227	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Contact Authentication Device	57X0300	\$ 63	6%	\$ 58.97	\$ 2.75	\$ 1.92	\$ 1.51	\$ 1.26	\$ 3.47	Special Quote
Contactless Authentication Device	57X0301	\$ 214	32%	\$ 146.78	\$ 6.85	\$ 4.79	\$ 3.76	\$ 3.14	\$ 8.63	Special Quote
Elatec Reader Authentication Device	57X0210	\$ -	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Special Quote
atec TWN4 MultiTech-P LEGIC 42 Kit Bosch-SPR0002	57X0250	\$ -	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Special Quote
Forms and Bar Code Card	21K0127	\$ 434	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
3000-Sheet Tray	26Z0088	\$ 1,827	11%	\$ 1,624.36	\$ 75.76	\$ 52.97	\$ 41.57	\$ 34.73	\$ 95.55	Special Quote
3000-Sheet Tray (A4)	26Z0089	\$ -	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Special Quote
592x, CX92x, MS911, MX91x Booklet Finisher (4-Hol	26Z0082	\$ -	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Special Quote
2x, CX92x, MS911, MX91x Staple Punch Finisher (4-H	26Z0080	\$ -	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Special Quote
CS92x, CX92xde 2 x 500-Sheet Tray	32C0050	\$ 1,651	11%	\$ 1,464.10	\$ 68.29	\$ 47.74	\$ 37.47	\$ 31.30	\$ 86.12	Special Quote
CS92x, CX92xde 2500-Sheet Tandem Tray (Letter)	32C0051	\$ 2,160	11%	\$ 1,915.38	\$ 89.34	\$ 62.46	\$ 49.02	\$ 40.95	\$ 112.67	Special Quote
MS911, MX910, MX911 Inline Stapler	26Z0084	\$ 1,370	11%	\$ 1,217.95	\$ 56.81	\$ 39.71	\$ 31.17	\$ 26.04	\$ 71.64	Special Quote
MS911, MX91x Banner Media Tray	26Z0091	\$ 684	11%	\$ 608.97	\$ 28.40	\$ 19.86	\$ 15.59	\$ 13.02	\$ 35.82	Special Quote
MS911, MX91x Booklet Finisher (3-Hole)	26Z0083	\$ 4,570	11%	\$ 4,062.82	\$ 189.50	\$ 132.48	\$ 103.98	\$ 86.85	\$ 238.99	Special Quote
MS911, MX91x Staple Punch Finisher (3-Hole)	26Z0081	\$ 3,656	44%	\$ 2,030.83	\$ 94.72	\$ 66.22	\$ 51.98	\$ 43.42	\$ 119.46	Special Quote
Cabinet with casters	32C0053	\$ 380	11%	\$ 337.18	\$ 15.73	\$ 10.99	\$ 8.63	\$ 7.21	\$ 19.83	Special Quote
Working Shelf	26Z0090	\$ 113	11%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.88	Special Quote
English Keyboard Kit	57X7050	\$ 384	11%	\$ 341.03	\$ 15.91	\$ 11.12	\$ 8.73	\$ 7.29	\$ 20.06	Special Quote
exmark MarkNet™ N8230 Fiber Ethernet Print Serve	27X0142	\$ 570	7%	\$ 532.05	\$ 24.82	\$ 17.35	\$ 13.62	\$ 11.37	\$ 31.30	Special Quote
Parallel 1284-B Interface Card	14F0000	\$ 90	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Parallel Cable (10-foot)	1021231	\$ -	N/A	\$ 26.92	\$ 1.26	\$ 0.88	\$ 0.69	\$ 0.58	\$ 1.58	Special Quote
RS-232C Serial Interface Card	14F0100	\$ 90	6%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81	\$ 4.98	Special Quote
Surge Protective Device, 110-120V	SPD0001	\$ 40	4%	\$ 38.46	\$ 1.79	\$ 1.25	\$ 0.98	\$ 0.82	\$ 2.26	Special Quote
USB Cable (2-meter)	1021294	\$ -	N/A	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
256MB Flash Memory Card	57X9101	\$ 67	6%	\$ 62.82	\$ 2.93	\$ 2.05	\$ 1.61	\$ 1.34	\$ 3.70	Special Quote

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
2GB x32 DDR3 RAM	57X9020	\$ 113	12%	\$ 99.87	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14	\$ 5.87	Special Quote
500+ GB Hard Disk	27X0400	\$ 547	15%	\$ 465.24	\$ 21.70	\$ 15.17	\$ 11.91	\$ 9.95	\$ 27.37	Special Quote
Japanese Font Card	57X9115	\$ 261	6%	\$ 244.87	\$ 11.42	\$ 7.98	\$ 6.27	\$ 5.23	\$ 14.40	Special Quote
Korean Font Card	57X9114	\$ 261	6%	\$ 244.87	\$ 11.42	\$ 7.98	\$ 6.27	\$ 5.23	\$ 14.40	Special Quote
Simplified Chinese Font Card	57X9812	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Traditional Chinese Font Card	57X9810	\$ 289	6%	\$ 270.51	\$ 12.62	\$ 8.82	\$ 6.92	\$ 5.78	\$ 15.91	Special Quote
Card for IPDS	40C9201	\$ 646	10%	\$ 584.12	\$ 27.24	\$ 19.05	\$ 14.95	\$ 12.49	\$ 34.36	Special Quote
Card for PRESCRIBE Emulation	40C9202	\$ 227	6%	\$ 212.82	\$ 9.93	\$ 6.94	\$ 5.45	\$ 4.55	\$ 12.52	Special Quote
Contactless Authentication Device	57X0301	\$ 214	32%	\$ 146.78	\$ 6.85	\$ 4.79	\$ 3.76	\$ 3.14	\$ 8.63	Special Quote
Pattec TWN4 MultiTech-P LEGIC 42 Kit Bosch-SPR0002	57X0250	\$ -	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Special Quote
Forms and Bar Code Card	40C9200	\$ 434	6%	\$ 406.41	\$ 18.96	\$ 13.25	\$ 10.40	\$ 8.69	\$ 23.91	Special Quote
Lexmark Secure Element	57X0085	\$ 113	6%	\$ 106.41	\$ 4.96	\$ 3.47	\$ 2.72	\$ 2.27	\$ 6.26	Special Quote
250-sheet tray	40N4250	\$ 164	6%	\$ 153.85	\$ 7.18	\$ 5.02	\$ 3.94	\$ 3.29	\$ 9.05	Special Quote
USB Cable (2M)	1021294	\$ 21	4%	\$ 20.51	\$ 0.96	\$ 0.67	\$ 0.53	\$ 0.44	\$ 1.21	Special Quote
Adjustable Printer Stand	40C2300	\$ 384	7%	\$ 358.97	\$ 16.74	\$ 11.71	\$ 9.19	\$ 7.67	\$ 21.12	Special Quote

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Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
KIP 2300 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	Z298080030	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	EQAC054	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Rear original stacking tray	MACHFO2880	\$ 148.00	32%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14		
KIPFold 2800 for KIP 800 Series Systems	KIP 860 Series Dock to Dock Freight	\$ 29,800.00	18%	\$ 24,412.50	\$ 1,138.67	\$ 796.04	\$ 624.81	\$ 521.89		
KIP 860 Series Dock to Dock Freight	KIP 870 Series Dock to Dock Freight	\$ 775.00	0%	\$ 775.00	\$ 36.15	\$ 25.27	\$ 19.84	\$ 16.57		
KIP 870 Series Dock to Dock Freight	KIP 880 Series Dock to Dock Freight	\$ 870.00	0%	\$ 870.00						
KIP 880 Series Dock to Dock Freight	KIP 890 Series Dock to Dock Freight	\$ 1,020.00	0%	\$ 1,020.00	\$ 47.58	\$ 33.26	\$ 26.11	\$ 21.81		
KIP 890 Series Dock to Dock Freight	KIP 860 Series Installation Service	\$ 1,020.00	0%	\$ 1,020.00						
KIP 860 Series Installation Service	KIP 870 Series Installation Service	\$ 795.00	0%	\$ 795.00	\$ 37.08	\$ 25.92	\$ 20.35	\$ 17.00		
KIP 870 Series Installation Service	KIP 880 Series Installation Service	\$ 795.00	0%	\$ 795.00	\$ 37.08	\$ 25.92	\$ 20.35	\$ 17.00		
KIP 880 Series Installation Service	KIP 890 Series Installation Service	\$ 895.00	0%	\$ 895.00	\$ 41.75	\$ 29.18	\$ 22.91	\$ 19.13		
KIP 890 Series Installation Service	KIP 800 Auto Stacker Installation Service	\$ 895.00	0%	\$ 895.00	\$ 41.75	\$ 29.18	\$ 22.91	\$ 19.13		
KIP 800 Auto Stacker Installation Service	Z40097001S	\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21		
KIP 900 Series Start-Up Toner For Installation - (*Required with System Purchase)	DIGPDF-900K	\$ 820.00	29%	\$ 581.25	\$ 27.11	\$ 18.95	\$ 14.88	\$ 12.43		
PDF Format Printing Keycode	K1AKC00070	\$ 900.00	32%	\$ 608.75	\$ 28.39	\$ 19.85	\$ 15.58	\$ 13.01		
KIP Accounting & Cost Center	PPEHDKITK	\$ 595.00	31%	\$ 412.50	\$ 19.24	\$ 13.45	\$ 10.56	\$ 8.82		
Removable Secure Hard Drive Connection Kit (Security Option)	Z298080030	\$ 290.00	19%	\$ 233.75	\$ 10.90	\$ 7.62	\$ 5.98	\$ 5.00		
KIP 2300 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	Z298080030	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	EQAC054	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Rear original stacking tray	MACHFO2890	\$ 148.00	32%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14		
KIPFold 2800 for KIP 900 Series Systems	KIP 970 Series Dock to Dock Freight	\$ 29,800.00	18%	\$ 24,412.50	\$ 1,138.67	\$ 796.04	\$ 624.81	\$ 521.89		
KIP 970 Series Dock to Dock Freight	KIP 980 Series Dock to Dock Freight	\$ 870.00	0%	\$ 870.00	\$ 40.58	\$ 28.37	\$ 22.27	\$ 18.60		
KIP 980 Series Dock to Dock Freight	KIP 990 Series Dock to Dock Freight	\$ 1,020.00	0%	\$ 1,020.00	\$ 47.58	\$ 33.26	\$ 26.11	\$ 21.81		
KIP 990 Series Dock to Dock Freight	KIP 970 Series Installation Service	\$ 1,020.00	0%	\$ 1,020.00	\$ 47.58	\$ 33.26	\$ 26.11	\$ 21.81		
KIP 970 Series Installation Service	KIP 980 Series Installation Service	\$ 795.00	0%	\$ 795.00	\$ 37.08	\$ 25.92	\$ 20.35	\$ 17.00		
KIP 980 Series Installation Service	KIP 990 Series Installation Service	\$ 895.00	0%	\$ 895.00	\$ 41.75	\$ 29.18	\$ 22.91	\$ 19.13		
KIP 990 Series Installation Service	KIP 900 Auto Stacker Installation Service	\$ 895.00	0%	\$ 895.00	\$ 41.75	\$ 29.18	\$ 22.91	\$ 19.13		
KIP 900 Auto Stacker Installation Service	MACH1200S	\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21		
KIP 1200 Auto Stacker	DIGPDF-7170K	\$ 1,900.00	15%	\$ 1,618.75	\$ 75.50	\$ 52.78	\$ 41.43	\$ 34.61		
PDF Format Printing Keycode	K1AKC00070	\$ 795.00	29%	\$ 562.50	\$ 26.24	\$ 18.34	\$ 14.40	\$ 12.03		
KIP Accounting & Cost Center	EQAC070	\$ 595.00	31%	\$ 412.50	\$ 19.24	\$ 13.45	\$ 10.56	\$ 8.82		
Rear Print Receiving Tray	EQAC071	\$ 695.00	20%	\$ 556.25	\$ 25.95	\$ 18.14	\$ 14.24	\$ 11.89		
Original and Print Receiving Tray	EQACCAKIT	\$ 995.00	20%	\$ 796.25	\$ 37.14	\$ 25.96	\$ 20.38	\$ 17.02		
Common Access Card (CAC) Identification device used for DoD authentication (Security Option)	PPEHDKITK	\$ 1,995.00	25%	\$ 1,496.25	\$ 69.79	\$ 48.79	\$ 38.30	\$ 31.99		
Removable Secure Hard Drive Connection Kit (Security Option)	Z298080030	\$ 290.00	19%	\$ 233.75	\$ 10.90	\$ 7.62	\$ 5.98	\$ 5.00		
KIP 2300 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	KIP 71 Series Dock to Dock Freight	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 71 Series Dock to Dock Freight	Z298080030	\$ 485.00	0%	\$ 485.00	\$ 22.62	\$ 15.81	\$ 12.41	\$ 10.37		
KIP 720 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	EQAC054	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Rear original stacking tray	MACHFO2871	\$ 148.00	32%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14		
KIPFold 2800 for KIP 71 Series Systems	KIP 71 Series (All Configurations) Installation Service	\$ 29,800.00	18%	\$ 24,412.50	\$ 1,138.67	\$ 796.04	\$ 624.81	\$ 521.89		
KIP 71 Series (All Configurations) Installation Service	KIP 71 Series Print & Original Tray Installation Service	\$ 795.00	0%	\$ 795.00	\$ 37.08	\$ 25.92	\$ 20.35	\$ 17.00		
KIP 71 Series Print & Original Tray Installation Service	KIP 71 Series Print Tray Installation Service	\$ 150.00	0%	\$ 150.00	\$ 7.00	\$ 4.89	\$ 3.84	\$ 3.21		
KIP 71 Series Print Tray Installation Service	MACH1200S	\$ 50.00	0%	\$ 50.00	\$ 2.33	\$ 1.63	\$ 1.28	\$ 1.07		
KIP 1200 Auto Stacker	DIGPDF-7570K	\$ 1,900.00	15%	\$ 1,618.75	\$ 75.50	\$ 52.78	\$ 41.43	\$ 34.61		
PDF Format Printing Keycode	K1AKC00070	\$ 1,025.00	22%	\$ 796.25	\$ 37.14	\$ 25.96	\$ 20.38	\$ 17.02		
KIP Accounting & Cost Center	EQACCAKIT	\$ 595.00	31%	\$ 412.50	\$ 19.24	\$ 13.45	\$ 10.56	\$ 8.82		
Common Access Card (CAC) Identification device used for DoD authentication (Security Option)	PPEHDKITK	\$ 1,995.00	25%	\$ 1,496.25	\$ 69.79	\$ 48.79	\$ 38.30	\$ 31.99		
Removable Secure Hard Drive Connection Kit (Security Option)	Z298080030	\$ 290.00	19%	\$ 233.75	\$ 10.90	\$ 7.62	\$ 5.98	\$ 5.00		
KIP 2300 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	Z298080030	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
KIP 720 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	EQAC054	\$ 995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Rear original stacking tray	MACHFO2875	\$ 148.00	32%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14		
KIPFold 2800 for KIP 75 Series Systems	KIP 75 Series Systems Dock to Dock Freight	\$ 29,800.00	18%	\$ 24,412.50	\$ 1,138.67	\$ 796.04	\$ 624.81	\$ 521.89		
KIP 75 Series Systems Dock to Dock Freight	KIP 75 Series Printers Dock to Dock Freight	\$ 820.00	0%	\$ 820.00	\$ 38.25	\$ 26.74	\$ 20.99	\$ 17.53		
KIP 75 Series Printers Dock to Dock Freight	KIP 75 Series Printers Installation Service	\$ 725.00	0%	\$ 725.00	\$ 33.82	\$ 23.64	\$ 18.56	\$ 15.50		
KIP 75 Series Printers Installation Service	KIP 75 Series MFP Installation Service	795.00	0%	\$ 795.00	\$ 37.08	\$ 25.92	\$ 20.35	\$ 17.00		
KIP 75 Series MFP Installation Service	MACH1200S	\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27		
KIP 1200 Auto Stacker	DIGPDF-7970K	1,618.75	0%	\$ 1,618.75	\$ 75.50	\$ 52.78	\$ 41.43	\$ 34.61		
PDF Format Printing Keycode	K1AKC00070	1,900.00	29%	\$ 1,356.25	\$ 63.26	\$ 44.22	\$ 34.71	\$ 28.99		
KIP Accounting & Cost Center	EQACCAKIT	1,745.00	76%	\$ 412.50	\$ 19.24	\$ 13.45	\$ 10.56	\$ 8.82		
Common Access Card (CAC) Identification device used for DoD authentication (Security Option)	PPEHDKITK	595.00	0%	\$ 595.00	\$ 27.75	\$ 19.40	\$ 15.23	\$ 12.72		
Removable Secure Hard Drive Connection Kit (Security Option)	Z298080030	1,995.00	88%	\$ 233.75	\$ 10.90	\$ 7.62	\$ 5.98	\$ 5.00		
KIP 2300 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	Z298080030	290.00	0%	\$ 290.00	\$ 13.53	\$ 9.46	\$ 7.42	\$ 6.20		
KIP 720 Scanner Stand includes an integrated PC storage compartment with Monitor & Keyboard	EQAC054	995.00	25%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
KIP 720 Rear original stacking tray	MACHFO2879	148.00	32%	\$ 100.00	\$ 4.66	\$ 3.26	\$ 2.56	\$ 2.14		
KIPFold 2800 for KIP 79 Series Systems	KIP 79 Series Printers Dock to Dock Freight	29,800.00	18%	\$ 24,412.50	\$ 1,138.67	\$ 796.04	\$ 624.81	\$ 521.89		
KIP 79 Series Printers Dock to Dock Freight	KIP 79 Series Systems Dock to Dock Freight	725.00	0%	\$ 725.00	\$ 33.82	\$ 23.64	\$ 18.56	\$ 15.50		
KIP 79 Series Systems Dock to Dock Freight	KIP 79 Series Printers Installation Service	820.00	0%	\$ 820.00	\$ 38.25	\$ 26.74	\$ 20.99	\$ 17.53		
KIP 79 Series Printers Installation Service	KIP 79 Series MFP Installation Service	795.00	0%	\$ 795.00	\$ 37.08	\$ 25.92	\$ 20.35	\$ 17.00		
KIP 79 Series MFP Installation Service	Inside Delivery	995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27		
Inside Delivery	Lift gate	45.00	0%	\$ 45.00	\$ 2.10	\$ 1.47	\$ 1.15	\$ 0.96		
Lift gate	Pallet Jack	90.00	0%	\$ 90.00	\$ 4.20	\$ 2.93	\$ 2.30	\$ 1.92		
Pallet Jack	Remove dunnage	45.00	0%	\$ 45.00	\$ 2.10	\$ 1.47	\$ 1.15	\$ 0.96		
Remove dunnage	Two men pick up and/or delivery	65.00	0%	\$ 65.00	\$ 3.03	\$ 2.12	\$ 1.66	\$ 1.39		
Two men pick up and/or delivery	Uncrate	130.00	0%	\$ 130.00	\$ 6.06	\$ 4.24	\$ 3.33	\$ 2.78		
Uncrate	KIP Forklift Delivery Service - (Special Quotation Required)	65.00	0%	\$ 65.00	\$ 3.03	\$ 2.12	\$ 1.66	\$ 1.39		
KIP Forklift Delivery Service - (Special Quotation Required)	KIPFold 2800 All Models Dock to Dock Freight	-	N/A	\$ -	\$ -	\$ -	\$ -	\$ -		
KIPFold 2800 All Models Dock to Dock Freight	KIP 2300 Scanner Dock to Dock Freight	510.00	-25%	\$ 637.50	\$ 29.73	\$ 20.79	\$ 16.32	\$ 13.63		
KIP 2300 Scanner Dock to Dock Freight	KIP 720 Scanner Dock to Dock Freight	\$ 285.00	-25%	\$ 356.25	\$ 16.62	\$ 11.62	\$ 9.12	\$ 7.62		

Notes:										
Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
EPSON SureColor T3170 Printer	SCT3170SR	\$ 995.00	-21%	\$ 1,200.00	\$ 55.97	\$ 39.13	\$ 30.71	\$ 25.65	Custom Quote	Custom Quote
EPSON SureColor T3270 Printer, Single Roll 24"	SCT3270SR	\$ 2,995.00	14%	\$ 2,574.04	\$ 120.06	\$ 83.93	\$ 65.88	\$ 55.03	Custom Quote	Custom Quote
EPSON SureColor T3475 Printer with WiFi	SCT3475SR	\$ 2,295.00	25%	\$ 1,724.91	\$ 80.45	\$ 56.25	\$ 44.15	\$ 36.88	Custom Quote	Custom Quote
EPSON SureColor T5170 Printer	SCT5170SR	\$ 2,395.00	2%	\$ 2,353.68	\$ 109.78	\$ 76.75	\$ 60.24	\$ 50.32	Custom Quote	Custom Quote
EPSON SureColor T5270 Printer, Dual Roll 36"	SCT5270DR	\$ 5,995.00	14%	\$ 5,152.28	\$ 240.32	\$ 168.01	\$ 131.87	\$ 110.15	Custom Quote	Custom Quote
EPSON SureColor T5270 Printer, Single Roll 36"	SCT5270SR	\$ 3,995.00	13%	\$ 3,456.84	\$ 161.24	\$ 112.72	\$ 88.47	\$ 73.90	Custom Quote	Custom Quote
EPSON SureColor T5475 Printer with WiFi	SCT5475SR	\$ 2,995.00	26%	\$ 2,227.37	\$ 103.89	\$ 72.63	\$ 57.01	\$ 47.62	Custom Quote	Custom Quote
EPSON SureColor T7270 Printer, Dual Roll 44"	SCT7270DR	\$ 6,995.00	20%	\$ 5,614.04	\$ 261.86	\$ 183.06	\$ 143.69	\$ 120.02	Custom Quote	Custom Quote
EPSON SureColor T7270 Printer, Single Roll 44"	SCT7270SR	\$ 4,995.00	19%	\$ 4,058.95	\$ 189.32	\$ 132.35	\$ 103.88	\$ 86.77	Custom Quote	Custom Quote
EPSON SureColor T2170 24" Single Roll Printer	SCT2170SR	\$ 749.00	-25%	\$ 937.55	\$ 43.73	\$ 30.57	\$ 24.00	\$ 20.04	Custom Quote	Custom Quote
EPSON SureColor T3170M 24" Multifunction Single Roll Printer	SCT3170M	\$ 2,545.00	13%	\$ 2,221.76	\$ 103.63	\$ 72.45	\$ 56.86	\$ 47.50	Custom Quote	Custom Quote
EPSON SureColor T3170X 24" Single Roll, SuperTank Printer	SCT3170X	\$ 2,595.00	15%	\$ 2,206.32	\$ 102.91	\$ 71.94	\$ 56.47	\$ 47.17	Custom Quote	Custom Quote
EPSON SureColor T5170M Printer	SCT5170M	\$ 4,995.00	11%	\$ 4,449.12	\$ 207.52	\$ 145.08	\$ 113.87	\$ 95.11	Custom Quote	Custom Quote
EPSON SureColor T5470M 36" Printer with Integrated Scanner	SCT5470M	\$ 5,995.00	15%	\$ 5,082.11	\$ 237.04	\$ 165.72	\$ 130.07	\$ 108.65	Custom Quote	Custom Quote
EPSON SureColor P900	C11CH37201	\$ 799.00	-71%	\$ 1,362.81	\$ 63.57	\$ 44.44	\$ 34.88	\$ 29.13	Custom Quote	Custom Quote
EPSON SureColor P700	C11CH38201	\$ 599.99	-64%	\$ 981.05	\$ 45.76	\$ 31.99	\$ 25.11	\$ 20.97	Custom Quote	Custom Quote
EPSON SureColor P20000 Production Edition Printer / T800 Inks	SCP20000PE	\$ 12,995.00	11%	\$ 11,536.84	\$ 538.11	\$ 376.19	\$ 295.27	\$ 246.63	Custom Quote	Custom Quote
EPSON SureColor P20000 Standard Edition Printer	SCP20000SE	\$ 11,995.00	10%	\$ 10,807.01	\$ 504.07	\$ 352.40	\$ 276.59	\$ 231.03	Custom Quote	Custom Quote
EPSON SureColor P5000 Commercial Edition	SCP5000CE	\$ 1,995.00	-11%	\$ 2,209.73	\$ 103.07	\$ 72.05	\$ 56.56	\$ 47.24	Custom Quote	Custom Quote
EPSON SureColor P5000 Standard Edition	SCP5000SE	\$ 1,995.00	-11%	\$ 2,209.73	\$ 103.07	\$ 72.05	\$ 56.56	\$ 47.24	Custom Quote	Custom Quote
EPSON SureColor P6000 Standard Edition Printer	SCP6000SE	\$ 2,995.00	-4%	\$ 3,120.57	\$ 145.55	\$ 101.76	\$ 79.87	\$ 66.71	Custom Quote	Custom Quote
EPSON SureColor P7000 Commercial Edition Printer	SCP7000CE	\$ 3,495.00	2%	\$ 3,418.95	\$ 159.47	\$ 111.49	\$ 87.50	\$ 73.09	Custom Quote	Custom Quote
EPSON SureColor P7000 Standard Edition Printer	SCP7000SE	\$ 3,495.00	2%	\$ 3,418.95	\$ 159.47	\$ 111.49	\$ 87.50	\$ 73.09	Custom Quote	Custom Quote
SureColor P7570 Standard Edition Printer	SCP7570SE	\$ 4,695.00	22%	\$ 3,677.19	\$ 171.52	\$ 119.91	\$ 94.11	\$ 78.61	Custom Quote	Custom Quote
EPSON SureColor P8000 Standard Edition Printer	SCP8000SE	\$ 4,995.00	-5%	\$ 5,219.85	\$ 243.47	\$ 170.21	\$ 133.60	\$ 111.59	Custom Quote	Custom Quote
EPSON SureColor P9000 Commercial Edition Printer	SCP9000CE	\$ 4,995.00	-6%	\$ 5,305.27	\$ 247.45	\$ 172.99	\$ 135.78	\$ 113.42	Custom Quote	Custom Quote
EPSON SureColor P9000 Standard Edition Printer	SCP9000SE	\$ 4,995.00	-6%	\$ 5,305.27	\$ 247.45	\$ 172.99	\$ 135.78	\$ 113.42	Custom Quote	Custom Quote
SureColor P9570 Standard Edition Printer	SCP9570SE	\$ 6,595.00	14%	\$ 5,664.56	\$ 264.21	\$ 184.71	\$ 144.98	\$ 121.10	Custom Quote	Custom Quote
Optional Accessories:										
EPSON SureColor T-Series Roll Media Adapter Set	C12C811401	\$ 149.95	10%	\$ 134.76	\$ 6.29	\$ 4.39	\$ 3.45	\$ 2.88		
EPSON SureColor T-Series Internal Hard Drive File System	C12C843911	\$ 399.95	13%	\$ 346.20	\$ 16.15	\$ 11.29	\$ 8.86	\$ 7.40		
EPSON SureColor T-Series Internal Print Server 320GB	C12C848031	\$ 399.95	11%	\$ 355.56	\$ 16.58	\$ 11.59	\$ 9.10	\$ 7.60		
EPSON Roll Feed Spindle (36")	C12C933131	\$ 159.00	2%	\$ 156.29	\$ 7.29	\$ 5.10	\$ 4.00	\$ 3.34		
EPSON SC-T3170 Optional 24" stand	C12C933151	\$ 249.00	1%	\$ 245.42	\$ 11.45	\$ 8.00	\$ 6.28	\$ 5.25		
EPSON SC-T3170 Roll Feed Spindle (24")	C12C933211	\$ 99.00	1%	\$ 97.68	\$ 4.56	\$ 3.19	\$ 2.50	\$ 2.09		
EPSON Roll Feed Spindle (24")	C12C933281	\$ 99.00	1%	\$ 97.68	\$ 4.56	\$ 3.19	\$ 2.50	\$ 2.09		
EPSON Roll Feed Spindle (36")	C12C933301	\$ 159.00	2%	\$ 156.29	\$ 7.29	\$ 5.10	\$ 4.00	\$ 3.34		
EPSON Maintenance Box	C13S210057	\$ 39.00	11%	\$ 34.80	\$ 1.62	\$ 1.13	\$ 0.89	\$ 0.74		
EPSON Borderless Replacement Pad Kit	C13S400064	\$ 49.00	12%	\$ 43.01	\$ 2.01	\$ 1.40	\$ 1.10	\$ 0.92		
EPSON SureColor T-Series Multi-function Scanner Kit for 36" / T5270, T5270D	SCT36SCAN	\$ 4,500.00	9%	\$ 4,109.94	\$ 191.70	\$ 134.02	\$ 105.19	\$ 87.86		
EPSON SureColor T-Series Multi-function Scanner Kit for 44" / T7270, T7270D	SCT44SCAN	\$ 4,500.00	9%	\$ 4,109.94	\$ 191.70	\$ 134.02	\$ 105.19	\$ 87.86		
EPSON SureColor T-Series Take-Up Roll Kit / T7000	SCT70TUR	\$ 1,295.00	13%	\$ 1,120.47	\$ 52.26	\$ 36.54	\$ 28.68	\$ 23.95		
EPSON Adobe Postscript 3 Expansion Unit	C12C891131	\$ 1,199.95	7%	\$ 1,113.56	\$ 51.94	\$ 36.31	\$ 28.50	\$ 23.81		
EPSON Auto Spare Cutter Blade	C13S210055	\$ 149.00	10%	\$ 133.82	\$ 6.24	\$ 4.36	\$ 3.43	\$ 2.86		
EPSON Auto Cutter Spare Blade	S902006	\$ 119.95	11%	\$ 106.67	\$ 4.98	\$ 3.48	\$ 2.73	\$ 2.28		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
EPSON SureColor T-Series Replacement Maintenance Tank	T619300	\$ 74.95	20%	\$ 59.83	\$ 2.79	\$ 1.95	\$ 1.53	\$ 1.28		
EPSON 2-Year - (PG) - Extended Service Plan - Next Business Day Upgrade - Maximum purchase (1) plan: P10000/P20000	EPP1020KB2	\$ 1,995.00	7%	\$ 1,849.20	\$ 86.25	\$ 60.30	\$ 47.33	\$ 39.53		
EPSON 1-Year - (Printer) Next Business Day Exchange, Upgrade - Maximum purchase (1) plan: SP-4900/SureColor P-5000	EPP49B1	\$ 335.00	6%	\$ 315.22						
EPSON 2-Year - (Printer) Next Business Day Exchange, Upgrade - Maximum purchase (1) plan: SP-4900/SureColor P-5000	EPP49B2	\$ 535.00	6%	\$ 503.62	\$ 23.49	\$ 16.42	\$ 12.89	\$ 10.77		
EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (2) plans: SureColor P6000/P7000/P8000/P9000 & Stylus Pro 7890/7900/9890/9900	EPP900B1	\$ 775.00	9%	\$ 706.52						
EPSON 2-Year - (PG) - Extended Service Plan - Maximum purchase (1) plan: SureColor P6000/P7000/P8000/P9000 & Stylus Pro 7890/7900/9890/9900	EPP900B2	\$ 1,375.00	10%	\$ 1,237.92	\$ 57.74	\$ 40.37	\$ 31.68	\$ 26.46		
1 Year of Service (Year 2). 1st year of service is included with the plotter. Includes labor, travel and parts. Supplies: 110ML - \$63; 350ML - \$153; 700ML - \$252. Use standard supplies ordering procedure	DAH SVC YEAR 1	\$ 625.00	0%	\$ 625.00	\$ 29.15	\$ 20.38	\$ 16.00	\$ 13.36		
1st year of service is included with the plotter. This is for 2 years of service (Year 2 and 3). Includes Labor, travel and parts. Supplies: 110ML - \$63; 350ML - \$153; 700ML - \$252. Use standard supplies ordering procedure	DAH SVC YEARS 2-3	\$ 1,025.00	0%	\$ 1,025.00	\$ 47.81	\$ 33.42	\$ 26.23	\$ 21.91		
DAH SVC Years 4-5. 1st year of service is included with the plotter. This is for 2 years of service (Year 4 and 5). Includes Labor, travel and parts. Supplies: 110ML - \$63; 350ML - \$153; 700ML - \$252. Use standard supplies ordering procedure	DAH SVC Years 4-5	\$ 1,550.00	0%	\$ 1,550.00	\$ 72.30	\$ 50.54	\$ 39.67	\$ 33.14		
EPSON PRINTER Install fee. Does not include training.	EPPSCTIN1	\$ 730.00	730%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: P20000 Series	EPPP20000S1	\$ 1,599.00	17%	\$ 1,332.50	\$ 62.15	\$ 43.45	\$ 34.10	\$ 28.49		
OOG ONLY- EPSON 1-Year - (PG) Extended Service Plan - Whole Unit Exchange - Maximum purchase (4) plan: SureColor P-5000 Series	EPPP5000S1	\$ 329.00	17%	\$ 274.17	\$ 12.79	\$ 8.94	\$ 7.02	\$ 5.86		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: SureColor P6000 Series	EPPP6000S1	\$ 599.00	17%	\$ 499.17	\$ 23.28	\$ 16.28	\$ 12.78	\$ 10.67		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: SureColor P7000 Series	EPPP7000S1	\$ 649.00	17%	\$ 540.83	\$ 25.23	\$ 17.64	\$ 13.84	\$ 11.56		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: SureColor P7500 Series	EPPP7500S1	\$ 749.00	17%	\$ 624.17	\$ 29.11	\$ 20.35	\$ 15.97	\$ 13.34		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: SureColor P8000 Series	EPPP8000S1	\$ 699.00	17%	\$ 582.50	\$ 27.17	\$ 18.99	\$ 14.91	\$ 12.45		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: SureColor P9000 Series	EPPP8000S1	\$ 999.00	17%	\$ 832.50	\$ 38.83	\$ 27.15	\$ 21.31	\$ 17.80		
OOG ONLY- EPSON 1-Year - (PG) Extended Service Plan - Whole Unit Exchange, Upgrade - Maximum purchase (4) plans: SureColor P-900 Series	EPPP900S1	\$ 179.00	17%	\$ 149.17	\$ 6.96	\$ 4.86	\$ 3.82	\$ 3.19		
OOG ONLY- EPSON 1-Year - (PG) - Extended Service Plan - Maximum purchase (4) plans: SureColor P9500 Series	EPPP9500S1	\$ 1,099.00	17%	\$ 915.83	\$ 42.72	\$ 29.86	\$ 23.44	\$ 19.58		
OOG ONLY- EPSON 1-Year - (PG) Extended Service Plan- Maximum purchase (4) plans: SureLAB D800 Series	EPPSLD800S1	\$ 379.00	17%	\$ 315.83	\$ 14.73	\$ 10.30	\$ 8.08	\$ 6.75		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Whole Unit Exchange - Max purchase (4) plans: SureColor T2100 Series	EPPT2100S1	\$ 119.00	17%	\$ 99.17	\$ 4.63	\$ 3.23	\$ 2.54	\$ 2.12		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Whole Unit Exchange - Max purchase (4) plans: SureColor T3100 Series	EPPT3100S1	\$ 149.00	17%	\$ 124.17	\$ 5.79	\$ 4.05	\$ 3.18	\$ 2.65		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Whole Unit Exchange - Max purchase (4) plans: SureColor T3100X Series	EPPT3100XS1	\$ 329.00	17%	\$ 274.17	\$ 12.79	\$ 8.94	\$ 7.02	\$ 5.86		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Maximum purchase (4) plans: SureColor T3200 Series (T3270)	EPPT3200S1	\$ 449.00	17%	\$ 374.17	\$ 17.45	\$ 12.20	\$ 9.58	\$ 8.00		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Max purchase (4) plans: SureColor T3400 Series	EPPT3400S1	\$ 349.00	17%	\$ 290.83	\$ 13.57	\$ 9.48	\$ 7.44	\$ 6.22		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Max purchase (4) plans: SureColor T5100 Series	EPPT5100S1	\$ 349.00	17%	\$ 290.83	\$ 13.57	\$ 9.48	\$ 7.44	\$ 6.22		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Maximum purchase (4) plans: SureColor T5200 Series (T5270 Single Roll)	EPPT5200S1	\$ 599.00	17%	\$ 499.17	\$ 23.28	\$ 16.28	\$ 12.78	\$ 10.67		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Maximum purchase (4) plans: SureColor T5000 Series (T5270 Dual Roll)	EPPT5200S1DR	\$ 899.00	17%	\$ 749.17	\$ 34.94	\$ 24.43	\$ 19.17	\$ 16.02		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Max purchase (4) plans: SureColor T5400M Series	EPPT5400MS1	\$ 899.00	17%	\$ 749.17	\$ 34.94	\$ 24.43	\$ 19.17	\$ 16.02		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Max purchase (4) plans: SureColor T5400 Series	EPPT5400S1	\$ 449.00	17%	\$ 374.17	\$ 17.45	\$ 12.20	\$ 9.58	\$ 8.00		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Maximum purchase (4) plans: SureColor T7200 series (T7270 Single Roll)	EPPT7200S1	\$ 749.00	17%	\$ 624.17	\$ 29.11	\$ 20.35	\$ 15.97	\$ 13.34		
OOG ONLY- EPSON 1-Year (PG) Extended Service Plan - Maximum purchase (4) plans: SureColor T7000 Series (T7270 Dual Roll)	EPPT7200S1DR	\$ 1,049.00	17%	\$ 874.17	\$ 40.77	\$ 28.50	\$ 22.37	\$ 18.69		

Notes:											
Product Descriptions & Accessories		Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Mutoh ValueJet 628 24" Eco Solvent (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		15707-0001	\$ 6,495	11%	\$ 5,763.08	\$ 268.81	\$ 187.92	\$ 147.50	\$ 123.20	Custom Quote	Custom Quote
Mutoh XPJ1341SR-Pro 54" Eco Solvent (includes VJ12-13-TUP20U Take-up)		XPJ1341SRP-01	\$ 15,495	0%	\$ 15,494.67	\$ 722.72	\$ 505.25	\$ 396.57	\$ 331.24	Custom Quote	Custom Quote
Mutoh XP1641SR-Pro 64" Eco Solvent (Includes VJ16/19-TUP30U Take Up)		XPJ1641SRP-01	\$ 18,995	0%	\$ 18,994.67	\$ 885.97	\$ 619.38	\$ 486.15	\$ 406.07	Custom Quote	Custom Quote
Mutoh XPJ-1682SR 64" Eco Solvent (Includes VJ16/19-TUP30U Take Up)		16100-0006	\$ 27,995	0%	\$ 27,995.00	\$ 1,305.77	\$ 912.86	\$ 716.50	\$ 598.48	Custom Quote	Custom Quote
Mutoh ValueJet 2638X 104" Eco Solvent (includes HD Take-up) (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		19442-0001	\$ 49,995	0%	\$ 49,994.67	\$ 2,331.90	\$ 1,630.23	\$ 1,279.56	\$ 1,068.79	Custom Quote	Custom Quote
Mutoh ValueJet 1627MH 64" Multi Purpose Hybrid (incl. flat bed, tables and take-up) (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		15716-0001	\$ 49,995	0%	\$ 49,994.67	\$ 2,331.90	\$ 1,630.23	\$ 1,279.56	\$ 1,068.79	Custom Quote	Custom Quote
Mutoh ValueJet 1638UH 64" UV-LED Hybrid Dual Head (incl. flat bed tables, T/U is opt.) (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		15729-0001	\$ 59,995	0%	\$ 59,994.67	\$ 2,798.33	\$ 1,956.31	\$ 1,535.50	\$ 1,282.57	Custom Quote	Custom Quote
Mutoh ValueJet 1638UR 64" UV Roll to Roll (includes Take-up) (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		15714-0003	\$ 24,995	0%	\$ 24,994.67	\$ 1,165.83	\$ 815.03	\$ 639.71	\$ 534.34	Custom Quote	Custom Quote
Mutoh XpertJet 461UF 19" x 13" UV-LED - NEW (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		XPJ461UF-01	\$ 20,995	0%	\$ 20,994.67	\$ 979.25	\$ 684.59	\$ 537.34	\$ 448.82	Custom Quote	Custom Quote
Mutoh XpertJet 661UF 19" x 23" UV-LED (Includes Stand) - NEW (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		XPJ661UF-01	\$ 28,995	0%	\$ 28,995.00	\$ 1,352.41	\$ 945.47	\$ 742.10	\$ 619.86	Custom Quote	Custom Quote
Mutoh Performance Jet 2508UF UV-LED (4 head) (Original manufacturer's 12 month on-site limited warranty, including parts & labor)		15715-0001	\$ 84,995	0%	\$ 84,994.67	\$ 3,964.41	\$ 2,771.51	\$ 2,175.35	\$ 1,817.02	Custom Quote	Custom Quote
Must Choose One:											
VJ 628 / 628X Eco Ultra (VJ-MSINK3A-220 ml / CMYK x 2)		11448	\$ 855.84	0%	\$ 855.80	\$ 39.92	\$ 27.91	\$ 21.90	\$ 18.30		
VJ 628 / 628X Eco Ultra (VJ-MSINK3A-220 ml / CMYK LC LM)		11449	\$ 789.84	0%	\$ 789.80	\$ 36.84	\$ 25.75	\$ 20.21	\$ 16.88		
XPJ1341SRP Ink Starter Kit (MS31-220ML CMYK)		11447	\$ 427.92	0%	\$ 427.90	\$ 19.96	\$ 13.95	\$ 10.95	\$ 9.15		
VJ 1628X/1638X/2638X Eco Ultra (VJ-MSINK3A-440 ml / CMYK x 2)		11445	\$ 1,327.84	0%	\$ 1,327.80	\$ 61.93	\$ 43.30	\$ 33.98	\$ 28.39		
VJ 1628X/1638X/2638X Eco Ultra (VJ-MSINK3A-440 ml / CMYK LC LM LK)		11446	\$ 1,058.84	0%	\$ 1,058.84	\$ 49.39	\$ 34.53	\$ 27.10	\$ 22.64		
XPJ-1641SR Ink Starter Kit (MS41-1000ml / CMYK)		11491	\$ 939.96	5%	\$ 895.00	\$ 41.75	\$ 29.18	\$ 22.91	\$ 19.13		
XPJ-1682SR Ink Starter Kit (MS41-1000ml CMYK LC LM LK)		11492	\$ 1,744.91	5%	\$ 1,666.25	\$ 77.72	\$ 54.33	\$ 42.65	\$ 35.62		
XPJ-1682SR Ink Starter Kit (MS41-1000ml / CMYK x2)		11493	\$ 1,872.00	4%	\$ 1,790.00	\$ 83.49	\$ 58.37	\$ 45.81	\$ 38.27		
XPJ-1641SR Ink Starter Kit (MS41-300ml / CMYK)		11494	\$ 555.96	7%	\$ 515.00	\$ 24.02	\$ 16.79	\$ 13.18	\$ 11.01		
XPJ-1682SR Ink Starter Kit (MS41-300ml CMYK LC LM LK)		11495	\$ 1,070.93	7%	\$ 1,001.25	\$ 46.70	\$ 32.65	\$ 25.63	\$ 21.40		
XPJ-1682SR Ink Starter Kit (MS41-300ml / CMYK x2)		11496	\$ 1,111.92	7%	\$ 1,030.00	\$ 48.04	\$ 33.59	\$ 26.36	\$ 22.02		
XPJ1682SR Ink Starter Kit (with Orange) (MS41-1000ml/ CMYK LC LM LK OR (ORANGE=300ml)		11500	\$ 1,776.99	4%	\$ 1,700.61	\$ 79.32	\$ 55.45	\$ 43.53	\$ 36.36		
VJ 1627MH Hybrid MP (VJ-MP31INK-500 ml / CMYK)		11422	\$ 1,393.94	13%	\$ 1,215.00	\$ 56.67	\$ 39.62	\$ 31.10	\$ 25.97		
VJ 1627MH Hybrid MP (VJ-MP31INK-500 ml / CMYK WH)		11423	\$ 1,456.96		\$ 1,270.00						
XPJ 461UF/661UF UV Ink - NEW (XPJ-UH21-220 ml / CMYK)		11440	\$ 978.00	6%	\$ 918.75	\$ 42.85	\$ 29.96	\$ 23.51	\$ 19.64		
XPJ 461UF/661UF UV Ink - NEW (XPJ-UH21-220 ml / CMYK WH VA)		11441	\$ 978.00	6%	\$ 918.75	\$ 42.85	\$ 29.96	\$ 23.51	\$ 19.64		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
XPJ461UF/ 661UF UV Ink Starter Kit (US11-220 ml/ CMYK)	11438	\$ 978.00	6%	\$ 918.75	\$ 42.85	\$ 29.96	\$ 23.51	\$ 19.64		
XPJ461UF/ 661UF UV Ink Starter Kit (US11-220 ml/ CMYK WH VA)	11439	\$ 978.00	6%	\$ 918.75	\$ 42.85	\$ 29.96	\$ 23.51	\$ 19.64		
UV 1638UH UV Ink - NEW (VJ-UH21-220 ml / CMYKx2)	11442	\$ 1,304.00	6%	\$ 1,225.00	\$ 57.14	\$ 39.94	\$ 31.35	\$ 26.19		
UV 1638UH UV Ink - NEW (VJ-UH21-220 ml / CMYK,WHx2 VAX2)	11443	\$ 1,304.00	6%	\$ 1,225.00	\$ 57.14	\$ 39.94	\$ 31.35	\$ 26.19		
* UV 1638UH/UR Flexible UV Ink (VJ-US11-220 ml / CMYKx2)	11433	\$ 1,304.00	6%	\$ 1,225.00	\$ 57.14	\$ 39.94	\$ 31.35	\$ 26.19		
* UV 1638UH/UR Flexible UV Ink (VJ-US11-220 ml / CMYK,WHx2 VAX2)	11434	\$ 1,304.00	6%	\$ 1,225.00	\$ 57.14	\$ 39.94	\$ 31.35	\$ 26.19		
PJUVG5 Ink Starter Kit (PJUVG5-1000ml/ CMYK x2)	11535	\$ 2,440.00	0%	\$ 2,442.50	\$ 113.93	\$ 79.65	\$ 62.51	\$ 52.22		
PJUVG5 Ink Starter Kit (PJUVG5-1000ml/ CMYK WH x2)	11536	\$ 3,100.00	0%	\$ 3,100.00	\$ 144.59	\$ 101.08	\$ 79.34	\$ 66.27		
PJUVG5 Ink Starter Kit (PJUVG5-1000ml/ CMYK WH VA x2)	11537	\$ 3,520.00		\$ 3,520.00						
Optional Accessories:										
Optional VJ 628 Stand (Original manufacturer's 12 month on-site limited warranty, including parts & labor)	VJ628-STD	\$ 299.00	0%	\$ 298.75	\$ 13.93	\$ 9.74	\$ 7.65	\$ 6.39		
XpertJet 461UF Vacuum Table - NEW (Original manufacturer's 12 month on-site limited warranty, including parts & labor)	IJ-TBLV-01	\$ 1,595.00	6%	\$ 1,495.00	\$ 69.73	\$ 48.75	\$ 38.26	\$ 31.96		
XpertJet 461UF Crank Hadle - NEW (Original manufacturer's 12 month on-site limited warranty, including parts & labor)	IJ-CRANK-01	\$ 195.00	6%	\$ 182.50	\$ 8.51	\$ 5.95	\$ 4.67	\$ 3.90		
ValueJet 626UF/ XpertJet 661UF Rotary Spindle	IJ-RTU-01	\$ 2,495.00	0%	\$ 2,495.00	\$ 116.37	\$ 81.36	\$ 63.86	\$ 53.34		
StartRight Kit for XPJ661UF - NEW	SRK_661UF	\$ 995.00	0%	\$ 995.00	\$ 46.41	\$ 32.44	\$ 25.47	\$ 21.27		
PJ-2508UF 2 Head Upgrade Kit (Original manufacturer's 12 month on-site limited warranty, including parts & labor)	PJ-2508UPKT	\$ 9,995.00	0%	\$ 9,993.75	\$ 466.14	\$ 325.88	\$ 255.78	\$ 213.65		

Notes:											
Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request	
Riso MH9450U	S-8257U	\$ 28,195.00	17%	\$ 23,325.00	\$ 1,087.95	\$ 760.58	\$ 596.98	\$ 498.64	Custom Quote	Custom Quote	
Riso SF9490U	S-7097U	\$ 23,995.00	31%	\$ 16,658.00	\$ 776.98	\$ 543.18	\$ 426.34	\$ 356.11	Custom Quote	Custom Quote	
Riso SF9450EII U	S-8084U	\$ 13,995.00	36%	\$ 8,992.00	\$ 419.41	\$ 293.21	\$ 230.14	\$ 192.23	Custom Quote	Custom Quote	
Riso SF5450EII U	S-8194U	\$ 9,995.00	22%	\$ 7,825.00	\$ 364.98	\$ 255.16	\$ 200.27	\$ 167.28	Custom Quote	Custom Quote	
Riso SF5130EII U	S-8191U	\$ 5,995.00	33%	\$ 3,992.00	\$ 186.20	\$ 130.17	\$ 102.17	\$ 85.34	Custom Quote	Custom Quote	
Must Choose One:											
Stand	S-7225FM	\$ 500.00	0%	\$ 500.00	\$ 23.32	\$ 16.30	\$ 12.80	\$ 10.69			
Stand	S-4222FM	\$ 200.00	0%	\$ 200.00	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28			
Optional Accessories:											
Print Cylinders	S-6859U	\$ 825.00	0%	\$ 825.00	\$ 38.48	\$ 26.90	\$ 21.12	\$ 17.64			
Print Cylinders	S-8268U	\$ 1,025.00	0%	\$ 1,025.00	\$ 47.81	\$ 33.42	\$ 26.23	\$ 21.91			
Print Cylinders	S-8196U	\$ 825.00	0%	\$ 825.00	\$ 38.48	\$ 26.90	\$ 21.12	\$ 17.64			
RISO FII Type Drum A4/Letter W	S-8198W	\$ 825.00	0%	\$ 825.00	\$ 38.48	\$ 26.90	\$ 21.12	\$ 17.64			
Print Cylinders	S-8350UA	\$ 675.00	0%	\$ 675.00	\$ 31.48	\$ 22.01	\$ 17.28	\$ 14.43			
RISO Controller IS300	S-2768G	\$ 3,550.00	0%	\$ 3,550.00	\$ 165.58	\$ 115.76	\$ 90.86	\$ 75.89			
IC CARD READER ACTIVATION KIT RG	S-8112G	\$ 750.00	0%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03			
RISO NETWORK KIT S10 REPLACEMENT ONLY	S-8111G	\$ 450.00	0%	\$ 450.00	\$ 20.99	\$ 14.67	\$ 11.52	\$ 9.62			
Straight Shooter Envelope Feeder	RS-160/ RSC-36KD	\$ 5,595.00	0%	\$ 5,595.00	\$ 260.97	\$ 182.44	\$ 143.20	\$ 119.61			
Mac Driver for MZ/RZ/EZ/ME/MF/SF Series	S-7624	\$ 36.00	0%	\$ 36.00	\$ 1.68	\$ 1.17	\$ 0.92	\$ 0.77			
Automatic Document Feeder	S-7135	\$ 1,200.00	0%	\$ 1,200.00	\$ 55.97	\$ 39.13	\$ 30.71	\$ 25.65			
Job Separator IV:NIII (for CZ/EZ/MZ/ME/RZ/MF/SF)	S-6361	\$ 295.00	0%	\$ 295.00	\$ 13.76	\$ 9.62	\$ 7.55	\$ 6.31			
Colored Tab for Job Separator	S-658	\$ 13.00	0%	\$ 13.00	\$ 0.61	\$ 0.42	\$ 0.33	\$ 0.28			
Key Card Counter	S-4309	\$ 780.00	0%	\$ 780.00	\$ 36.38	\$ 25.43	\$ 19.96	\$ 16.67			
**IC Card Reader Activation Kit RG	S-8112G	\$ 750.00	0%	\$ 750.00	\$ 34.98	\$ 24.46	\$ 19.20	\$ 16.03			
Replacement Stand MF9450U	S-7225FM	\$ 325.00	0%	\$ 325.00	\$ 15.16	\$ 10.60	\$ 8.32	\$ 6.95			
Replacement Stand SF9490U/ SF5130EII U	S-4222FM	\$ 120.00	0%	\$ 120.00	\$ 5.60	\$ 3.91	\$ 3.07	\$ 2.57			
Card Feed Kit	S-3451	\$ 149.00	0%	\$ 149.00	\$ 6.95	\$ 4.86	\$ 3.81	\$ 3.19			

Notes:											
Product Descriptions & Accessories		Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Riso COMCOLOR FT5230 MAIN UNIT		S-8903W	\$ 30,495.00	24%	\$ 23,326.67	\$ 1,088.03	\$ 760.64	\$ 597.02	\$ 498.68	Custom Quote	Custom Quote
Riso COMCOLOR FT5231 MAIN UNIT		S-8906W	\$ 27,445.00	25%	\$ 20,593.33	\$ 960.53	\$ 671.51	\$ 527.07	\$ 440.24	Custom Quote	Custom Quote
Riso COMCOLOR FT5000 MAIN UNIT		S-8909W	\$ 23,895.00	24%	\$ 18,126.67	\$ 845.48	\$ 591.07	\$ 463.93	\$ 387.51	Custom Quote	Custom Quote
Must Choose One:											
Control Card Kit CC FT5230		S-8911W	\$ 300.00	12%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Control Card Kit CC FT5231		S-8912W	\$ 300.00	12%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Control Card Kit CC FT5000		S-8913W	\$ 300.00	12%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Power Cord (FT5230, FT5231, FT5000)		488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Optional Accessories:											
Scanner HS 7000		S-7341G	\$ 4,695.00	12%	\$ 4,133.33	\$ 192.79	\$ 134.78	\$ 105.79	\$ 88.36		
**Scanner Stand FG10		S-7342	\$ 295.00	-13%	\$ 333.33	\$ 15.55	\$ 10.87	\$ 8.53	\$ 7.13		
**Power Cord		488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Multifunction Finisher Main Unit FG20		S-8918	\$ 9,700.00	20%	\$ 7,773.00	\$ 362.56	\$ 253.46	\$ 198.94	\$ 166.17		
**Multifunction Finisher IF Unit FG20		S-8920	\$ 2,500.00	20%	\$ 2,000.00	\$ 93.29	\$ 65.22	\$ 51.19	\$ 42.76		
**Multifunction Finisher Punch Main Unit 2/3H FG20		S-8927	\$ 750.00	23%	\$ 580.00	\$ 27.05	\$ 18.91	\$ 14.84	\$ 12.40		
**MIF Power Cord		S-8975G	\$ 45.00	11%	\$ 40.00	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.86		
**Paper Ejection Attachment		S-7395	\$ 499.00	-6%	\$ 526.67	\$ 24.57	\$ 17.17	\$ 13.48	\$ 11.26		
**Power Cord		488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Additional 2000 Sheet Feeder FG20		S-8916	\$ 4,495.00	11%	\$ 3,993.33	\$ 186.26	\$ 130.21	\$ 102.21	\$ 85.37		
ComColor Express RS1100C		S-7371G	\$ 12,745.00	25%	\$ 9,593.33	\$ 447.46	\$ 312.82	\$ 245.53	\$ 205.09		
ComColor Express RS1100C-Professional Service Package		S-7371GP	\$ 17,095.00	20%	\$ 13,593.33	\$ 634.03	\$ 443.25	\$ 347.91	\$ 290.60		
PS Kit FG10		S-7394	\$ 500.00	23%	\$ 386.67	\$ 18.04	\$ 12.61	\$ 9.90	\$ 8.27		
Card Feed Kit		S-3451	\$ 198.00	0%	\$ 198.67	\$ 9.27	\$ 6.48	\$ 5.08	\$ 4.25		
Face Down Finisher F10		S-7346G	\$ 2,945.00	12%	\$ 2,593.33	\$ 120.96	\$ 84.56	\$ 66.37	\$ 55.44		
**Power Cord		488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Auto-control Stacking Tray II (1,000-sheet capacity)		S-4853	\$ 630.00	0%	\$ 630.00	\$ 29.39	\$ 20.54	\$ 16.12	\$ 13.47		
**Paper Ejection Attachment		S-7395	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
**Option PCB FG10		S-7357	\$ 299.00	11%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Wide Stacking Tray (1,000-sheet capacity)		S-3370	\$ 630.00	0%	\$ 630.00	\$ 29.39	\$ 20.54	\$ 16.12	\$ 13.47		
**Paper Ejection Attachment		S-7395	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
Straight Shooter Envelope Feeder (Main Unit)		RS-160	\$ 8,595.00	13%	\$ 7,460.00	\$ 347.96	\$ 243.26	\$ 190.93	\$ 159.48		
Straight Shooter Conveyor		RSC-36KD	\$ 2,995.00	11%	\$ 2,660.00	\$ 124.07	\$ 86.74	\$ 68.08	\$ 56.87		
IC Authentication Kit II		S-1329	\$ 990.00	19%	\$ 798.67	\$ 37.25	\$ 26.04	\$ 20.44	\$ 17.07		
IC Card Reader Activation Kit		S-9184	\$ 149.00	12%	\$ 130.67	\$ 6.09	\$ 4.26	\$ 3.34	\$ 2.79		
Lift Handles (Requires 4)		022-11500-207	\$ 94.70	12%	\$ 83.33	\$ 3.89	\$ 2.72	\$ 2.13	\$ 1.78		

Notes:										
Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Riso ComColor 9630 Main Unit	S-7235W	\$ 43,995.00	5%	\$ 41,658.00	\$ 1,943.05	\$ 1,358.38	\$ 1,066.19	\$ 890.56	Custom Quote	Custom Quote
Riso ComColor 7430 Main Unit	S-8444W	\$ 40,995.00	7%	\$ 38,325.00	\$ 1,787.59	\$ 1,249.70	\$ 980.89	\$ 819.31	Custom Quote	Custom Quote
Must Choose One:										
Control Card Kit GD9630	S-7364W	\$ 300.00	12%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Control Card Kit GD7430	S-8411	\$ 300.00	12%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Must Choose One:										
Face Down Tray G10 (500-sheet capacity)	S-7347	\$ 199.00	16%	\$ 166.67	\$ 7.77	\$ 5.43	\$ 4.27	\$ 3.56		
Face Down Finisher G10	S-7348G	\$ 2,945.00	12%	\$ 2,593.33	\$ 120.96	\$ 84.56	\$ 66.37	\$ 55.44		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Optional Accessories:										
PS Kit FG10	S-7394	\$ 500.00	23%	\$ 386.67	\$ 18.04	\$ 12.61	\$ 9.90	\$ 8.27		
ComColor Express FS2000C	S-7358	\$ 19,995.00	18%	\$ 16,460.00	\$ 767.74	\$ 536.73	\$ 421.28	\$ 351.88		
ComColor Express FS2100C	S-8471	\$ 21,150.00	0%	\$ 21,150.00	\$ 986.50	\$ 689.66	\$ 541.31	\$ 452.14		
ComColor Express RS2100C	S-8391G	\$ 12,745.00	6%	\$ 11,992.00	\$ 559.34	\$ 391.04	\$ 306.92	\$ 256.36		
Scanner HS 7000	S-7341G	\$ 4,695.00	12%	\$ 4,133.33	\$ 192.79	\$ 134.78	\$ 105.79	\$ 88.36		
**Scanner Stand FG10	S-7342	\$ 295.00	0%	\$ 295.00	\$ 13.76	\$ 9.62	\$ 7.55	\$ 6.31		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Multifunction Finisher FG10 2/3H	S-7350U	\$ 10,995.00	18%	\$ 9,060.00	\$ 422.59	\$ 295.43	\$ 231.88	\$ 193.68		
**Paper Ejection Attachment G10	S-7356	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
**Option PCB FG10	S-7357	\$ 299.00	11%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Multifunction Finisher Main Unit FG20	S-8918	\$ 12,200.00	0%	\$ 12,200.00	\$ 569.04	\$ 397.82	\$ 312.25	\$ 260.81		
**IF Unit	S-8920	\$ 3,200.00	0%	\$ 3,200.00	\$ 149.26	\$ 104.35	\$ 81.90	\$ 68.41		
**2/3 HP	S-8927	\$ 1,150.00	13%	\$ 1,000.00	\$ 46.64	\$ 32.61	\$ 25.59	\$ 21.38		
**MIF Power Cord	S-8975G	\$ 45.00	0%	\$ 45.00	\$ 2.10	\$ 1.47	\$ 1.15	\$ 0.96		
**Paper Ejection Attachment	S-7395	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
** Power Cord	488-00050-009	\$ 25.00	0%	\$ 25.00	\$ 1.17	\$ 0.82	\$ 0.64	\$ 0.53		
Auto-control Stacking Tray II (1,000-sheet capacity)	S-4853	\$ 630.00	0%	\$ 630.00	\$ 29.39	\$ 20.54	\$ 16.12	\$ 13.47		
**Paper Ejection Attachment G10	S-7356	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
**Option PCB FG10	S-7357	\$ 299.00	11%	\$ 265.33	\$ 12.38	\$ 8.65	\$ 6.79	\$ 5.67		
Wide Stacking Tray (1,000-sheet capacity)	S-3370	\$ 630.00	0%	\$ 630.00	\$ 29.39	\$ 20.54	\$ 16.12	\$ 13.47		
**Paper Ejection Attachment G10	S-7356	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
High Capacity Feeder	S-7343G	\$ 8,285.00	36%	\$ 5,326.67	\$ 248.45	\$ 173.69	\$ 136.33	\$ 113.87		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
High Capacity Stacker (comes with one Stacker Cart)	S-7349G	\$ 16,685.00	20%	\$ 13,326.67	\$ 621.60	\$ 434.56	\$ 341.08	\$ 284.90		
**Paper Ejection Attachment G10	S-7356	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Additional Stacker Cart	S-6692	\$ 1,995.00	20%	\$ 1,593.33	\$ 74.32	\$ 51.96	\$ 40.78	\$ 34.06		
Perfect Bind Solution (Requires Annual Maint. Of \$2,200)	S-7354U	\$ 48,995.00	18%	\$ 39,993.33	\$ 1,865.41	\$ 1,304.10	\$ 1,023.59	\$ 854.98		
**Paper Ejection Attachment G10	S-7356	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Wrapping Envelope Finisher / Print To Mail Solution (Requires Annual Maint. Of \$2,200)	S-7355U	\$ 52,995.00	20%	\$ 42,393.33	\$ 1,977.35	\$ 1,382.36	\$ 1,085.01	\$ 906.28		
**Paper Ejection Attachment G10	S-7356	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
**Power Cord	488-00050-009	\$ 25.00	20%	\$ 20.00	\$ 0.93	\$ 0.65	\$ 0.51	\$ 0.43		
Card Feed Kit	S-3451	\$ 198.00	0%	\$ 198.67	\$ 9.27	\$ 6.48	\$ 5.08	\$ 4.25		
Straight Shooter Envelope Feeder	RS-160	\$ 8,595.00	0%	\$ 8,595.00	\$ 400.90	\$ 280.27	\$ 219.98	\$ 183.74		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Straight Shooter Conveyor	RSC-36KD	\$ 2,995.00	0%	\$ 2,995.00	\$ 139.70	\$ 97.66	\$ 76.65	\$ 64.03		
IC Authentication Kit II	S-1329	\$ 990.00	19%	\$ 798.67	\$ 37.25	\$ 26.04	\$ 20.44	\$ 17.07		
IC Card Reader Activation Kit	S-9184	\$ 149.00	12%	\$ 130.67	\$ 6.09	\$ 4.26	\$ 3.34	\$ 2.79		
Lift Handles (Requires 4)	022-11500-207	\$ 94.70	12%	\$ 83.33	\$ 3.89	\$ 2.72	\$ 2.13	\$ 1.78		

Notes:											
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Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Newline A10 Chromebox (4K @ 60FPS)	EPR8A69000-000	\$ 499.00	0%	\$ 499.00	\$ 23.27	\$ 16.27	\$ 12.77	\$ 10.67		
Newline Chromebox Powered by CTL (4K)	EPR8A71000-000	\$ 399.00	0%	\$ 399.00	\$ 18.61	\$ 13.01	\$ 10.21	\$ 8.53		
650/700/750/800/860/X5/X7 Wall Mount	EPR8A50600-000	\$ 249.00	13%	\$ 216.67	\$ 10.11	\$ 7.07	\$ 5.55	\$ 4.63		
980 Wall Mount	EPR8A50980-000	\$ 349.00	5%	\$ 332.05	\$ 15.49	\$ 10.83	\$ 8.50	\$ 7.10		
Mobile Stand	EPR8A50500-SQR	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36		
Newline/AC Stand	EPR8A50500-ACS	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36		
iTeachSpider Non- Motorized Mobile Stand (Fixed, fits all display sizes)	EPR8A70080-000	\$ 1,699.00	32%	\$ 1,152.56	\$ 53.76	\$ 37.58	\$ 29.50	\$ 24.64		
iTeachSpider Motorized Mobile Stand (no tilt; fits all display sizes)	EPR8A70070-000	\$ 1,999.00	4%	\$ 1,921.79	\$ 89.64	\$ 62.67	\$ 49.19	\$ 41.08		
Motorized Mobile Stand (up-down-tilt; fits all display sizes)	EPR8A60060-000	\$ 2,199.00	4%	\$ 2,114.10	\$ 98.61	\$ 68.94	\$ 54.11	\$ 45.20		
BalanceBox 400-70 w/ VESA interface (Supports 55", 65", 75", 85"NT, and X5, X6, X8)	EPR8A88700-000	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36		
BalanceBox 400-90 w/ VESA interface (Supports 86" and X9)	EPR8A88800-000	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36		
BalanceBox Mobile Stand 400-70 w/ VESA interface (Supports 55", 65", 75", 85"NT, and X5, X6, X8)	EPR8A88555-000	\$ 1,603.00	0%	\$ 1,603.00	\$ 74.77	\$ 52.27	\$ 41.03	\$ 34.27		
BalanceBox Mobile Stand 650-130 w/ VESA interface (Supports 86", 98"NT, and X9)	EPR8A88666-000	\$ 1,603.00	0%	\$ 1,603.00	\$ 74.77	\$ 52.27	\$ 41.03	\$ 34.27		
Over-The-Board Mount	EPR8A50688-000	\$ 629.00	0%	\$ 629.00	\$ 29.34	\$ 20.51	\$ 16.10	\$ 13.45		
Newline In-Room Display Controller (IRDC)	IRDC	\$ 1,099.00	1%	\$ 1,088.46	\$ 50.77	\$ 35.49	\$ 27.86	\$ 23.27		
Logitech MeetUp Camera	LOG-MUC	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36		
Logitech XL TV Mount (up to 90") for MeetUp	LOG-MUMNT	\$ 199.00	4%	\$ 191.03	\$ 8.91	\$ 6.23	\$ 4.89	\$ 4.08		
Logitech Expansion Mic For MeetUp	LOG-MUMIC	\$ 299.00	0%	\$ 299.00	\$ 13.95	\$ 9.75	\$ 7.65	\$ 6.39		
Newline Meet Cam	MEETCAM-SET	\$ 799.00	0%	\$ 799.00	\$ 37.27	\$ 26.05	\$ 20.45	\$ 17.08		
Newline Tango HD Camera	TANGO-CAM	\$ 149.00	5%	\$ 141.03	\$ 6.58	\$ 4.60	\$ 3.61	\$ 3.01		
USB powered 4k document camera	NEW-DOCCAM	\$ 279.00	15%	\$ 237.18	\$ 11.06	\$ 7.73	\$ 6.07	\$ 5.07		
HDMI Cable - 15'	EPR5A31024-001	\$ 41.00	0%	\$ 41.00	\$ 1.91	\$ 1.34	\$ 1.05	\$ 0.88		
HDMI Cable - 30'	EPR5A31024-000	\$ 55.00	0%	\$ 55.00	\$ 2.57	\$ 1.79	\$ 1.41	\$ 1.18		
HDMI Cable - 50'	EPR5A31025-000	\$ 70.00	0%	\$ 70.00	\$ 3.27	\$ 2.28	\$ 1.79	\$ 1.50		
USB Cable - 15'	EPR5A31020-015	\$ 26.00	0%	\$ 26.00	\$ 1.21	\$ 0.85	\$ 0.67	\$ 0.56		
OPS Docking Station	EPR8A60DKS-000	\$ 399.00	4%	\$ 383.33	\$ 17.88	\$ 12.50	\$ 9.81	\$ 8.19		
RS+ Series Remote	EPR5A58803-000	\$ 69.00	9%	\$ 62.82	\$ 2.93	\$ 2.05	\$ 1.61	\$ 1.34		
Newline Display Cleaning Kit	EPR5A50088-000	\$ 19.00	0%	\$ 19.00	\$ 0.89	\$ 0.62	\$ 0.49	\$ 0.41		
RS/RS+ Series Stylus	EPR5A51002-000	\$ 18.00	7%	\$ 16.67	\$ 0.78	\$ 0.54	\$ 0.43	\$ 0.36		
Wireless Dongle	EPR8A70088-000	\$ 30.00	15%	\$ 25.64	\$ 1.20	\$ 0.84	\$ 0.66	\$ 0.55		
Extended Power Cable - 15'	EPR5A31021-000	\$ 32.00	0%	\$ 32.00	\$ 1.49	\$ 1.04	\$ 0.82	\$ 0.68		
Freight - Liftgate Required	EPR8ALGATE-000	\$ 75.00	0%	\$ 75.00	\$ 3.50	\$ 2.45	\$ 1.92	\$ 1.60		
Freight - Liftgate Required & Inside Delivery	EPR8ALGISD-000	\$ 125.00	0%	\$ 125.00	\$ 5.83	\$ 4.08	\$ 3.20	\$ 2.67		
Newline Launch Control Software Suite - 1 year	EPR1B38LCS-000	\$ 199.00	0%	\$ 199.00	\$ 9.28	\$ 6.49	\$ 5.09	\$ 4.25		
Activity House Windows Software Suite - Perpetual License	EPR1BACHOP-000	\$ 89.00	5%	\$ 84.62	\$ 3.95	\$ 2.76	\$ 2.17	\$ 1.81		
IdeaMax - Annual	EPR1B31001-000	\$ 299.00	15%	\$ 255.13	\$ 11.90	\$ 8.32	\$ 6.53	\$ 5.45		
IdeaMax - Perpetual	EPR1B31008-000	\$ 999.00	10%	\$ 896.15	\$ 41.80	\$ 29.22	\$ 22.94	\$ 19.16		
On-Board Computer (Ultra HD video) 1 Year Ext Warranty	EPR8A6184K-001	\$ 289.00	3%	\$ 280.77	\$ 13.10	\$ 9.16	\$ 7.19	\$ 6.00		
On-Board Computer (Ultra HD video) 2 Year Ext Warranty	EPR8A6184K-002	\$ 534.00	2%	\$ 524.36	\$ 24.46	\$ 17.10	\$ 13.42	\$ 11.21		
850NT Non-touch Display 1 Year Extended Warranty	EPR8A0NT85-001	\$ 549.00	7%	\$ 511.54	\$ 23.86	\$ 16.68	\$ 13.09	\$ 10.94		
850NT Non-touch Display 2 Year Extended Warranty	EPR8A0NT85-002	\$ 799.00	7%	\$ 742.31	\$ 34.62	\$ 24.21	\$ 19.00	\$ 15.87		
980NT Non-touch Display 1 Year Extended Warranty	EPR8A0NT98-001	\$ 859.00	7%	\$ 800.00	\$ 37.31	\$ 26.09	\$ 20.48	\$ 17.10		
980NT Non-touch Display 2 Year Extended Warranty	EPR8A0NT98-002	\$ 1,199.00	4%	\$ 1,152.56	\$ 53.76	\$ 37.58	\$ 29.50	\$ 24.64		
650 1 Year Extended Warranty	EPR8A00165-001	\$ 549.00	7%	\$ 511.54	\$ 23.86	\$ 16.68	\$ 13.09	\$ 10.94		
650 2 Year Extended Warranty	EPR8A00265-002	\$ 799.00	7%	\$ 742.31	\$ 34.62	\$ 24.21	\$ 19.00	\$ 15.87		
750 1 Year Extended Warranty	EPR8A00175-001	\$ 649.00	0%	\$ 649.00	\$ 30.27	\$ 21.16	\$ 16.61	\$ 13.87		
750 2 Year Extended Warranty	EPR8A00275-002	\$ 999.00	0%	\$ 999.00	\$ 46.60	\$ 32.58	\$ 25.57	\$ 21.36		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
860 1 Year Extended Warranty	EPR8A00186-001	\$ 899.00	7%	\$ 838.46	\$ 39.11	\$ 27.34	\$ 21.46	\$ 17.92		
860 2 Year Extended Warranty	EPR8A00286-002	\$ 1,349.00	7%	\$ 1,255.13	\$ 58.54	\$ 40.93	\$ 32.12	\$ 26.83		
980 1 Year Extended Warranty	EPR8A00198-001	\$ 2,999.00	5%	\$ 2,851.28	\$ 132.99	\$ 92.97	\$ 72.98	\$ 60.95		
980 2 Year Extended Warranty	EPR8A00298-002	\$ 4,499.00	6%	\$ 4,229.49	\$ 197.28	\$ 137.92	\$ 108.25	\$ 90.42		

Notes:

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Xerox W130 Scanner w/Imprinter, America	XW130A-w/Imp	\$ 8,995.00	20%	\$ 7,196.00	\$ 335.64	\$ 234.65	\$ 184.17	\$ 153.84	Custom Quote	Custom Quote
Xerox W130 Scanner, America	XW130-A	7,995.00	21%	\$ 6,289.33	\$ 293.35	\$ 205.08	\$ 160.97	\$ 134.45	Custom Quote	Custom Quote
Xerox W110 Scanner, America	XW110-A	5,995.00	33%	\$ 4,000.00	\$ 186.57	\$ 130.43	\$ 102.38	\$ 85.51	Custom Quote	Custom Quote
Xerox DocuMate 4830i	XDM4830i-U	2,395.00	18%	\$ 1,968.78	\$ 91.83	\$ 64.20	\$ 50.39	\$ 42.09	Custom Quote	Custom Quote
Xerox D70n Scanner, Universal	XDM5540-U	1,295.00	16%	\$ 1,086.67	\$ 50.69	\$ 35.43	\$ 27.81	\$ 23.23	Custom Quote	Custom Quote
Xerox N60W Scanner	XD70n-U	1,399.00	20%	\$ 1,120.00	\$ 52.24	\$ 36.52	\$ 28.67	\$ 23.94	Custom Quote	Custom Quote
Xerox DocuMate 6440	XN60W-U	649.00	20%	\$ 518.17	\$ 24.17	\$ 16.90	\$ 13.26	\$ 11.08	Custom Quote	Custom Quote
Xerox DocuMate 4700	XDM6440-U	795.00	24%	\$ 607.78	\$ 28.35	\$ 19.82	\$ 15.56	\$ 12.99	Custom Quote	Custom Quote
Xerox DocuMate 152i	XDM32205M-WU	299.00	10%	\$ 270.12	\$ 12.60	\$ 8.81	\$ 6.91	\$ 5.77	Custom Quote	Custom Quote
Xerox Portable Duplex Scanner	XDM31255M-WU	339.99	37%	\$ 213.33	\$ 9.95	\$ 6.96	\$ 5.46	\$ 4.56	Custom Quote	Custom Quote
Xerox Duplex Combo Scanner	XDM47005M-WU	269.99	15%	\$ 228.80	\$ 10.67	\$ 7.46	\$ 5.86	\$ 4.89	Custom Quote	Custom Quote
Xerox Duplex Combo Scanner-g (GSA Trade Compliant)	XDM152i-U	595.00	44%	\$ 336.00	\$ 15.67	\$ 10.96	\$ 8.60	\$ 7.18	Custom Quote	Custom Quote
Xerox D35 Scanner, Universal	XDS-P	359.99	20%	\$ 286.67	\$ 13.37	\$ 9.35	\$ 7.34	\$ 6.13	Custom Quote	Custom Quote
Xerox D35 Scanner-g, (GSA Trade Compliant)	XD-Combo	399.99	20%	\$ 320.00	\$ 14.93	\$ 10.43	\$ 8.19	\$ 6.84	Custom Quote	Custom Quote
Optional Accessories:										
Includes friction roller and cleaning kit	XD35-MMK	\$ 89.99	8%	\$ 82.67	\$ 3.86	\$ 2.70	\$ 2.12	\$ 1.77		
ADF Roller, ROHS, Xerox D35, 200k expected page yield	ADFRoll-D35wn	\$ 29.99	11%	\$ 26.67	\$ 1.24	\$ 0.87	\$ 0.68	\$ 0.57		
Friction Roller, RoHS, Xerox D35, 100k expected page yield	FRoll-D35wn	\$ 39.99	0%	\$ 40.00	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.86		
Xerox Cleaning & Maintenance Kit, Xerox W110, W130.	XW130-MMK	\$ 249.00	10%	\$ 225.33	\$ 10.51	\$ 7.35	\$ 5.77	\$ 4.82		
ADF Roller, Xerox W110, W130. (002-8669-0-SP)	ADFRoll-W130	\$ 108.00	10%	\$ 97.33	\$ 4.54	\$ 3.17	\$ 2.49	\$ 2.08		
Reverse Pickup, Xerox W110, W130. (002-9930-0-SP)	RevRoll-W130	\$ 144.00	9%	\$ 130.67	\$ 6.09	\$ 4.26	\$ 3.34	\$ 2.79		
Pickup Roller, Xerox W110, W130. (002-8671-0-SP)	PURoll-W130	\$ 81.00	9%	\$ 73.33	\$ 3.42	\$ 2.39	\$ 1.88	\$ 1.57		
1 ADF ROLLER, 2 REVERSE ROLLER, 1 Steak-Free De-Ionized Solution, 10 Cleaning cloth, 10 Pre-treated alcohol Cleaning Pad, 1 Cleaning Instruction, 5 Blue heavy duty cleaning cloth; For dual motors model 6440/N60W/D70N	64Dual-MMK	\$ 199.99	6%	\$ 188.00	\$ 8.77	\$ 6.13	\$ 4.81	\$ 4.02		
*This is not a consumable part, (not included in the Maintenance Kit), but can be ordered separately. S/b "Pickup Roller;" For dual motor models 6440/N60W/D70N. (65-2610-000)	PURoll-6440/HW	\$ 52.99	0%	\$ 52.99	\$ 2.47	\$ 1.73	\$ 1.36	\$ 1.13		
S/b ADF Roller; For dual motor models 6440/N60W/D70N. (65-2609-000)	ADFRoll-6440/HW	\$ 42.99	0%	\$ 42.99	\$ 2.01	\$ 1.40	\$ 1.10	\$ 0.92		
S/b Reverse roller; For dual motor models 6440/N60W/D70N. (65-2611-000)	RevRoll-6440/HW	\$ 42.99	0%	\$ 42.99	\$ 2.01	\$ 1.40	\$ 1.10	\$ 0.92		
64XX Series Complete Maintenance ADF Kit	64xx-MMK	\$ 178.99	55%	\$ 79.99	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
64XX Series ADF Roller	FRoll-X40/D40	\$ 39.99	0%	\$ 39.99	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.85		
64XX Series Separation Reverse Roller	SRRoll-X40/D40	\$ 39.99	0%	\$ 39.99	\$ 1.87	\$ 1.30	\$ 1.02	\$ 0.85		
1 ADF Roller, 1 bottle of Streak-Free De-Ionized Solution, 3 ADF Feeding Pads, 3 Heavy-Duty Cleaning Cloths, 10 Pre-Treated Alcohol Cleaning Pads, 10 Cleaning Cloths	DPS-MMK	\$ 99.99	20%	\$ 79.99	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Hi-Speed USB Scanner server provides fast Ethernet connectivity for Hi-Speed USB 2.0 Visioneer or Xerox scanners	VNS-3000	\$ 149.99	20%	\$ 119.99	\$ 5.60	\$ 3.91	\$ 3.07	\$ 2.57		
Xerox DocuMate Maintenance Kit DM5540	XDM-ADF/5540	\$ 149.99	20%	\$ 119.99	\$ 5.60	\$ 3.91	\$ 3.07	\$ 2.57		
Xerox DocuMate Maintenance Kit, Xerox DM 4830i	XDM-ADF/4830i	\$ 249.99	20%	\$ 199.99	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28		
VisionAid Maintenance ADF Kit 3220	VA-ADF/3220	\$ 99.99	20%	\$ 79.99	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate Maintenance Kit for 3125	DF/3125 or XDM-ADF/	\$ 110.00	20%	\$ 88.00	\$ 4.10	\$ 2.87	\$ 2.25	\$ 1.88		
VisionAid Maintenance Kit DocuMate 1xx	VA-ADF/152	\$ 99.99	20%	\$ 79.99	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Maintenance Kit, Xerox Simplex/Duplex Combo	XSDC-MMK	\$ 72.00	7%	\$ 67.20	\$ 3.13	\$ 2.19	\$ 1.72	\$ 1.44		
Xerox D35 1-Yr Advanced Exchange	S-D35-ADV/1Y	\$ 69.00	9%	\$ 62.67	\$ 2.92	\$ 2.04	\$ 1.60	\$ 1.34		
Xerox D35 2-Yr Advanced Exchange	S-D35-ADV/2Y	\$ 99.00	10%	\$ 89.33	\$ 4.17	\$ 2.91	\$ 2.29	\$ 1.91		
Xerox D35 3-Yr Advanced Exchange	S-D35-ADV/3Y	\$ 159.00	10%	\$ 142.67	\$ 6.65	\$ 4.65	\$ 3.65	\$ 3.05		
Xerox D35 4-Yr Advanced Exchange	S-D35-ADV/4Y	\$ 199.00	10%	\$ 178.67	\$ 8.33	\$ 5.83	\$ 4.57	\$ 3.82		
Xerox D35 5-Yr Advanced Exchange	S-D35-ADV/5Y	\$ 249.00	10%	\$ 224.00	\$ 10.45	\$ 7.30	\$ 5.73	\$ 4.79		
Xerox D35 Renewal 1-Yr Advanced Exchange	S-D35-ADV/RENU	\$ 99.00	10%	\$ 89.33	\$ 4.17	\$ 2.91	\$ 2.29	\$ 1.91		
Xerox N60w 1-Yr Advanced Exchange	S-N60w-ADV/1Y	\$ 129.00	20%	\$ 103.20	\$ 4.81	\$ 3.37	\$ 2.64	\$ 2.21		
Xerox N60w 2-Yr Advanced Exchange	S-N60w-ADV/2Y	\$ 199.00	20%	\$ 159.20	\$ 7.43	\$ 5.19	\$ 4.07	\$ 3.40		
Xerox N60w 3-Yr Advanced Exchange	S-N60w-ADV/3Y	\$ 309.00	20%	\$ 247.20	\$ 11.53	\$ 8.06	\$ 6.33	\$ 5.28		
Xerox N60w 4-Yr Advanced Exchange	S-N60w-ADV/4Y	\$ 419.00	20%	\$ 335.20	\$ 15.63	\$ 10.93	\$ 8.58	\$ 7.17		
Xerox N60w 5-Yr Advanced Exchange	S-N60w-ADV/5Y	\$ 529.00	20%	\$ 423.20	\$ 19.74	\$ 13.80	\$ 10.83	\$ 9.05		
Xerox N60w Renewal 1-Yr Advanced Exchange	S-N60w-ADV/RENU	\$ 199.00	20%	\$ 159.20	\$ 7.43	\$ 5.19	\$ 4.07	\$ 3.40		
Xerox W110/W130 1-Yr Advanced Exchange	S-W130-ADV/1Y	\$ 839.00	43%	\$ 479.20	\$ 22.35	\$ 15.63	\$ 12.26	\$ 10.24		
Xerox W110/W130 2-Yr Advanced Exchange	S-W130-ADV/2Y	\$ 1,599.00	60%	\$ 639.20	\$ 29.81	\$ 20.84	\$ 16.36	\$ 13.66		
Xerox W110/W130 3-Yr Advanced Exchange	S-W130-ADV/3Y	\$ 2,199.00	60%	\$ 879.20	\$ 41.01	\$ 28.67	\$ 22.50	\$ 18.80		
Xerox W110/W130 4-Yr Advanced Exchange	S-W130-ADV/4Y	\$ 2,999.00	60%	\$ 1,199.20	\$ 55.93	\$ 39.10	\$ 30.69	\$ 25.64		
Xerox W110/W130 5-Yr Advanced Exchange	S-W130-ADV/5Y	\$ 3,899.00	59%	\$ 1,599.20	\$ 74.59	\$ 52.15	\$ 40.93	\$ 34.19		
Xerox W110/W130 Renewal 1-Yr Advanced Exchange	S-W130-ADV/RENU	\$ 1,119.00	51%	\$ 543.20	\$ 25.34	\$ 17.71	\$ 13.90	\$ 11.61		
Xerox W110/W130 1-Yr Onsite Next Business Day	S-W130-NBD/1Y	\$ 1,399.00	20%	\$ 1,120.00	\$ 52.24	\$ 36.52	\$ 28.67	\$ 23.94		
Xerox W110/W130 2-Yr Onsite Next Business Day	S-W130-NBD/2Y	\$ 2,299.00	20%	\$ 1,840.00	\$ 85.82	\$ 60.00	\$ 47.09	\$ 39.34		
Xerox W110/W130 3-Yr Onsite Next Business Day	S-W130-NBD/3Y	\$ 3,329.00	20%	\$ 2,664.00	\$ 124.26	\$ 86.87	\$ 68.18	\$ 56.95		
Xerox W110/W130 4-Yr Onsite Next Business Day	S-W130-NBD/4Y	\$ 4,489.00	20%	\$ 3,592.00	\$ 167.54	\$ 117.13	\$ 91.93	\$ 76.79		
Xerox W110/W130 5-Yr Onsite Next Business Day	S-W130-NBD/5Y	\$ 5,649.00	20%	\$ 4,520.00	\$ 210.83	\$ 147.39	\$ 115.68	\$ 96.63		
Xerox W110/W130 Renewal 1-Yr Onsite Next Business Day	S-W130-NBD/RENU	\$ 1,499.00	20%	\$ 1,200.00	\$ 55.97	\$ 39.13	\$ 30.71	\$ 25.65		
Xerox W110/W130 1-Yr Onsite 4-Hour Response	S-W130-4HR/1Y	\$ 1,749.00	20%	\$ 1,400.00	\$ 65.30	\$ 45.65	\$ 35.83	\$ 29.93		
Xerox W110/W130 2-Yr Onsite 4-Hour Response	S-W130-4HR/2Y	\$ 2,879.00	20%	\$ 2,304.00	\$ 107.47	\$ 75.13	\$ 58.97	\$ 49.25		
Xerox W110/W130 3-Yr Onsite 4-Hour Response	S-W130-4HR/3Y	\$ 4,139.00	20%	\$ 3,312.00	\$ 154.48	\$ 108.00	\$ 84.77	\$ 70.80		
Xerox W110/W130 4-Yr Onsite 4-Hour Response	S-W130-4HR/4Y	\$ 5,519.00	20%	\$ 4,416.00	\$ 205.98	\$ 144.00	\$ 113.02	\$ 94.41		
Xerox W110/W130 5-Yr Onsite 4-Hour Response	S-W130-4HR/5Y	\$ 6,899.00	20%	\$ 5,520.00	\$ 257.47	\$ 180.00	\$ 141.28	\$ 118.01		
Xerox W110/W130 Renewal 1-Yr Onsite 4-Hour Response	S-W130-4HR/RENU	\$ 1,849.00	20%	\$ 1,480.00	\$ 69.03	\$ 48.26	\$ 37.88	\$ 31.64		
Xerox W130 w/imprinter 1-Yr Advanced Exchange	S-W130imp-ADV/1	\$ 919.00	44%	\$ 519.20	\$ 24.22	\$ 16.93	\$ 13.29	\$ 11.10		
Xerox W130 w/imprinter 2-Yr Advanced Exchange	S-W130imp-ADV/2	\$ 1,749.00	60%	\$ 703.20	\$ 32.80	\$ 22.93	\$ 18.00	\$ 15.03		
Xerox W130 w/imprinter 3-Yr Advanced Exchange	S-W130imp-ADV/3	\$ 2,419.00	60%	\$ 959.20	\$ 44.74	\$ 31.28	\$ 24.55	\$ 20.51		
Xerox W130 w/imprinter 4-Yr Advanced Exchange	S-W130imp-ADV/4	\$ 3,299.00	60%	\$ 1,319.20	\$ 61.53	\$ 43.02	\$ 33.76	\$ 28.20		
Xerox W130 w/imprinter 5-Yr Advanced Exchange	S-W130imp-ADV/5	\$ 4,289.00	60%	\$ 1,719.20	\$ 80.19	\$ 56.06	\$ 44.00	\$ 36.75		
Xerox W130 w/imprinter Renewal 1-Yr Advanced Exchange	S-W130imp-ADV/R	\$ 1,229.00	51%	\$ 599.20	\$ 27.95	\$ 19.54	\$ 15.34	\$ 12.81		
Xerox W130 w/imprinter 1-Yr Onsite Next Business Day	S-W130imp-NBD/1	\$ 1,539.00	20%	\$ 1,231.20	\$ 57.43	\$ 40.15	\$ 31.51	\$ 26.32		
Xerox W130 w/imprinter 2-Yr Onsite Next Business Day	S-W130imp-NBD/2	\$ 2,529.00	20%	\$ 2,023.20	\$ 94.37	\$ 65.97	\$ 51.78	\$ 43.25		
Xerox W130 w/imprinter 3-Yr Onsite Next Business Day	S-W130imp-NBD/3	\$ 3,659.00	20%	\$ 2,927.20	\$ 136.53	\$ 95.45	\$ 74.92	\$ 62.58		
Xerox W130 w/imprinter 4-Yr Onsite Next Business Day	S-W130imp-NBD/4	\$ 4,939.00	20%	\$ 3,951.20	\$ 184.30	\$ 128.84	\$ 101.13	\$ 84.47		
Xerox W130 w/imprinter 5-Yr Onsite Next Business Day	S-W130imp-NBD/5	\$ 6,219.00	20%	\$ 4,975.20	\$ 232.06	\$ 162.23	\$ 127.34	\$ 106.36		
Xerox W130 w/imprinter Renewal 1-Yr Onsite Next Business Day	S-W130imp-NBD/R	\$ 1,649.00	20%	\$ 1,319.20	\$ 61.53	\$ 43.02	\$ 33.76	\$ 28.20		
Xerox W130 w/imprinter 1-Yr Onsite 4-Hour Response	S-W130imp-4HR/1	\$ 1,919.00	20%	\$ 1,535.20	\$ 71.61	\$ 50.06	\$ 39.29	\$ 32.82		
Xerox W130 w/imprinter 2-Yr Onsite 4-Hour Response	S-W130imp-4HR/2	\$ 3,169.00	20%	\$ 2,535.20	\$ 118.25	\$ 82.67	\$ 64.89	\$ 54.20		
Xerox W130 w/imprinter 3-Yr Onsite 4-Hour Response	S-W130imp-4HR/3	\$ 4,549.00	20%	\$ 3,639.20	\$ 169.74	\$ 118.67	\$ 93.14	\$ 77.80		
Xerox W130 w/imprinter 4-Yr Onsite 4-Hour Response	S-W130imp-4HR/4	\$ 6,079.00	20%	\$ 4,863.20	\$ 226.83	\$ 158.58	\$ 124.47	\$ 103.97		
Xerox W130 w/imprinter 5-Yr Onsite 4-Hour Response	S-W130imp-4HR/5	\$ 7,589.00	20%	\$ 6,071.20	\$ 283.18	\$ 197.97	\$ 155.39	\$ 129.79		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Xerox W130 w/imprinter Renewal 1-Yr Onsite 4-Hour Response	S-W130imp-4HR/R	\$ 2,039.00	20%	\$ 1,631.20	\$ 76.08	\$ 53.19	\$ 41.75	\$ 34.87		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Production Maintenance Package, Xerox W110, W130. Includes 5 maintenance kits and 2 preventive maintenance visits by a factory trained technical	XW1xx-PSMP	\$ 1,999.00	0%	\$ 1,999.00	\$ 93.24	\$ 65.18	\$ 51.16	\$ 42.73		
Xerox D70N 1-Yr Advanced Exchange	S-D70N-ADV/1Y	\$ 129.00	20%	\$ 103.20	\$ 4.81	\$ 3.37	\$ 2.64	\$ 2.21		
Xerox D70N 2-Yr Advanced Exchange	S-D70N-ADV/2Y	\$ 199.00	20%	\$ 159.20	\$ 7.43	\$ 5.19	\$ 4.07	\$ 3.40		
Xerox D70N 3-Yr Advanced Exchange	S-D70N-ADV/3Y	\$ 309.00	20%	\$ 247.20	\$ 11.53	\$ 8.06	\$ 6.33	\$ 5.28		
Xerox D70N 4-Yr Advanced Exchange	S-D70N-ADV/4Y	\$ 419.00	20%	\$ 335.20	\$ 15.63	\$ 10.93	\$ 8.58	\$ 7.17		
Xerox D70N 5-Yr Advanced Exchange	S-D70N-ADV/5Y	\$ 529.00	20%	\$ 423.20	\$ 19.74	\$ 13.80	\$ 10.83	\$ 9.05		
Xerox D70N Renewal 1-Yr Advanced Exchange	S-D70N-ADV/RENU	\$ 199.00	20%	\$ 159.20	\$ 7.43	\$ 5.19	\$ 4.07	\$ 3.40		
Xerox DocuMate 5540 1-Yr Advanced Exchange	S-5540-ADV/1Y	\$ 129.00	19%	\$ 104.00	\$ 4.85	\$ 3.39	\$ 2.66	\$ 2.22		
Xerox DocuMate 5540 2-Yr Advanced Exchange	S-5540-ADV/2Y	\$ 299.00	20%	\$ 240.00	\$ 11.19	\$ 7.83	\$ 6.14	\$ 5.13		
Xerox DocuMate 5540 3-Yr Advanced Exchange	S-5540-ADV/3Y	\$ 499.00	20%	\$ 400.00	\$ 18.66	\$ 13.04	\$ 10.24	\$ 8.55		
Xerox DocuMate 5540 4-Yr Advanced Exchange	S-5540-ADV/4Y	\$ 799.00	20%	\$ 640.00	\$ 29.85	\$ 20.87	\$ 16.38	\$ 13.68		
Xerox DocuMate 5540 5-Yr Advanced Exchange	S-5540-ADV/5Y	\$ 1,299.00	20%	\$ 1,040.00	\$ 48.51	\$ 33.91	\$ 26.62	\$ 22.23		
Xerox DocuMate 5540 1-Yr Ad Exchange Renewal	S-5540-ADV/RENU	\$ 199.00	20%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42		
Xerox DocuMate 4830 1-Yr Advanced Exchange	S-4830-ADV/1Y	\$ 129.00	19%	\$ 104.00	\$ 4.85	\$ 3.39	\$ 2.66	\$ 2.22		
Xerox DocuMate 4830 2-Yr Advanced Exchange	S-4830-ADV/2Y	\$ 299.00	20%	\$ 240.00	\$ 11.19	\$ 7.83	\$ 6.14	\$ 5.13		
Xerox DocuMate 4830 3-Yr Advanced Exchange	S-4830-ADV/3Y	\$ 499.00	20%	\$ 400.00	\$ 18.66	\$ 13.04	\$ 10.24	\$ 8.55		
Xerox DocuMate 4830 4-Yr Advanced Exchange	S-4830-ADV/4Y	\$ 799.00	20%	\$ 640.00	\$ 29.85	\$ 20.87	\$ 16.38	\$ 13.68		
Xerox DocuMate 4830 5-Yr Advanced Exchange	S-4830-ADV/5Y	\$ 1,299.00	20%	\$ 1,040.00	\$ 48.51	\$ 33.91	\$ 26.62	\$ 22.23		
Xerox DocuMate 4830 Renewal 1-Yr Advanced Exchange	S-4830-ADV/RENU	\$ 199.00	20%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42		
Xerox DocuMate 6440 1-Yr Advanced Exchange	S-6440-ADV/1Y	\$ 69.00	19%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20		
Xerox DocuMate 6440 2-Yr Advanced Exchange	S-6440-ADV/2Y	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 6440 3-Yr Advanced Exchange	S-6440-ADV/3Y	\$ 159.00	19%	\$ 128.00	\$ 5.97	\$ 4.17	\$ 3.28	\$ 2.74		
Xerox DocuMate 6440 4-Yr Advanced Exchange	S-6440-ADV/4Y	\$ 199.00	20%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42		
Xerox DocuMate 6440 5-Yr Advanced Exchange	S-6440-ADV/5Y	\$ 249.00	20%	\$ 200.00	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28		
Xerox DocuMate 6440 Renewal 1-Yr Advanced Exchange	S-6440-ADV/RENU	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 3125 1-Yr Advanced Exchange	S-3125-ADV/1Y	\$ 69.00	19%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20		
Xerox DocuMate 3125 2-Yr Advanced Exchange	S-3125-ADV/2Y	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 3125 3-Yr Advanced Exchange	S-3125-ADV/3Y	\$ 159.00	19%	\$ 128.00	\$ 5.97	\$ 4.17	\$ 3.28	\$ 2.74		
Xerox DocuMate 3125 4-Yr Advanced Exchange	S-3125-ADV/4Y	\$ 199.00	20%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42		
Xerox DocuMate 3125 5-Yr Advanced Exchange	S-3125-ADV/5Y	\$ 249.00	20%	\$ 200.00	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28		
Xerox DocuMate 3125 Renewal 1-Yr Advanced Exchange	S-3125-ADV/RENU	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 152i 1-Yr Advanced Exchange	S-152-ADV/1Y	\$ 69.00	19%	\$ 56.00	\$ 2.61	\$ 1.83	\$ 1.43	\$ 1.20		
Xerox DocuMate 152i 2-Yr Advanced Exchange	S-152-ADV/2Y	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 152i 3-Yr Advanced Exchange	S-152-ADV/3Y	\$ 159.00	19%	\$ 128.00	\$ 5.97	\$ 4.17	\$ 3.28	\$ 2.74		
Xerox DocuMate 152i 4-Yr Advanced Exchange	S-152-ADV/4Y	\$ 199.00	20%	\$ 160.00	\$ 7.46	\$ 5.22	\$ 4.10	\$ 3.42		
Xerox DocuMate 152i 5-Yr Advanced Exchange	S-152-ADV/5Y	\$ 249.00	20%	\$ 200.00	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28		
Xerox DocuMate 152 and 152i Renewal 1-Yr Advanced Exchange	S-152-ADV/RENU	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 3220 Renewal 1-Yr Advanced Exchange	S-3220-ADV/RENU	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 4700 1-Yr Advanced Exchange	S-4700-ADV/1Y	\$ 99.00	19%	\$ 80.00	\$ 3.73	\$ 2.61	\$ 2.05	\$ 1.71		
Xerox DocuMate 4700 2-Yr Advanced Exchange	S-4700-ADV/2Y	\$ 149.00	19%	\$ 120.00	\$ 5.60	\$ 3.91	\$ 3.07	\$ 2.57		
Xerox DocuMate 4700 3-Yr Advanced Exchange	S-4700-ADV/3Y	\$ 249.00	20%	\$ 200.00	\$ 9.33	\$ 6.52	\$ 5.12	\$ 4.28		
Xerox DocuMate 4700 4-Yr Advanced Exchange	S-4700-ADV/4Y	\$ 349.00	20%	\$ 280.00	\$ 13.06	\$ 9.13	\$ 7.17	\$ 5.99		
Xerox DocuMate 4700 5-Yr Advanced Exchange	S-4700-ADV/5Y	\$ 449.00	20%	\$ 360.00	\$ 16.79	\$ 11.74	\$ 9.21	\$ 7.70		
Xerox DocuMate 4700 Renewal 1-Yr Advanced Exchange	S-4700-ADV/RENU	\$ 149.00	19%	\$ 120.00	\$ 5.60	\$ 3.91	\$ 3.07	\$ 2.57		
Xerox Duplex Portable 1-Yr Advanced Exchange	S-XDPS-ADV/1Y	\$ 59.00	19%	\$ 48.00	\$ 2.24	\$ 1.57	\$ 1.23	\$ 1.03		
Xerox Duplex Portable 2-Yr Advanced Exchange	S-XDPS-ADV/2Y	\$ 89.00	19%	\$ 72.00	\$ 3.36	\$ 2.35	\$ 1.84	\$ 1.54		
Xerox Duplex Portable 3-Yr Advanced Exchange	S-XDPS-ADV/3Y	\$ 139.00	19%	\$ 112.00	\$ 5.22	\$ 3.65	\$ 2.87	\$ 2.39		

Product Descriptions & Accessories	Product Number	Retail	Discount %	PACE Purchase Price	24 Mon	36 Mon	48 Mon	60 Mon	Rental	Over 10 Unit Order Request
Xerox Duplex Portable Renewal 1-Yr Advanced Exchange	S-XDPS-ADV/RENU	\$ 89.00	19%	\$ 72.00	\$ 3.36	\$ 2.35	\$ 1.84	\$ 1.54		
Xerox Duplex Combo 1-Yr Advanced Exchange	S-XDCS-ADV/1Y	\$ 64.00	10%	\$ 57.33	\$ 2.67	\$ 1.87	\$ 1.47	\$ 1.23		
Xerox Duplex Combo 2-Yr Advanced Exchange	S-XDCS-ADV/2Y	\$ 94.00	11%	\$ 84.00	\$ 3.92	\$ 2.74	\$ 2.15	\$ 1.80		
Xerox Duplex Combo 3-Yr Advanced Exchange	S-XDCS-ADV/3Y	\$ 154.00	10%	\$ 138.67	\$ 6.47	\$ 4.52	\$ 3.55	\$ 2.96		
Xerox Duplex Combo 4-Yr Advanced Exchange	S-XDCS-ADV/4Y	\$ 194.00	11%	\$ 173.33	\$ 8.08	\$ 5.65	\$ 4.44	\$ 3.71		
Xerox Duplex Combo 5-Yr Advanced Exchange	S-XDCS-ADV/5Y	\$ 244.00	10%	\$ 218.67	\$ 10.20	\$ 7.13	\$ 5.60	\$ 4.67		
Xerox Duplex Combo Renewal 1-Yr Advanced Exchange	S-XDCS-ADV/RENU	\$ 94.00	11%	\$ 84.00	\$ 3.92	\$ 2.74	\$ 2.15	\$ 1.80		
Xerox PassPort Scanner Accessory 1-Yr Advanced Exchange	S-XPPort-ADV/1Y	\$ 79.00	11%	\$ 70.67	\$ 3.30	\$ 2.30	\$ 1.81	\$ 1.51		
Xerox PassPort Scanner Accessory Renewal 1-Yr Advanced Exchange	S-XPPort-ADV/RENU	\$ 109.00	9%	\$ 98.67	\$ 4.60	\$ 3.22	\$ 2.53	\$ 2.11		

Print Management Programs

Office A4 Desktop Flat Rate Program		
Volume Band	Meter	Monthly MPS Rate
500	B/W & Color	Included (\$0)
1,000	B/W & Color	\$ 20.00
2,000	B/W & Color	\$ 70.00
3,000	B/W & Color	\$ 90.00
5,000	B/W & Color	\$ 135.00
7,000	B/W & Color	\$ 175.00
10,000	B/W & Color	\$ 225.00
Rate Vol >10K Inc.	B/W & Color	\$ 0.02250
All volume in Flat Rate is done in 1k increments		
Includes all Xerox & Approved Brother, HP & Lexmark Models		

360 Unlimited MPS Program						
Desktop Group	B/W Allowance	Approved Models	Color CPC	Unlimited Monthly MPS Rate	Device Inclusive Additional Rate	Add Tray Additional Rate
Single User	Unlimited	Xerox & Approved Brother, HP, Lexmark Models	0.00089	\$ 20.00	N/A	\$ 5.00
Work Group A	Unlimited	B/C400 B/C405 BRO6250 BRO6900 BRO6400 BRO9310 BRO9570 HP Laser	0.00089	\$ 45.00	B/C400: \$15 B/C405: \$25 BRO6250: \$10 BRO6900: \$25 BRO6400: \$15 BRO9310: \$15 BRO9570: \$25	\$ 15.00
		Lexmark Laser				
Work Group B	Unlimited	B/C600 B/C605	0.00089	\$ 75.00	B/C600: \$30 B/C605: \$30	\$ 15.00

Office CPC MPS Program		
Volume Band	B/W CPC	CLR CPC
No Volume Included	0.0011	0.089
1,000-5,000	0.0095	0.079
2,001-25,000	0.0085	0.069
25,001+	0.0075	0.055
\$10 Minimum per Unit		
Includes all Xerox & Approved Brother, HP & Lexmark Models		

Notes:							
Product Descriptions & Accessories	Speed (ppm)	Purchase	24 Mon	36 Mon	48 Mon	60 Mon	Rental
XIT HARDWARE	N/A	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE
XIT SERVICES	N/A	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE
NETWORK SERVICES	N/A	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE
OUTSOURCING SERVICES	N/A	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE
SUPPLIES	N/A	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE
SOLUTIONS	N/A	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE

PACE Co-op Catalog

The lease rate used in the tables on the following pages are non-profit rates. Governmental lease rates are lower and will be applicable on associated Government accounts and orders. All prices are single unit prices. When multiple units are purchased, additional discounts will be applicable.

Discounts given on the Cooperative contract are equal to or greater than any contract XBS Southwest currently has on all categories and products. XBS Southwest will maintain discounts equal to or greater than any other contract XBS Southwest currently offers for the PACE Cooperative contract.

Tab 5: Terms of Payment & Required Documents

Terms of Payment

After pricing is determined or contractual agreements have been solidified, XBS Southwest will generate and send monthly invoices for the monthly lease or rental of equipment and/or maintenance to the customer.

The terms of the agreement will be noted on the invoices in the 'Terms' field. For example, "Net 30 Days From Invoice" or payment is due within 30 days after the invoice date. Monthly invoices and statements are generated and sent to the appointed department to process payments. The invoice will include date ranges, equipment identification and serial numbers, equipment location, bill to and remittance addresses and the items covered in the maintenance agreement. Additional items that will be included on your invoice: PO No., PO Item No., Location, network name, manufacturer, model, XBS Southwest customer No., equipment serial number, starting and ending meter reads, total meter count, recommended monthly volume, cost per month at/or below recommended monthly volume, cost per month above monthly volume and total payment per device/entire fleet.

Payments can be received via check or credit card and are remitted to the XBS Southwest Accounts Receivable department. In the event payments are past due, a call will be placed to the responsible party for the account, in order to secure payment. Invoicing and statement reprints are available upon request.

Invoices may be customized upon additional request.

PACE Purchasing Cooperative
 1314 Hines Avenue
 San Antonio, Texas 78208
 Telephone: (210) 370-5200
www.pacecoop.org

SEALED PROPOSAL

September 30, 2021



Please quote the following not later than 2:00 p.m., NOVEMBER 4, 2021

Company : Dahill Office Technology Corporation
 dba Xerox Business Solutions Southwest

SEALED PROPOSAL
 to be marked No. P00230

Proposal On:
 Copier Supplies, Equipment and
 Connectivity

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PRICE - F.O.B. - Destination

PACE Purchasing Cooperative will accept proposals for the purchase of Copier Supplies, Equipment and Connectivity **Proposal #P00230**, as per the attached specifications, terms and conditions. Proposals will be accepted by PACE Purchasing Cooperative until 2:00 p.m. local time, THURSDAY, NOVEMBER 4, 2021 at which time they will be opened and tabulated for approval.

Faxed proposals will not be considered. By submitting a proposal, vendor certifies to the best of his/her knowledge that all information is true and correct. All proposals must be sealed and received prior to scheduled opening time at the address listed in the box below. Proposals must be plainly marked on outside of envelope:

Mr. Jim Metzger, Purchasing Coordinator
 Business and Human Resource Services
 Education Service Center, Region 20
 1314 Hines Avenue
 San Antonio, TX 78208

SEALED Proposal #P00230
Copier Supplies, Equipment and Connectivity

Proposal Opening: 2:00 p.m., NOVEMBER 4, 2021

Proposals must be submitted on the forms provided or proposal may be rejected. Only proposals received by the date and time specified will be considered. Vendors are invited to be present at the opening of the proposals to be held at PACE PURCHASING COOPERATIVE, **Conference Center Building**, 1314 Hines Avenue, on the above date. **PRICE, QUALITY, AND SUITABILITY**: It is not the policy of PACE Purchasing Cooperative to purchase on the basis of low price alone, quality and suitability to purpose are taken into consideration. Quote lowest possible net price after all trade discounts have been deducted. Term discount, if any, must be indicated on **Signature, Deviation or Compliance Notation & Felony Notification Page** and **will be considered** in awarding proposals.

Proposals marked "subject to price change" or "price in effect on date of delivery" will not be considered.

PACE PURCHASING COOPERATIVE
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San Antonio, TX 78208

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Proposal On: Copier Supplies, Equipment and Connectivity
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Company Dahill Office Technology Corporation
dba Xerox Business Solutions Southwest

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Company dba Xerox Business Solutions Southwest

1.0 SCOPE OF SERVICES

This proposal is intended to be used to provide PACE Purchasing Cooperative and participating cooperative entity members with their requirements for Copier Supplies, Equipment and Connectivity from January 1, 2022 through December 31, 2023 with four renewal options, in accordance with specifications and conditions embodied in this proposal. It is the expectation that this contract will not be a multiple awarded.

This contract will be effective for one period with four renewal options (periods listed below), at PACE PURCHASING COOPERATIVES option and with the acceptance of the awarded vendor(s).

First Term	-	January 1, 2022 through December 31, 2023
Second Term	-	January 1, 2024 through December 31, 2025
Third Term	-	January 1, 2026 through December 31, 2026
Fourth Term	-	January 1, 2027 through December 31, 2027
Fifth Term	-	January 1, 2028 through December 31, 2028

2.0 SPECIAL CONDITIONS

- a) When requested after award, vendor must provide training, installation & system integration. Vendor must indicate when an additional charge will be made for these services. In the absence of any entry, vendor assures PACE these services will be provided at no charge.
- b) Supplies quoted **must be new** with original manufacturer warranty and packaging. Individual packaging shall be labeled showing the name of the manufacturer, brand name, name of product, quantity of contents & complete directions for use. Labels & labeling shall conform to all federal regulatory requirements for goods in interstate commerce and containers shall meet DOT requirements. Shipping packaging/cases shall be marked to show name of supplier, name & address of receiving agency and agency purchase order number, and must be delivered with material safety data sheets where required.
- c) Renewal of contracts will be in accordance with Local Government Code 271.903 concerning non-appropriation of funds for multiple year contracts. The right is reserved to rescind the contract at the end of each fiscal year if it is determined that there are insufficient funds to extend the contract.
- d) Award information will be furnished to all members. Contracts for purchase will be put into effect by means of purchase orders prepared by participating districts after this proposal has been awarded. **All orders, deliveries, billings, and payments will be made with each member directly.**
- e) PACE PURCHASING COOPERATIVE members will not be responsible for any material being delivered or services performed without a purchase order, signed by an authorized representative. No valid orders will be submitted without a purchase order and shall not be accepted by the vendor without a purchase order number.
- f) The variety and quality of the products and services offered by the vendor are expected to be leading the industry.
- g) Selected Provider will contract with PACE to pay a monthly administration fee to PACE generated by the sale of products and services. Each proposal must state an admin fee percentage of gross sales to be paid to PACE by the selected Vendor.
- h) The Contract issued to the selected Provider as a result of this RFP will contain a Default Clause containing definitions, procedures and timelines that if invoked, could result in Termination of the contract and put any investment of the Provider in fulfilling the Contract in jeopardy.

PACE PURCHASING COOPERATIVE
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2.0 SPECIFIC CONDITIONS (continued)

- i) Supplies will be purchased as needs arise and funding allows, there is no guarantee to purchase.
- j) This proposal shall be awarded to the successful vendor(s) by confirmation letter.
- k) This proposal is intended to hold firm discounts for a period of one term after the proposal is awarded and the renewal period(s). In the event this proposal expires before another proposal is awarded, the vendors shall extend the contract on a month-to-month basis, for a maximum of 3 months, by mutual agreement.
- l) Public Disclosure – No public disclosures or news releases shall be made pertaining to this RFP or subsequent Contract award without written approval of PACE Purchasing Cooperative.
- m) The selected vendor will be required to actively market, sell and service catalog products and services to selected members throughout Texas and other states through a collaborative purchasing agreement with the PACE purchasing cooperative.
- o) The award of this contract will be an award of the vendors entire catalog offerings regardless of the sections responded to.

3.0 GENERAL TERMS

- a) All contracts and agreements between vendors and PACE PURCHASING COOPERATIVE members shall strictly adhere to the statutes as set forth in the Uniform Commercial Code as last amended in 1990 by the American Law Institute in the National Conference of Commissioners on uniform state laws. Reference: Uniform Commercial Code, 1990 Official Text, 2/Sales.
- b) Vendors are advised that contracts are subject to all legal requirements provided for in the Texas Education Code, Subchapter B, Section 44.031 and/or applicable state and federal statutes. Any proposal after being awarded becomes subject to the Open Records Act, Article 6252-17a VTCS.
- c) If product and/or service provided is not satisfactory, this agreement can be terminated at any time upon a 30-day written notice.
- d) PACE PURCHASING COOPERATIVE members reserve the right to all warranties, express and implied.
- e) All parties agree that venue for any litigation arising from this contract shall lie in San Antonio, Bexar County, Texas, and that the laws of the State of Texas shall govern the rights of the parties and the validity and interpretation of any purchase order, contract, or service agreement that shall arise from and include this proposal.
- f) Patented or copyright protected items: Vendor agrees to protect PACE PURCHASING COOPERATIVE members from recourse and all claims arising from rights under patent, copyright, trademark or application infringement.
- g) Award(s) resulting from this request are not exclusive agreements to purchase. PACE PURCHASING COOPERATIVE members reserve the right and option, without penalty, to purchase like materials and services from other legal sources when and if such purchases, in their opinion, are necessary and in the best interest of PACE PURCHASING COOPERATIVE member.

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3.0 GENERAL TERMS (continued)

- h) It is understood and agreed that PACE PURCHASING COOPERATIVE members reserve the right to make minor modifications to conditions of this proposal due to unforeseen circumstances, by mutual agreement with selected supplier, both at the time of acceptance of this quotation offer as so modified, and subsequent thereto.
- j) Wherever terms refer to PACE PURCHASING COOPERATIVE, they also apply to any school districts, regional service centers, cities, counties or other government agencies to which the proposal has been extended.
- k) Some orders may require special handling or delivery to another location. These will be negotiated with the vendor(s) awarded, i.e. individual packaging, multiple deliveries, palletizing, delivery location.
- l) Substitutions are not acceptable without prior written approval of PACE PURCHASING COOPERATIVE members. Unauthorized substitutions may delay payment of invoices and shipper shall be required to pick up incorrect items. PACE PURCHASING COOPERATIVE members shall not under any circumstances accept outdated materials, old stock, or obsolete products. If items under contract are discontinued or become unavailable from any manufacturer during the duration of the contract, PACE PURCHASING COOPERATIVE members reserve the right to require the contractors to offer substitutes. PACE PURCHASING COOPERATIVE members reserve the right to accept or reject substitutes, and in the case of rejections PACE PURCHASING COOPERATIVE members may cancel the item or items in question.
- k) Any Affordable Care Act costs shall be a pass through cost and/or included in pricing (affects hourly rate ranges, cost per square foot indirectly).
- l) The contractor can pass on the cost of performance bonds (with no mark up) if required.
- m) TERMINATION FOR CONVENIENCE. Either party to this agreement may terminate this agreement upon 30 days written notice of such termination.
- n) TERMINATION FOR CAUSE. The Member may at its option immediately terminate this agreement by giving 30 day written notice of termination to the Contractor on the occurrence of any of the following.
 - (a) The willful breach of this Agreement by the Contractor in the course of engagement, unless by the Member.
 - (b) The habitual neglect by the Contractor of its duties, unless waived by the Member.
 The Contractor may at its option immediately terminate this agreement by giving written notice of termination to the Member on the occurrence of any of the following.
- o) KICKBACKS. It is a breach of ethics for any payment, gratuity or offer of employment to be made by or on behalf of a subcontractor under a contract to the prime contractor or higher tier subcontractor for any contract of a school district, or any person associated therewith, as an inducement for the award of a subcontract or order.
- p) RIGHTS TO INVENTIONS. The Contractor agrees to be compliant with the Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants and Contracts.
- q) CLEAN AIR ACT AND THE FEDERAL WATER POLLUTION CONTROL ACT. The Contractor agrees to be compliant with the Clean Air Act and the Federal Water Pollution Control Act and their implementing regulations.

3.0 GENERAL TERMS (continued)

- r) ENERGY POLICY AND CONSERVATION ACT. The Contractor agrees to be compliant with the Energy Policy and Conservation Act pertaining to mandatory standards and policies relating to energy efficiency contained in the state energy conservation plan.
- s) DEBARMENT OR SUSPENSION. The Contractor certifies that neither they nor their subcontractor is debarred or suspended from receiving federal funds.
- t) LOBBYING CERTIFICATION AND DISCLOSURE OF LOBBYING (BYRD ANTI- LOBBYING AMENDMENT). The Contractor certifies that it has not and will not use any federal funds to lobby. If non-federal funds are used to lobby, the contractor must complete the Disclosure of Lobbying and forward the disclosure to the next tier, who must forward it through each tier to the federal awarding agency.
- u) COPYRIGHT. All contracts paid from state or federal grants administered by TEA must retain copyright for the

PACE PURCHASING COOPERATIVE

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Texas Education Agency (TEA) and for the federal government (if a federally funded contract) unless otherwise negotiated in writing with TEA. Pursuant to the provisions in 2 CFR § 200.315, title to intangible property vests in the Member as long as such property is used for authorized purposes. However, TEA and the federal awarding agency reserve a royalty-free, nonexclusive and irrevocable right to reproduce, publish, or otherwise use the work for federal purposes, and to authorize others to do so.

- v) SOLID WASTE DISPOSAL ACT AND ITS IMPLEMENTING REGULATIONS. The Contractor certifies that it is compliant with section 6002 of the Solid Waste Disposal Act and its implementing regulations. 2 CFR § 200.322.
- w) PROFIT AS A SEPARATE ELEMENT OF PRICE. For purchases using federal funds in excess of \$150,000, a Cooperative member may be required to negotiate profit as a separate element of the price; 2 CFR 200.323(b).
- x) EQUAL EMPLOYMENT OPPORTUNITY. 41 CFR 60-1.4(b) is hereby incorporated by reference.
- y) DAVIS-BACON ACT. For all Cooperative member prime construction contracts/purchases in excess of \$2,000, vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5). Vendor further agrees to that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3).
- z) CONTRACT WORK HOURS AND SAFETY STANDARDS ACT. For all contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, vendor agrees to comply with 40 USC 3702 and 3704 as supplemented by Department of Labor regulations (29 CFR Part 5).
- aa) Compliance with Texas Government Code 2252 and 2270 – I, the vendor, am in compliance with all applicable provisions of Government Codes 2252 & 2270. This code requires vendors agree to NOT boycott Israel or do business with companies that boycott Israel. In addition vendor cannot do business with Iran, Sudan or a known terrorist organization. By submitting a response to the proposal, vendor certifies compliance with this code.
- bb) NON-COLLUSION STATEMENT. The vendor affirms that he/she is duly authorized to execute a contract, that this company, corporation, firm, partnership or individual has not prepared this proposal in collusion with any other Proposer, and that the contents of this proposal as to prices, terms or conditions of said proposal will not be communicated by the undersigned nor by any employee or agent to any other person engaged in this type of business prior to the official opening of a proposal. The proposer also affirms that they have not given; offered to give, do not intend to give at any time hereinafter any economic opportunity, future employment, gift, loan, gratuity, specified discount, trip, favor, or service to a private service in connection with this contract.
- cc) RECORD RETENTION. When federal funds are expended by Cooperative and all Cooperative members for any contract resulting from this procurement process, the vendor certifies that it will comply with the record retention requirements detailed in 2CFR 200.333. The vendor further certifies that vendor will retain all records as required by CFR 200.333 for a period of three years after grantees or sub grantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- dd) BUY AMERICAN ACT. Vendor certifies that vendor is in compliance with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must still follow the applicable procurement rules calling for free and open competition.

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3.0 GENERAL TERMS (continued)

- ee) LEGAL REMEDIES. Contracts for more than the simplified acquisition threshold currently set at \$150,000 which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide such sanctions and penalties as appropriate. Pursuant to Federal Rules (A) above, when federal funds are expended by Cooperative and all Cooperative members, Cooperative and all Cooperative members reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.
- ff) This agreement shall remain in effect until (1) the agreement expires by its terms or (2) the agreement is terminated by mutual consent of PACE and Vendor. All Supplemental agreements, purchase orders, and/or order for goods or services issued by PACE and/or members and accepted by Vendor shall survive the expiration or termination of this agreement. During the term of any Supplemental agreement entered into between Vendor and member, all terms of the agreement shall continue to apply to Supplemental agreements.
- gg) All pricing or discounts offered are a minimum discount that will be honored by Vendor. The vendor may offer deeper discounts or lower prices if market conditions or order volumes justify the additional lower pricing/discounts.
- hh) Pricing or discounts offer to PACE membership may be adjusted with proof of change to market conditions and with the approve of the PACE Purchasing Cooperative.

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ff) **Certificate of Interested Parties (Form 1295 – must be filled out electronically with the Texas Ethics Commission’s online filing application, printed out, signed, and returned with the proposal response)**

ESC, REGION 20 is required to comply with House Bill 1295, which amended the Texas Government Code by adding Section 2252.908, Disclosure of Interested Parties. Section 2252.908 prohibits ESC, REGION 20 from entering into a contract resulting from this RFP with a business entity unless the business entity submits a Disclosure of Interested Parties (Form 1295) to ESC, REGION 20 at the time business entity submits the signed contract. The Texas Ethics Commission has adopted rules requiring the business entity to file Form 1295 electronically with the Texas Ethics Commission. The following **definitions** apply:

- (1) **“Business Entity”** means an entity recognized by law through which business is conducted, including a sole proprietorship, partnership, or corporation. TEX. GOV’T CODE § 2252.908(1).
- (2) **“Interested Party”** means a person:
 - a) who has a controlling interest in a business entity with whom ESC, REGION 20 contracts; or
 - b) who actively participates in facilitating the contract or negotiating the terms of the contract, including a broker, intermediary, adviser, or attorney for the business entity. TEX. GOV’T CODE § 2252.908(3).
- (3) **“Controlling interest”** means:
 - a) an ownership interest or participating interest in a business entity by virtue of units, percentage, shares, stock, or otherwise that exceeds 10 percent;
 - b) membership on the board of directors or other governing body of a business entity of which the board or other governing body is composed of not more than 10 members; or
 - c) service as an officer of a business entity that has four or fewer officers, or service as one of the four officers most highly compensated by a business entity that has more than four officers. TEX. ETHICS COMM. RULE 46.3(c).
- (4) **“Intermediary”** means a person who actively participates in the facilitation of the contract or negotiating the contract, including a broker, adviser, attorney, or representative of or agent for the business entity who:
 - a) receives compensation from the business entity for the person’s administration;
 - b) communicates directly with the governmental entity or state agency on behalf of the business entity regarding the contract; and
 - c) is not an employee of the business entity. TEX. ETHICS COMM. RULE 46.3(e).

As a “business entity,” all vendors must:

- (1) **complete Form 1295 electronically** with the Texas Ethics Commission using the online filing application, which can be found at https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm
 - **All vendors must complete Form 1295, even if no interested parties exist**
 - In Section 2, insert “ESC, Region 20/PACE”
 - In Section 3, insert the “ESC, REGION 20 RFP #P00230 / PACE” for this proposal
- (2) **print a copy of the completed form** (make sure that it has a computer-generated certification number in the “Office Use Only” box)
- (3) have an authorized agent of the business entity **sign the form**
- (4) **submit** the completed, signed, Form 1295, with the certification of filing, along with this proposal.
- (5) **Vendor is exempt from filling out Form 1295 if they are a publicly traded business entity, including a wholly owned subsidiary of the business entity. If you fall into this category, please check box below to verify that you did not fill out Form 1295 and reason why.**

☐

Reason: _____

- a) ESC, REGION 20 must acknowledge the receipt of the filed Form 1295 by notifying the Texas Ethics Commission of the receipt of the filed Form 1295 no later than the 30th day after the date the contract binds all parties to the

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contract. After ESC, REGION 20 acknowledges the Form 1295, the Texas Ethics Commission will post the completed Form 1295 to its website with seven business days after receiving notice from ESC, REGION 20.

4.0 PREPARATION OF PROPOSALS

- a) PROPOSALS MUST BE MADE ON THE ENCLOSED SHEETS OR PROPOSAL MAY BE CONSIDERED NON-RESPONSIVE.
- b) The failure to adhere to accepted proposals will be deemed reason for canceling purchase commitments and for not accepting future proposals from defaulting contractors.
- c) The transfer or assignment of contracts is prohibited.
- d) Prices must be quoted f.o.b. destination with all transportation charges prepaid and included in quoted prices, special delivery on short notice, unless otherwise specified in this Proposal
- e) Vendors will not include federal taxes nor State of Texas limited sales, excise or use taxes in proposal prices since PACE PURCHASING COOPERATIVE/members are exempt from payment of such taxes. An exemption certificate will be signed where applicable upon request.
- f) In the event of a price decrease to the general trade or special offers or promotions during the full term of the contract, such must be allowed to PACE PURCHASING COOPERATIVE members for all items included in this contract.

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5.0 CONTACT

All questions should be directed between 8:00 a.m. and 4:30 p.m., Monday through Friday to:

Jim Metzger (210) 370-5204
Jim.metzger@esc20.net

Questions regarding this RFP must be submitted electronically or in writing to the email or physical address appearing above no later than five (5) business days prior to submittal deadline date.

6.0 REFERENCES

All vendors must submit a list of references for whom vendor has provided like services/products in volumes equal to or greater than the estimates listed in the proposal. Educational and governmental agencies are preferred.

This list may be placed in a separate envelope and labeled "PROPRIETARY" and is not subject to public view. Failure to provide references may cause proposal to be considered non-responsive.

Company: Edgewood ISD
Address: 402 Lance St
City/St: San Antonio, Texas 78237

Contact Person: Pamela Bendele Phone number: (210) 898 2014

Company: San Marcos CISD
Address: 1300 Girard St.
City/St: San Marcos, Texas 78666

Contact Person: Cindy Casparis Phone number: (512) 393 6503

Company: South San Antonio ISD
Address: 5622 Ray Ellison Blvd.
City/St: San Antonio, Texas 78242

Contact Person: Andy Rocha Phone number: (210) 977 7400

Company: Goodwill Industries
Address: 406 W. Commerce
City/St: San Antonio, Texas 78207

Contact Person: Stephanie Parker Phone number: (210) 924 8581

Company: Manor ISD
Address: 10335 Hwy. 290 E.
City/St: Manor, Texas 78653

Contact Person: David Gray Phone number: (512) 278 4085

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7.0 DELIVERY REQUIREMENTS

- a) Vendor must deliver all material to receiving area as specified on purchase orders received. Deliveries required in this proposal shall be freight Prepaid and Allowed (proposal prices shall include all freight and delivery charges), and F.O.B. destination with title transferring at member dock following inspection for any possible concealed damage.
- b) Proposals shall be for tailgate delivery. Staff does not have permission to enter carrier's vehicle.
- c) A packing list or other suitable shipping documents shall accompany each shipment and show (a) name and address of vendor, (b) name of employee ordering equipment, (c) purchase order number, (d) description of material shipped including item numbers, quantity, number of containers, and package number.
- d) BRAND AWARDED MUST BE THE BRAND DELIVERED.
- e) All goods are subject to inspection and return, at the expense of the vendor, if found to be non-conforming to the award. No unauthorized substitutions will be accepted. If items are non-conforming in any respect (quantity, quality or packaging), PACE PURCHASING COOPERATIVE/members have the right to reject shipment without liability.
- f) Failure to deliver in proposal time frame may cause vendor to be removed from the vendor list. A properly signed delivery receipt must be furnished with each invoice. If deliveries cannot be completed within the time frame indicated in the proposal, written notice shall be given to the ordering member. Unauthorized deliveries after the time frame specified on the order may be rejected at PACE PURCHASING COOPERATIVE member's discretion. PACE PURCHASING COOPERATIVE members may cancel purchase orders without liability if deliveries are not completed before the specified dates and vendor has not notified PACE PURCHASING COOPERATIVE/ member of extenuating circumstances.

8.0 WARRANTY

- a) Vendor must guarantee items to be free from manufacturer's defects and that defective items will be replaced. Vendor must guarantee standard commercial warranty be provided on all materials and labor. In the event of failure, the vendor agrees to repair or replace such units at no cost to PACE PURCHASING COOPERATIVE members.
- b) During the warranty period, neither the final payment nor any provision of the contract documents shall relieve the contractor of responsibility for faulty materials, design, workmanship, manufacture, assembly or installation. If after due notice successful bidder fails to comply with warranty provisions, PACE PURCHASING COOPERATIVE members may, at their option, have the defects corrected or items replaced from the best available source and the contractor shall be liable for all related expenses incurred by PACE PURCHASING COOPERATIVE members.

9.0 QUANTITIES

- A) There will be no minimum purchase requirement in total or per order.

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10.0 REJECTION, WITHDRAWAL, MODIFICATIONS OF PROPOSALS AND LATE PROPOSALS

PACE PURCHASING COOPERATIVE reserves the right to accept or reject any or all proposals, to waive any technicality or irregularity in proposal submitted, and to accept or reject any part of a proposal as deemed to be in the best interest of PACE PURCHASING COOPERATIVE members. Proposals may be withdrawn at any time prior to the official opening. Alterations made before opening time must be initialed by vendor guaranteeing authenticity. Upon approval of PACE PURCHASING COOPERATIVE, proposals may be withdrawn for obvious miscalculations or industry-wide conditions. Proposals shall remain open and valid for acceptance a period of 60 days following the opening. Proposals received after the time set for the opening will be declared late and not eligible for opening and consideration. PACE is not responsible for mail, courier or other delivery methods' in-transit time or non-delivery. Late deliveries will be held unopened. Vendor will be advised by mail that his proposal was late and not accepted and will be allowed to pick up his proposal package or furnish a "call tag" and have the package picked up by a courier.

11.0 CLARIFICATION OR OBJECTION TO PROPOSAL SPECIFICATIONS

PACE PURCHASING COOPERATIVE is willing to assist any vendor(s) in the interpretation of proposal provisions or explanation of how proposal forms are to be completed. Assistance can be received by visiting the PACE PURCHASING COOPERATIVE, Business Office, 1314 Hines Avenue; or calling (210) 370-5204. If any person contemplating submitting a proposal for this contract is in doubt as to the true meaning of the specifications, or other proposal documents or any part thereof, he/she may submit a written request for clarification to the Jim Metzger, Purchasing Coordinator, 1314 Hines Avenue, San Antonio, TX 78208 at least seven days prior to scheduled opening. Any interpretation of the proposal, if made, will be made only by Addendum duly issued and mailed or delivered to each person receiving a proposal document. PACE will not be responsible for any other explanation or interpretation of the proposal made or given prior to the award of the contract. Any objections to the specifications and requirements as set forth in this proposal must be filed in writing with the Purchasing Coordinator.

12.0 EVALUATION and AWARD OF CONTRACT

- a) PACE PURCHASING COOPERATIVE is not only concerned with the best & lowest price for the user, but also the most responsive and responsible vendor. We must have contractors that are qualified and perform well. The contract will be awarded to the responsible vendor(s) whose proposal, conforming to the proposal terms and specifications, offers the best value and is most advantageous to PACE PURCHASING COOPERATIVE, price and other factors considered. Tie proposals will be awarded by the casting of lots.
- b) PACE PURCHASING COOPERATIVE reserves the right to award the proposal to one vendor or multiple vendors. It is anticipated this proposal will be awarded to one vendor.
- c) PACE PURCHASING COOPERATIVE reserves the right to accept and award any item or group of items of this proposal, as deemed to be in the best interest of PACE PURCHASING COOPERATIVE/members, unless the vendor qualifies the proposal by specific limitations.
- d) Proposal evaluation and award shall be based on, but not necessarily limited to the following factors: purchase price, ability to meet delivery requirements, quality of samples, reputation of the vendor and of the vendor's goods or services, quality of the vendor's goods or services, the extent to which the goods or services meet the needs of PACE PURCHASING COOPERATIVE, vendor's past relationship with PACE PURCHASING COOPERATIVE, the impact on the ability of PACE PURCHASING COOPERATIVE to comply with laws and rules relating to historically underutilized businesses, the total long-term cost to the district to acquire the vendor's goods or services, and any other relevant factor that a private business entity would consider in selecting a vendor.

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12.0 EVALUATION and AWARD OF CONTRACT (continued)

- e) After the opening, PACE PURCHASING COOPERATIVE will check each proposal for the presence or absence of required information in conformance with the submittal requirements of this proposal. These submittal requirements are obligatory, and failure to fully comply will deem the proposal unresponsive
- f) Determination of the successful vendor(s) will be based on information supplied by the vendor and information obtained, where necessary, through user contacts. Ongoing documentation by using departments regarding a company's performance may be used in determining the vendor's responsibility for award purposes of this and future awards. The vendor must proposal all mandatory services. The lowest dollar proposal may not represent the best proposal when all factors of the evaluation have been qualified.

Conformance to Term and Conditions	5
Pricing	38
Industry and Marketplace Successes	5
Bidders ability to deliver and service to PACE members	10
Bidders marketing plan	5
Value added attributes	5
Invoicing payment terms	2
Warranty coverage	15
Selection and variety of products and services offered	15

13.0 PAYMENT

- a) PACE PURCHASING COOPERATIVE members will pay for the requested goods and/or services as promptly as possible, usually no later than thirty (30) days after 1) receipt of the goods; or 2) the day the service is complete, or 3) the day PACE PURCHASING COOPERATIVE members receive the undisputed invoice for the goods and/or services, whichever is later.
- b) PACE PURCHASING COOPERATIVE members agree to notify vendor of error or contested invoice. PACE and vendor hereby agree to mutually resolve disputed invoices within sixty days of receipt of notice of dispute, verbal or written. There shall be no interest on any delayed, disputed or delinquent payment, nor shall the vendor be entitled to attorney's fees in any dispute to collect such payment.
- c) In connection with any discount offered, time will be computed from the date of receipt of supplies or services or from the date a correct invoice is received, whichever is later. Payment is deemed to be made on the date of mailing of the check.

14.0 ACKNOWLEDGEMENT OF ADDENDA

(this applies only, if in fact Addenda are issued related to this proposal):

The bidder acknowledges receipt of ADDENDA to the solicitation and related documents numbered and dated:

Addendum No.			
Date			

All addenda shall be acknowledged on the solicitation/offer. Failure to do so may cause the proposal to be rejected. Any changes to the solicitation will be made by Addendum and delivered to all parties that PACE shows as having received a copy of the solicitation.

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Members by State			Member by Organization Type		
Alabama	6	0.003	City	157	0.091
Arizona	31	0.018	County	123	0.072
Arkansas	8	0.005	Higher Ed	155	0.090
California	33	0.019	K-12	758	0.441
Colorado	14	0.008	Local Gov't	78	0.045
Connecticut	1	0.001	Non Profit	442	0.257
Florida	14	0.008	State Agency/Federal	4	0.002
Georgia	13	0.008		1717	1.000
Illinois	84	0.049			
Indiana	9	0.005			
Iowa	86	0.050			
Kansas	223	0.130			
Kentucky	4	0.002			
Maine	1	0.001			
Maryland	6	0.003			
Massachusetts	3	0.002			
Michigan	1	0.001			
Minnesota	1	0.001			
Missouri	55	0.032			
Nevada	3	0.002			
New Jersey	16	0.009			
New Mexico	16	0.009			
New York	23	0.013			
North Carolina	29	0.017			
Ohio	9	0.005			
Oklahoma	36	0.021			
Oregon	4	0.002			
Pennsylvania	9	0.005			
South Carolina	23	0.013			
Tennessee	7	0.004			
Texas	843	0.491			
Virginia	73	0.043			
Washington	14	0.008			
West Virginia	2	0.001			
Wisconsin	17	0.010			
	1717	1.000			

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The PACE Purchasing Cooperative currently has approximately 1,720 members in 35 states. It is the intention of the PACE Purchasing Cooperative in partnership with its awarded vendors to add city, county and other government and non-profit member in Texas and throughout the United States. PACE is available for use by all public and private schools, colleges, universities, cities, counties and other government agencies in the States of Texas and other states as allowed by state member law and statutes.

Participation in PACE is not required of any governmental agency. However, participation of government agencies can provide the legally required competition for contracts for commonly purchased products and services, thereby saving the individual government agency the cost of going through the competitive process.

Purpose of PACE

- Provide government agencies opportunities for greater efficiency and economy in acquiring goods and services.
- Take advantage of state-of-the-art purchasing procedures to insure the most competitive contracts.
- Provide competitive price solicitation and bulk purchasing for multiple government agencies that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services by contracting with high performance' vendors.
- Equalize purchasing power for smaller agencies that are unable to command the best contacts for themselves.
- Assist government agencies in maintaining the essential controls for budget and accounting purposes.
- * Maintain credibility and confidence in business procedures by maintaining open competition for purchases and by complying with purchasing laws and ethical business practices.

Open Records Policy

PACE/Region 13 & 20 ESC is a government body subject to the Texas Public Information Act. Responses submitted to PACE as a result of this solicitation are subject to release as public information after contracts are executed or the procurement is terminated. If a Vendor believes that its response, or parts of its response, may be exempted from disclosure under Texas law, the Vendor must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, the Vendor must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).

15.0

SAMPLES

Prior to ordering, samples may be needed for some material.

- a) When requested, vendor(s) **must** submit a sample to the requesting member, as well as **complete and descriptive literature**.
- b) Samples and literature must be received by with 10 days of email, phone or fax request.
- c) Samples must be sent to the attention of the employee requesting the samples.
- d) Buyer will be sole judge to approve all samples as meeting specifications.
- e) If not destroyed or used up during testing, samples will be returned upon request at the vendor's expense.
- f) Brand and model tested & awarded **must** be brand and model shipped when ordered.
- g) Sample items from the successful vendor(s) may be retained for the purpose of determining that the quality and workmanship of the delivered items are comparable to the sample tested.

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16.0

Proposal

Product and Service Offerings:

1. PACE intends to offer its participating members a wide range of Document Management Technologies and Services. PACE is seeking a supplier that can support the entire life cycle of a document with technology, operational support and consulting support.

This contract is for document services agreements, equipment both multi-function and single function devices along with support services. All equipment supplied shall be by national and international manufacturers and re-labeler manufacturers, sold as new equipment (realizing that manufacturers recycle many components). This contract is not for used or remanufactured machines, except those remanufactured by the OEM (original equipment manufacturer). All equipment sold must have new serial numbers. This contract will be for sale, rental, lease, and/or lease purchase. However, equipment under lease may be purchased at the end of the lease or if the price is listed in this proposal if both parties agree. Equipment under rental agreements may also be purchased at the end of each 12 month renewal if the price is listed in this response if both parties agree.

2. Leases

Equipment may be leased increments of 24, 36, 48, 60 months. Leases will allow for fiscal funding clauses annually. The equipment may be purchased during and at the end of the lease at the PACE participating entities description. If the vendor wishes to offer this, they will include the depreciation schedule with their proposal to PACE.

3. Rentals

If the Vendor wishes to offer a rental option the rates for this will be included with their proposal. Many agencies have expressed a desire for renting equipment on a monthly and annual basis rather than executing a lease arrangement.

4. Information Technology Consulting Services

The ability to analyze and document the current work flow, technologies and processes surrounding document management within an organization or enterprise and make recommendations on how changes could improve productivity and reduce cost.

5. Inter/Intranet Services

Provide innovative solutions using web-based technologies that will improve process and make documents more accessible and effective. This may include products, software and services intended for web-based applications.

6. Network Services

The design, installation, maintenance and administration of local and wide area networks.

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7. Office and Work Group Products and Services

Provide a wide range of products and services intended to support the office or workgroup environment in the creation, management, production, and distribution of documents. This may include hardware, software and services for such things as personal workstations, printers, fax and copiers.

8. Centralized Production Products and Services

Provide a wide range of products and services intended to support an organization's data center, print shop, quick copy, production mail, and fulfillment centers. This may include products and services such as printing equipment, high-speed laser printers, high-speed duplicators, production mailing equipment and finishing equipment.

9. Document Storage and Retrieval Products and Services

Provide a wide range of products and services intended to support the needs of an organization to store, manage and retrieve critical documents. This may include products and services such as scanners, imaging systems, bar coding technology, and software designed for this purpose.

10. Certificates of Insurance

Provide each member the statutorily required Workers Compensation Insurance or Equivalent. Certificates of Insurance, name and address of Vendor, the limits of liability, the effective dates of each policy and policy number shall be delivered to the PACE participant prior to commencement of work. The insurance company shall be licensed in the particular State the work is being performed and shall be acceptable to, the PACE participant. The Vendor shall give the PACE participant a minimum of ten (10) days notice prior to any modifications or cancellation of policies. The Vendor shall require all subcontractors performing any work to maintain coverage as specified by the State in which the work is being performed.

Pricing:

1. Respondents must submit products, services, warranties, etc. in price list.
2. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from a particular bidder and the pricing per item.
3. Price lists must contain the following:
 - Manufacturer part #
 - Vendor part # (if different from manufacturer part #)
 - Description
 - Manufacturers Suggested List Price and Net Price
 - Net price to PACE member (including freight)

Not to Exceed Pricing

1. PACE requests pricing be submitted as not to exceed for any participating entity.
2. Unlike fixed pricing the awarded vendor can adjust submitted pricing lower if needed, but cannot exceed original pricing submitted for solicitation. Volume or spot market conditions may allow for one time discounts for participating entities.

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3. Vendor must allow for lower pricing to be available for similar product and service purchases under the same market conditions.
4. The products and services provided by this contract may be acquired utilizing many different methods by the participating members of PACE. The Vendor must offer acquisition vehicles for technology and services such as Outright Purchase, Lease and Solution-Based Contracts.
5. Interested Vendors must provide proposed pricing methodology that would insure the best price and include all methods available for acquisition.

Other Requirements

1. Maintenance of equipment is required.
2. Any maintenance contract is between the buyer (PACE member) and the contractor and must be signed by the ordering agency and the contractor. No maintenance contract will be automatic.
3. Maintenance contracts shall include all parts, labor, travel, service, and preventative maintenance. Supplies (consumables) may be offered if more cost effective.
4. Any and all contracts for maintenance shall be at the discretion of the ordering agency.
5. Technician response time will be within eight working hours in the metropolitan areas and nextday in other areas of the State, if called in by 9:00 A.M. of the previous day. Preventative Maintenance (PM's) will be scheduled, as needed.
6. Contractor must agree to provide maintenance to keep the equipment in first class operating condition and provide service during normal business hours (8:00-5:00, excluding legal holidays, Saturdays and Sundays.
7. PM's shall include all cleaning, lubrication, adjustments, and parts replacements as recommended by the manufacturer, and using the manufacturer's timetable for preventative maintenance. Using agency may purchase supplies used in PM's from the contractor, but are not required to do so.
8. Guarantees and warranties are required.
9. Any total satisfaction guarantee must permit the user to decide if the copier needs to be replaced during any replacement period offered by the vendor.
10. If a total satisfaction guarantee depends on the copier operating within manufacturer specifications, those specifications must be included in the warranty. The specifications will include copy quality, unacceptable number of jams, and unacceptable number of service calls or down time.
11. Any prepayment for a service contract must give a discount to the buyer; no prepayments that exceed one year will be allowed.

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12. Unless vendor offers independent proof that the data is incorrect, PACE will use the evaluation information published by Better Buys for Business, and Buyers Laboratory Incorporated to evaluate individual copiers offered by vendors. In the event an offered model is not described in either of these sources, PACE reserves the right to use other independent sources, including telephone interviews with current users of the equipment.

13. Any equipment that is remanufactured must be remanufactured by the OEM and must be equal to the same quality standards as a newly manufactured machine. Design changes that have been introduced since the original unit was first produced are to be incorporated, including software or ROM upgrades.

14. All copiers sold will have all necessary start-up supplies, except for paper.

Each proposal must include a cover letter stating their interest, as well as the name and address, telephone number and e-mail address of the proposer.

Each proposal must describe the company's strategy and capability for marketing and selling the products and services listed in this RFP to eligible PACE members.

Each proposal must describe the company's strategy and capability for enrolling new members in the PACE purchasing cooperative.

Each proposal must describe the company's strategy and capability for reporting and tracking all products and services sold to eligible PACE members.

Provide a brief history of your company, including the year it was established.

Provide company's official registered name.

List number of sales and service offices in Texas, listing the name of key contact at each with title, address, phone and fax number, e-mail address, etc. along with resume.

Provide your companies Dun & Bradstreet (D&B) number.

Provide your income statement, balance sheet and cash flow for the past three (3) years.

Please define your standard terms of payment.

Responses should be direct, concise, complete, and unambiguous. Offerors failing to organize proposals in the manner requested will be suggesting to evaluators that they are unable or unwilling to follow reasonable suggestions.

PACE PURCHASING COOPERATIVE
 1314 Hines Avenue
 San Antonio, TX 78208

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 Company dba Xerox Business Solutions Southwest

Paper and Electronic Price Lists

- A. Bidders must submit product price list. Products and prices listed will be used to establish both the extent of a manufacturer's lines available from a particular bidder and the pricing per item. Paper and magnetic media price lists must contain the following:

Manufacturer part #
 Vendor part # (if different from manufacturer part #)
 Product description
 Manufacturers Suggested List Price and Net Price
 Net price to PACE (including freight)

List any other cooperative that the company participates in:

Cooperative	Discount Offered
BuyBoard	N/A
TIPS / TAPS	N/A
TPASS	N/A
PACE	1%-87%
US Communities	N/A
Others Department of Information Resources	2.25%-50%
Choice Partners (HCDE)	1%-85%

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17.0

Vendor/Coop Contract Agreement

The following pages will constitute the contract between the successful vendors(s) and PACE. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by PACE, they will be incorporated into the final contract.

The Vendor Contract ("Contract") made and entered into by and between the Purchasing Association of Cooperative Entities (hereinafter referred to as "PACE" respectfully) a government cooperative purchasing program authorized by the Region 13 Education Service Center and Region 20 Education Service Center. This contract consists of the provisions set forth below, including provisions of all Attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any Attachment, the provisions set forth shall control.

General Terms and Conditions

A. Contracts

All contracts and agreements between Merchants and PACE members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised. Contracts for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the member government entities.

B. Warranty conditions

All supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be an authorized dealer, distributor or manufacturer for all products. All equipment proposed shall be new unless clearly stated in writing.

C. Customer support

The Vendor shall provide timely and accurate technical advice and sales support to PACE staff and PACE members. The Vendor shall respond to such requests within one (1) working day after receipt of the request. The Vendor shall provide free training to PACE staff regarding products and services supplied by the Vendor unless otherwise clearly stated in writing.

D. Tax exempt status

A taxable item sold, leased, or rented to, or stored, used, or consumed by, any of the following governmental entities is exempted from the taxes imposed by this chapter: (1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States; (4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas. but only to the extent that the other state or governmental unit exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309.

E. Assignments of contracts

No assignment of contract may be made without the prior written approval of PACE. Payment can only be made to the awarded Vendor.

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F. Disclosures

- F.1. Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with members in the PACE program.
- F.2. The vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

G. Invoices

The Vendor shall submit invoices, in duplicate, to the PACE member. Each invoice shall include the PACE member's purchase order number. The shipment tracking number or pertinent information for verification of PACE member receipt shall be made available upon request. The Vendor shall not invoice for partial shipments unless agreed to in writing in advance by PACE and the PACE member.

H. Payments

The PACE member will make payments directly to the Vendor.

I. Pricing

The Vendor agrees to provide pricing to PACE and its participating governmental entities that are the lowest pricing available to similar customers and the pricing shall remain so throughout the duration of the contract. The Vendor agrees to not sell to PACE members at a price lower than can be obtained thru the PACE contract.

The Vendor agrees to promptly lower the cost of any product purchased through PACE following are duction in the manufacturer or publisher's direct cost to the Vendor. Price increases will be honored. However, the Vendor shall honor previous prices for thirty (30) days after written notification to PACE of an increase.

All pricing submitted to PACE shall include the One and one half percent (1.5%) profit sharing percentage of gross sales to be remitted to PACE by the Vendor.

J. Administration fees

PACE and vendor will share reports of all member sales based on this agreement. PACE will then invoice the Vendor on a monthly basis for the One and one half percent (1.5%) profit sharing percentage of gross sales fee. The invoice will be based on total sales made through the program. The Vendor shall remit payment to PACE at net thirty (30) day terms.

K. Indemnity

Indemnity for Personalty Contracts. Vendor agrees to indemnify and hold harmless and defend PACE, its member(s), officers and employees, from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's performance of this contract, including all such causes of action based upon cominon, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, invitees, whether or not such claims are based in whole or in part upon the negligent acts or omissions of the PACE, member(s), officers, employees, or agents.

Indemnity for Performance Contracts. The Vendor agrees to indemnify and hold harmless and defend PACE, its member(s), officers and employees from and against all claims and suits for damages, injuries to persons (including death). property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's work under this contract, including all such causes of action based upon common, constitutional, or statutory laxv, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor,

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its officers, employees, agents, subcontractors, licensees, or invitees. Vendor further agrees to indemnify and hold harmless and defend PACE, its member(s), officers and employees, from and against all claims and suits for injuries (including death) to an officer, employee, agent, subcontractor, supplier or equipment lessee of the Vendor, arising out of, or resulting from, Vendor's work under this contract whether or not such claims are based in whole or in part upon the negligent acts or omissions of the PACE, its member(s), officers, employees, or agents.

Attorney's Fees--Texas Local Government Code § 271.159 is expressly referenced.

Pursuant to §271.159, TEXAS LOC. GOV'T CODE, in the event that any one of the Parties is required to obtain the services of an attorney to enforce this Agreement, the prevailing party, in addition to other remedies available, shall be entitled to recover reasonable attorney's fees and costs of court.

M. Purchase Order Pricing/Product Deviation

If a deviation of pricing/product on a purchase order occurs, PACE is to be notified within 24 hours of receipt of order.

N. Other Requirements

- Automated Contract: Some high-volume or web-site based contracts may be designated as an Automated Contract. This allows entities to purchase directly from awarded Vendor at contract price. All entities listed on the PACE membership list are hereinafter referred to as Members. All purchases from Members must be reported under the PACE account and submitted in the monthly sales report. Failure to do so may result in removal of Vendor from Program.
- Non-Automated Contract: All non-automated contract vendor purchase orders must go to the PACE- fax 877.418.6544. (Unless PACE and vendor agree upon an alternate order receipt method) Should a member agency send an order direct to vendor, it is the vendor's responsibility to forward the order to PACE at the fax above and marked as "received" by the vendor within 24 business hours and confirm its receipt with PACE. Failure to do so may result in removal of Vendor from Program.
- Promotion of Contract: It is agreed that Vendor will encourage all eligible entities to purchase from the PACE Program. Encouraging entities to purchase directly from the Vendor and not through PACE contract is not acceptable to the terms and conditions of this contract and will result in removal of Vendor from Program. Vendor is expected to use marketing funds for the marketing and promotion of this contract.
- Daily Order Confirmation: Unless an Automated Contract, orders will be faxed twice daily from PACE to vendor and followed with an email confirmation. The vendor must confirm receipt of all orders within 24 business hours.
- Vendor custom website for PACE: If Vendor is hosting a custom PACE web site then updated pricing must be posted by the 1st of each month.
- Back Ordered Products: If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request.
- Monthly Sales Report: Vendor must submit a monthly sales report of all PACE Member purchases to PACE by the 1st business day of each month for all PACE sales invoiced the previous month. The PACE one and one-half (1.5%) invoice will be based off this report. Report fields must include:

Member name	PO#, and P0 Total Sales Amount,
Example: City of ABC	PO#ABC 123 \$xxx.xx (order total)

O. Vendor Profile

Minority/Women Business Enterprise (Required by some participating governmental entities) or HUB

Vendor certifies that his firm is a M/WBE or HUB

[Yes] ☒ No

If yes, circle above certification that applies and list any others: _____

Certification of Residency (Required by the State of Texas)

Company submitting bid is a resident bidder.

☒ Yes [No]

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Vendors principal place of business is in the city of State of Texas

P. Pricing Information

In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing. ☒ Yes [No]

If answer is no, attach a statement detailing how pricing for PACE members would be calculated.

Pricing submitted includes the 1.5% PACE administration fee. ☒ Yes [No]
Vendor agrees to remit monthly to PACE the required 1.5% administration fee. ☒ Yes [No]
Additional discounts for purchase of a guaranteed quantity? ☒ Yes [No]

Company billing address where the invoice for the 1.5% fee percentage of gross sales fee will be sent by PACE:

Contact person: Bonnie Garza and Bill Stall

Company: Dahill Office Technology Corporation
dba Xerox Business Solutions Southwest

Address: 8200 IH-10 West, Suite 400,

City, State, Zip: San Antonio, TX 78230

Phone: 210-805-8200

Fax: 210-805-9733

Email: Bonnie.Garza@xerox.com
Bill.Stall@xerox.com

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18.0 RESIDENT CERTIFICATION:

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. **Failure to complete may result in rejection of the proposal:**

As defined by Texas House Bill 602, a "nonresident vendor" means a vendor whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

☒

I certify that my company is a "**resident vendor**".

☐

I certify that my company qualifies as a "**nonresident vendor**".

If you qualify as a "**nonresident vendor**," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

<u>San Antonio</u>	<u>Texas</u>	<u>78230</u>
City	State	Zip Code
<u>Dahill Office Technology Corporation dba Xerox Business Solutions Southwest</u>	<u>8200 IH-10 West, Suite 400, San Antonio, Texas 78230</u>	
Company Name	Address	

19.0 UNFAIR BUSINESS PRACTICE

Has your company ever been convicted of unfair business practices?

☐

Yes

☒

No

If yes, when: _____

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20.0 SIGNATURE PAGE, DEVIATION or COMPLIANCE NOTATION & FELONY NOTIFICATION

DEVIATIONS: In the event the undersigned vendor intends to **deviate** from the general terms and conditions or specifications contrary to those listed in the "Terms and Conditions", "Specifications" and other information attached hereto, all such deviations must be **listed on this page**, with complete and detailed conditions and information also being attached (attach additional pages as necessary). **Vendors must list all specifications for item(s) proposal that differ from any specifications/brands listed in proposal.** PACE PURCHASING COOPERATIVE will be the sole judge to determine if deviations are acceptable in meeting the needs of PACE PURCHASING COOPERATIVE/members.

NO DEVIATIONS: In the absence of any deviation entry on this form, the vendor assures PACE Purchasing Cooperative of their **full compliance** with the Terms and Conditions, Specifications, and information contained in this proposal.

ALL vendors MUST COMPLETE this page (check appropriate box)
SIGN & RETURN with proposal or proposal may be considered NON-RESPONSIVE.

Our proposal is submitted according to (check appropriate box):
☐ Deviations listed below ☐ See Attached letter for Deviations ☒ No Deviations

Having carefully examined the Proposal's, terms and conditions, specifications and proposal form, the undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the specifications and conditions contained in this document.

The representative signing this document affirms that they are duly authorized to execute this contract, that this company corporation, firm, partnership or individual has not prepared this proposal in collusion with any other vendor, and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the representative signing this document nor by any employee or agent to any other person engaged in this type of business prior to the official opening of this proposal.

FELONY NOTIFICATION

Also, pursuant to the Texas Education Code, Subchapter B, Section 44.034, Notification of Criminal History, the undersigned affirms this firm is /is **not** ☒ owned or operated by anyone who has been convicted of a felony. Attach explanation of any felony conviction. This statement is not required of a publicly-held corporation.

By signing this proposal, vendor makes the assurance that vendor has not been debarred or suspended from conducting business with the US Government according to Executive Order 12549 titled Debarment and Suspension.

NOTE - Use this form. If necessary to go into details, attach a letter.

Exclude Federal and State Taxes.

The right is reserved to accept or reject quotation on each item separately or as a whole.

Proposals received after the time and date specified will not be accepted.

Accepted By ESC-20 its PACE Purchasing Cooperative

20, its PACE Purchasing Cooperative Authorized Agent

Print Name

Date

Term Discount: Various Date: 11/1/2021
 COMPANY Dahill Office Technology Corporation dba Xerox Business Solutions Southwest
 SIGNATURE Bonnie Garza
 (Must be able to sign contracts to obligate company)
 TYPED NAME Bonnie Garza
 TITLE VP of Strategic Accounts
 Order Placement Contact: Bonnie Garza
 Address 8200 IH-10 West, Suite 400, San Antonio, Texas 78230
 PHONE (210) 805-8200 FAX (210) 805-9733 ESC-
 Website Address: https://southwest.xeroxbusinesssolutions.com/
 Email Address: bonnie.garza@xerox.com

CERTIFICATE OF INTERESTED PARTIES**FORM 1295**

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

**OFFICE USE ONLY
CERTIFICATION OF FILING**

Certificate Number:
2021-818962

Date Filed:
11/01/2021

Date Acknowledged:

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Dahill Office Technology Corporation DBA Xerox Business Solutions Southwest
San Antonio, TX United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

PACE Purchasing Cooperative

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

SEALED Proposal #P00230
Copier Services, Equipment and Connectivity

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	Hasty, Megan	Coppell, TX United States		X
	Stall, Bill	San Antonio, TX United States	X	
	Garza, Bonnie	San Antonio, TX United States	X	

5 Check only if there is NO Interested Party. ☐

6 UNSWORN DECLARATION

My name is Bonnie Garza, and my date of birth is 06/16/1986.

My address is 8200 IH-10 West, Suite 400,, San Antonio, TX, 78230, USA.
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Bexar County, State of Texas, on the 1 day of November, 2021.
(month) (year)

Bonnie Garza
Bonnie Garza (Nov 1, 2021 14:04 CDT)

Signature of authorized agent of contracting business entity
(Declarant)

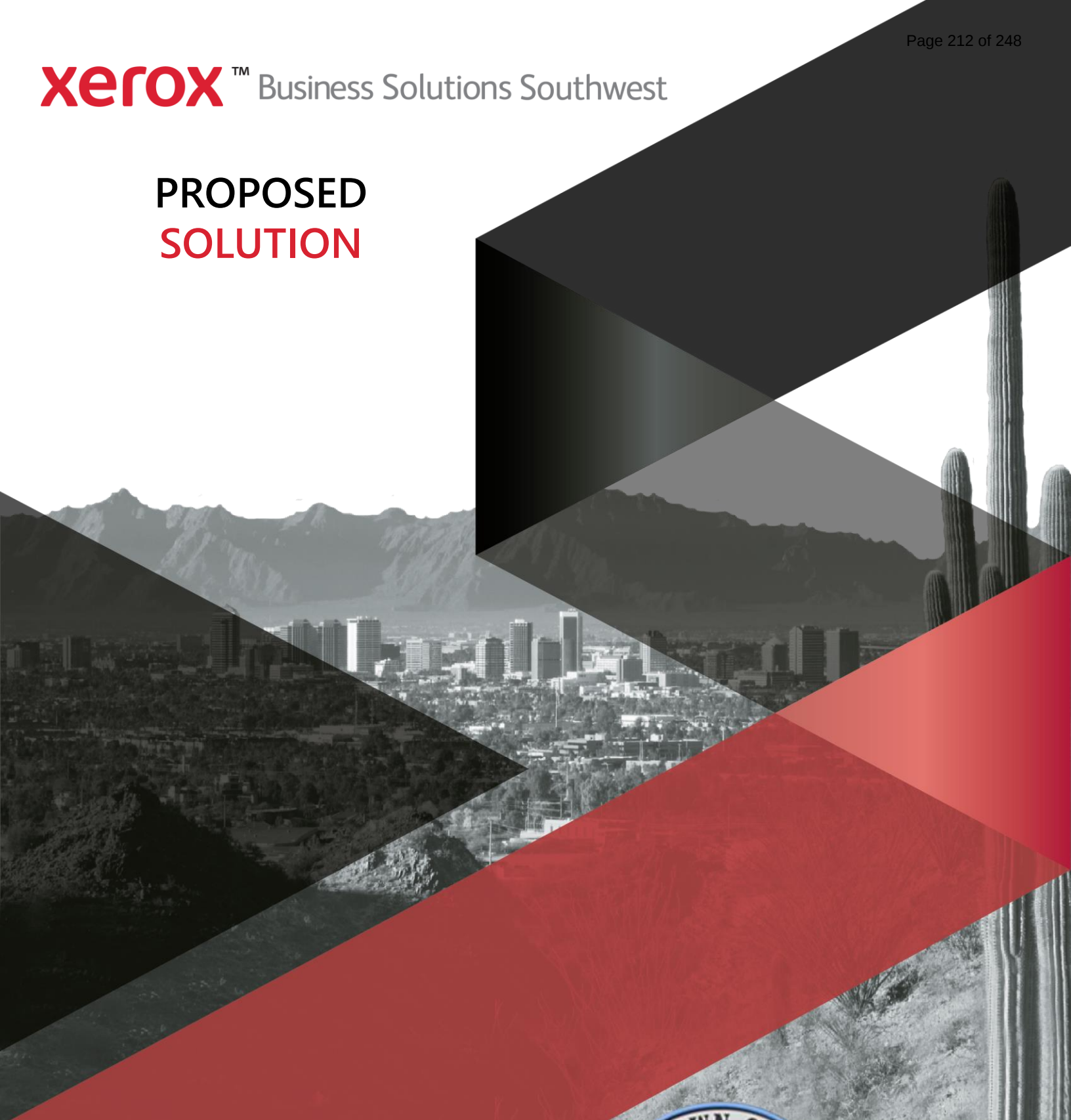
EXHIBIT B
TO
COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF CHINO VALLEY
AND
DAHILL OFFICE TECHNOLOGY CORPORATION
DBA XEROX BUSINESS SOLUTIONS SOUTHWEST

[Scope of Work]

See following pages.

xerox™ Business Solutions Southwest

PROPOSED SOLUTION



Matthew Schmelzle
Major Account Executive
Matthew.schmelzle@xerox.com





Business Solutions Southwest

Who is Xerox® Business Solutions?

We deliver digital transformations with the care and attention of a local partner

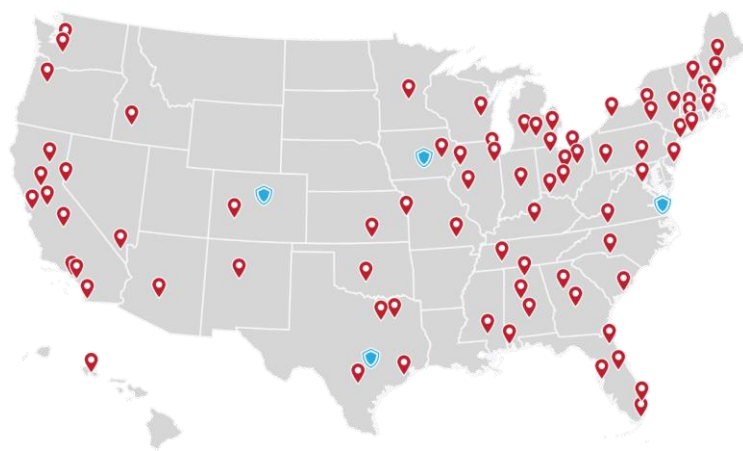
Our strategic mission is to help organizations and businesses improve the flow of work to enable greater performance, agility, and transformation. Staying true to our heritage, **Xerox Business Solutions (XBS)** solves business problems through diverse services, innovative technologies, and the expertise of local service and support. Our objective is to be the provider of choice for all our customers' business technology needs.

- XBS is your local partner for growth, efficiency, and productivity
- Local and live remote service to resolve problems, regardless of where your work is being done
- National and global reach as a division of Xerox®
- We're here when you need us...wherever you need us

Local Presence, National Reach, and a Global Identity

Our teams are passionate about creating local relationships that go beyond a simple product. We are committed to guiding local businesses of all types and sizes towards making a digital transformation in the way they work.

XBS provides a level of local account management that cannot be beat.



OUR XBS360 TECHNOLOGY ASSESSMENT



UNDERSTAND CULTURE

Understanding the total cost of ownership with an in-depth review or both direct and indirect costs associated with technology and asset usage as well as ongoing maintenance.

INVENTORY TECHNOLOGY

An in depth look at the key factors of your corporate culture that can be used to confirm that strategies align to specific business objectives.

ANALYZE USAGE

A snapshot of a company's current environment including the identification of underutilized, obsolete and redundant assets.

CAPTURE COSTS

Capture utilization data for all technology and assets using a non-invasive collection tool that captures data from both networked and non-networked assets.

REVIEW WORKFLOW

Understanding the total cost of ownership with an in-depth review or both direct and indirect costs associated with technology and asset usage as well as ongoing maintenance.

EXAMINE PROCESSES

Blueprints how information flows and identifies any bottlenecks or inefficiencies.

STUDY SUSTAINABILITY

A thorough examination of administrative functions including procurement and internal IT processes.

OUR SERVICES



WORKPLACE ASSISTANT

We offer a full line of award-winning Xerox multi-tasking devices & printers with state-of-the-art technology & security.



MANAGED IT SERVICES

We offer a complete solution for all your IT infrastructure and support needs. We can be your virtual CIO or a backup to your IT team.



PRODUCTION PRINTING

Take your print operations to the next level with automation and quality. Our full line of Xerox Technology provides all your output needs



MANAGED PRINT SERVICES

Our simple approach includes your printer, technical support, and automatic supplies replenishment.



DOCUMENT WORKFLOW SOFTWARE & SECURITY

Create sophisticated or simple document workflow procedures that structure documents and file-based tasks and automate work processes with security.



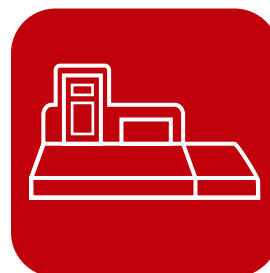
CLOUD SERVICES

We offer a wide variety of Cloud based solutions for data repository & data transfer.



COMMUNICATION MANAGEMENT

We can provide the right communications tools to keep your teams more productive and connected than ever before



MAILING & POSTAGE SOLUTIONS

Streamline your mail operation, reduce costs, eliminate return mail, decrease DSO, and stay compliant with our various mailing solutions



MOBILE PRINT TECHNOLOGY

No phone app to load and no need to rely on support staff for printing. Users have the tools at their fingertips whether they're traveling or working between offices

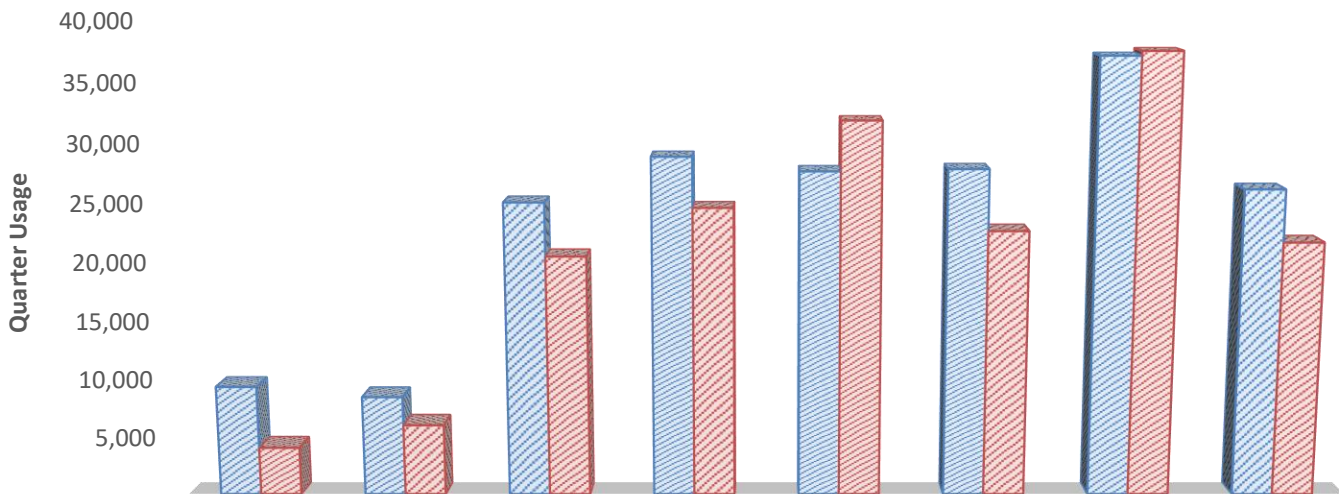


SCANNERS

The Xerox® Scanner product line offers customers a broad range of home and business scanners to scan paper documents into a digital and cloud destinations.

Current Copier Environment

Contract number	Model	Serial #	Equip ID#	Address	Equipment location	Meter	AQV
CNZ8846-01	XALC8035	2TX053494	P7971	1950 N VOSS DR	POLICE DEPT	BLK CLR	9,301 5,183
	XALC8035	2TX055371	P7972	1982 N VOSS DR	CUSTOMER SERVICE	BLK CLR	7,075 13,175
	XALC8030	2TX052188	P7973	1982 N VOSS DR	PUBLIC WORKS	BLK CLR	2,160 2,861
	XXC702	E2B668385	P7967	202 N STATE ROUTE 89	Town Hall	BLK CLR	10,030 5,133
						BLK CLR	28,703 26,400



	Oct-Dec 2020	Jan-Mar 2021	Apr-Jun 2021	Jul-Sept 2021	Oct-Dec 2021	Jan-Mar 2022	Apr-Jun 2022	Jul-Sept 2022
BLK	9,335	8,444	24,980	28,782	27,569	27,752	37,064	26,073
CLR	4,054	6,013	20,450	24,525	31,766	22,583	37,453	21,622

Current Average Monthly Spend - \$1,649.78

*Includes Lease, Service, and Overages

Proposed Solution

1 - Xerox PrimeLink C9070 Color Production Unit

1- BR Finisher

1- Fax Kit

1- DMP Controller

5- Xerox AltaLink C8145 Color MFP

4 Fax Kits

4- Office Finishers

1- Hole Punch Kit (Public Works)

Monthly Agreement Includes:

- 15,000 Black & White Copy/Prints. Overages Billed @ \$.0055
- 10,800 Color Copy/Prints. Overages Billed @ \$.04
- Device Pick Up and Return of Current Xerox Leased MFPS
- Delivery, Install, and Training
- Link360 Automated Toner Monitoring & Meter reporting for Networked Devices
- All Parts, Service, Labor, And Toner
- Immediate Remote Help Desk
- Quarterly Business Reviews with your XBS Consultant

Device Lease Option-

60 Month Lease Option Cost - **\$1,616.49** Plus applicable tax

Pricing Provided Via Pace Cooperative Contract

Xerox® PrimeLink C9070

2020 Document Imaging Software Line of the Year



xerox™

DEVICE CONFIGURATION

- 70 ppm Color & 75 ppm B&W
- **Xerox® Integrated Color Server**
- Simple, efficient and secure workflows with an easy-to-use 10.4 inch touch screen
- 250 sheet Single Pass Duplex Automatic Document Feeder scans up to 270 imp
- *** Add your finisher here***
- Tray 1: 500 sheets 5.5" x 8.5" to 12." x 18" 16 lb. Bond to 94 lb. Cover (60 to 256 gsm)
- Tray 2: 500 sheets 5.5" x 8.5" to 11." x 17" 16 lb. Bond to 94 lb. Cover (60 to 256 gsm)
- Tray 3: 870 sheets (8.5" x 11" / A4); 16 lb. Bond to 80 lb. Cover (60 to 220 gsm)
- Tray 4: 1,140 sheets (8.5" x 11" / A4); 16 lb. Bond to 80 lb. Cover (60 to 220 gsm)
- Bypass tray runs up to 250 sheets (4" x 6' to 13" x 19.2"); (52 to 350 gsm) *Optional XL Feeder 13" x 26"

Standard ConnectKey® Features

- Xerox App Gallery
- Print@PrintByXerox.com
- True Adobe PS Driver
- Searchable PDF – OCR
- Password PDF
- Application Defaults
- User Permission
- Xerox Standard Accounting
- Print Around
- Mobile Printing for iOS & Android
- Image Overwrite



Deliver stunning outputs on any job

with 2400 x 2400 dpi resolution and unmatched color fidelity – even at speeds of up to 70 ppm.

Automate everyday tasks

with workflow options and advanced office capabilities.

Production-ready media latitude.

feeding and finishing, production workflow options, printing up to 350 gsm and Simple Image Quality Adjustment (SIQA).

Scale to meet your needs today

and tomorrow with the standard Xerox® Integrated color Server in addition to modular feeding and finishing and multiple optional DFEs powered by Fiery: Xerox® EX-c, Xerox® EX-i, Xerox® EX



Select Icon for a Virtual Demo

Xerox® AltaLink C8145

Standard ConnectKey® Features

- Xerox App Gallery
- McAfee Security
- Print@PrintByXerox.com
- True Adobe PS Driver
- Searchable PDF – OCR
- Password PDF
- Application Defaults
- User Permission
- Xerox Standard Accounting
- Print Around
- Mobile Printing for iOS & Android
- Image Overwrite

2020 Document Imaging
Software Line of the Year



Select Icon for a Virtual Demo



Intuitive User Experience

Mobile and Cloud Ready

Benchmark Security

Enables Next Generation Services

Gateway to New Possibilities

DEVICE CONFIGURATION

10.1" Customizable Color Touchscreen

45 ppm B&W & Color Print Speed

Copy, Print, Scan, & Fax

Single Pass Duplex Document Feeder

Tray 1 - 520 Sheets Supports 5.5 x 7.2 in. to 11 x 17 in.

Tray 2 - 520 Sheets Supports 5.5 x 7.5 in. to 12 x 18 in.

Tandem Tray – 2,000 Sheets Standard Sizes: 8.5 x 11 in/ A4

Bypass Tray - 100 Sheets Supports: 3.5 x 3.87 in. to 12.6 x 18

All Trays - Media Weight 6 lb. bond to 110 lb. cover / 52 to 300 gsm



XBS Southwest ("Company")						DEAL #:		
SALES AND SERVICE AGREEMENT						SHIP TO *		
CUSTOMER NAME				CUSTOMER NAME				
ADDRESS				ADDRESS				
CITY, STATE, ZIP				CITY, STATE, ZIP				
BILL TO CONTACT PERSON		BILL TO PHONE NUMBER		SHIP TO CONTACT PERSON		SHIP TO PHONE #		
BILL TO EMAIL		BILL TO FAX #		SHIP TO EMAIL		SHIP TO FAX #		
TERMS OF PAYMENT: NET TEN (10) DAYS FOR CASH SALE AND ALL OTHER INVOICES NET THIRTY (30) DAYS FROM DATE OF INVOICE						* IF MORE THAN ONE "SHIP TO" LOCATION, SEE PRODUCT SCHEDULES		
SALES PERSON		CUSTOMER PURCHASE ORDER NUMBER		CONTRACT #		NEW ADD REPLACE		
PRODUCTS								
QTY	MODEL/PRODUCT#	DESCRIPTION		LOCATION		TOTAL PRICE		
See Product Schedules <u> </u> SEE TRADE-IN EQUIPMENT/ LEASE RETURN FORM						SUBTOTAL		
NOTES / ADJUSTMENTS DETAILS						SPECIAL SERVICES FEES		
						OTHER ADJUSTMENTS		
						CASH AMOUNT		
						Total Monthly Payment		
CONTRACT TYPE		EFFECTIVE DATES		TRANSACTION TYPE				
CASH SALE RENTAL		Term in Months:		Actual start date based on delivery or lease commencement				
LEASE MAINTENANCE ONLY		Proposed Start Date:						
CONTRACT TERMS:				NOTES				
All parts, labor, drums and supplies; excluding paper and staples All parts and labor; including drums; excluding supplies, paper and staples Includes other (indicate)								
CONTRACT RATES								
CHARGES INCLUDED IN LEASE PAYMENT								
MODEL/ POOL #	INCLUDED BLACK VOLUME	BLACK OVERAGE RATE	INCLUDED COLOR VOLUME	COLOR OVERAGE RATE	INCLUDED EXTRA LONG VOLUME	COLOR EXTRA LONG RATE	MONTHLY PAYMENT	BILLING FREQUENCY BASE OVERAGE
METER AND SUPPLY TECHNOLOGY		XDA/XDM DECLINE		PRIMARY METER CONTACT				
TECHNOLOGY CONTACT PERSON		TECH APP PHONE #		METER CONTACT PERSON		METER PHONE #		
TECH EMAIL				METER EMAIL		METER FAX #		
Company will install an app to automatically collect device meters for contract billing and automated supply replenishment. Company will charge a fee per machine per overage billing cycle should customer decline meter and supply technology app installation.								
QTY	MODEL/PRODUCT#	SOFTWARE & DESCRIPTION				SEE SOW FOR DETAILS		TOTAL PRICE
Customer Acceptance								
By executing this agreement, I acknowledge that I have read and understand this agreement and I certify that I am authorized to execute this agreement on behalf of customer. Authorized signature acknowledges terms / conditions and expiration dates or meter readings. The terms and conditions on the face and reverse side of this agreement correctly set fourth the entire agreement between parties.								
AUTHORIZED CUSTOMER SIGNATURE:								
SIGNER'S NAME (printed):								
TITLE:								
DATE:								
		Sales:						
		DATE:						

Sales and Service Terms and Conditions

- 1. Definitions.** The first page of this Sales Order/Service Agreement is referred to herein as the "Cover Page." The Cover Page and these Terms and Conditions, along with the Product Schedule, constitute the entire agreement between the Company and the Customer ("Parties") with respect to the acquisition of those Products and the Service for such Products. "Products" shall mean the equipment ("Equipment") and any Software ("Application Software") identified on the Cover Page and/or on Product Schedule.
- 2. Scope.** This Agreement may be executed for:
- a) A **SALE** of Products. If a SALE, Company hereby offers to sell/license and Customer hereby accepts to purchase/license those Products in the quantity and for the price indicated on the Cover Page (and/or Product Schedule). Payment terms are set forth in Section 7, below. Title to the Equipment will transfer to Customer upon delivery; or
 - b) A **LEASE** of Products. If a LEASE, Customer will execute a separate lease agreement with a third party lessor which will fund the purchase/license of the Products in the quantity indicated on the Cover Page (and/or Product Schedule) for the benefit of Customer. The lease will be between Customer and a third-party lessor. Company will not be a party to the lease. Upon execution of a lease agreement between Customer and third-party lessor, the Customer shall be responsible to lessor to satisfy the terms and conditions of the lease; or
 - c) A **RENTAL** of Products. If a RENTAL, Company hereby offers to rent and Customer hereby accepts to pay for those Products in the quantity and for the price indicated on the Cover Page (and/or Product Schedule). Payment terms are set forth in Section 7, below. Title will remain with the Company throughout the Term as indicated on the Cover Page. Customer agrees to obtain adequate insurance coverage sufficient to cover the full replacement value of the rental equipment while in Customer's possession, and to have Company named as the loss payee. Unless otherwise stated in the Cover Page, the rental is non-cancellable for the stated term.
- 3. Delivery and Installation.** Unless specified otherwise on the Cover Page, the Company shall deliver and install the Products at the location specified by Customer on the Cover Page unless: (1) Customer has not made available at that address a suitable place of installation as specified by the Company; or (2) Customer has not made available suitable electrical service in accordance with the Underwriter's Lab ("UL") or manufacturer's requirements. All risk of loss will transfer to the Customer upon delivery. Customer will be responsible for nonstandard delivery charges.
- 4. Services.** This Agreement covers both the labor and materials for adjustments, repairs, and replacement of parts necessitated by normal use of the Equipment. Unless otherwise stated on the Cover Page, Services do not include the following: (a) repairs due to (i) misuse, neglect, or abuse (including, without limitation, improper voltage or use of supplies that do not conform to the manufacturers' specifications), (ii) use of options, accessories, products, supplies not provided by Company; (iii) non-Company alterations, relocation, or service; and/or (iv) loss or damage resulting from accidents, fire, water, or theft; (b) maintenance requested outside Company's normal business hours or this Agreement, (c) relocation, (d) software or connected hardware, (e) hard drive replacement, (f) MICR Toner for Laser Printers, and parts and labor for all non-laser printers, and/or (g) parts for Scanners. Company reserves the right, at its sole discretion, to replace Equipment with Equipment of similar or better conditions and features, rather than providing on-site Service support. Replacement parts may be new, reprocessed, or recovered. Supplies provided by Company are in accordance with the copy volumes set forth on the Cover Page and within the manufacturer's stated yields, and do not include staples or paper. Supplies are to be used exclusively for the Equipment and remain Company property until consumed. Customer will return, or allow Company to retrieve, any unused supplies at the termination or expiration of this Agreement. Customer is responsible for the cost of excess supplies. Supplies will be shipped to Customer via UPS Ground, or another method selected by Company. Unless otherwise stated herein, Customer will be billed for shipping, including, but not limited to, UPS Ground, Overnight, and/or Messenger Service per billing period or per shipment based on number of products. Additional fees may be charged for Services provided outside Company's standard business hours or for computer/network issues and will be at Company hourly rates in effect at the time of such Services. Equipment may be supported and serviced using data that is automatically collected by Company from the Equipment via electronic transmission from the Equipment to a secure off-site location. Examples of automatically transmitted data include product registration, meter read, supply level, Equipment configuration and settings, software version, and problem/fault code data. All such data will be transmitted in a secure manner specified by Company. The automatic data transmission capability does not permit Company to read, view or download any Customer data, documents or other information residing on or passing through the Equipment or Customer's information management systems. Services may be delivered by Company's Affiliates and/or Subcontractors, at Company's sole discretion. Unless otherwise agreed to in writing, Customer remains solely responsible to secure any sensitive data and permanently delete such data from the internal media storage prior to removal of Equipment or termination of this Agreement. Company has no obligation to maintain Equipment beyond the "End of Service" for that particular model of Equipment. End of Service ("EOS") means the date announced by manufacturer after which Company will no longer offer Services for a particular Equipment model. Company reserves the right to discontinue Service upon thirty days written notice for any Equipment for which parts and/or Supplies are no longer available, or are not available on commercially reasonable terms.
- 5. Meter; Electric Services.** Equipment is required to be connected to a remote transmission tool, which will periodically communicate meter reads as well as other device diagnostic data and upon which invoices will be based. If a remote transmission tool is not installed and otherwise upon request, you will provide us, by telephone, email, web submission, or fax with the actual meter readings three days prior to your due date. We may estimate the number of images used if such meter readings are not communicated to Company. The estimated charge for excess images shall be adjusted upon receipt of actual meter readings. If you are unable to maintain remote transmission, the Company reserves the right to charge you a per device fee for such affected Equipment due to the increased service visits that will be required in order to: (x) obtain such information, (y) provide such transmissions and (z) provide such Maintenance Services and Consumable Supplies that otherwise would have been provided remotely and/or proactively. If you elect to not install a remote transmission tool, the contract is subject to the manual meter collection fee outlined on the Company's currently published fee schedule. You agree to provide adequate space without charge for the Equipment, adequate electricity (including, if necessary, a dedicated 110 or 220-volt line), an electrical surge suppressor with a UL-1449 rating or better, and reasonable storage for supplies to be used with the Equipment.
- 6. Additions and Modifications.** If, at any time during the Term, Customer upgrades, modifies, or adds equipment, Customer shall promptly notify Company and provide Company right of first refusal to provide Services for added equipment. Company maintains the right to inspect any upgrades and modifications to Equipment and/or additional equipment and, in its sole discretion, determine whether equipment is eligible for Services. If approved for Services, the Agreement will be amended to include such changes, including pricing modifications. All networked devices must be set up with our monitoring app for meters and Supplies. Any devices not under contract will be added automatically to the account for the listed rate. If our monitoring software is not reporting, the customer must work with us to resolve the issue as soon as possible.
- 7. Term and Payment.** Except as may otherwise be provided for herein, this Agreement is non-cancellable and shall remain in effect throughout the Term; and, unless notified in writing sixty (60) days prior to its expiration, this Agreement shall automatically renew for 12 months. The Company reserves the right to terminate upon thirty days written notice. In the event the fees herein are included in Customer's lease payment, the Term shall run concurrently with the lease agreement and be subject to the renewal provisions provided for therein. The meter count at installation or, in the case of owned printers, at assessment, will be used for meter/overages calculations. Customer agrees to pay Company all amounts due within thirty days of the date of Company's invoice or, if the parties have agreed the third-party lessor will collect the service fees due under this Agreement on behalf of Company, in accordance with the applicable lease agreement, and all other sums when due and payable. Any Monthly Payment entitles Customer to Services and Supplies for a specific number and type (i.e. black & white, color, scan) of Prints/Copies as identified on the Cover Page and will be billed in advance. In addition, Customer agrees to pay the Overage Rate for each Print/Copy that exceeds the applicable number and type of Prints/Copies provided in the Minimum Monthly Payment which amount shall be billed in arrears and is payable as indicated on the Cover Page. A Print/Copy is defined as standard 8.5"x11" copy. No credit will be applied towards unused copies/prints. Customer's obligation to pay all sums when due shall be absolute and unconditional and is not subject to any abatement, offset, defense or counterclaim. If any payment is not received by Company within fifteen (15) days of its due date, Company may charge, and Customer will pay a late fee of 5% of the amount due or \$25, whichever is greater (or such lesser rate as is the maximum allowable by law). Company has the right to withhold Services and Supplies, without recourse, for any non-payment. Unless otherwise stated on the Cover Page, Company may increase the Base Charge and/or the Overage Rates on an annual basis, in an amount not to exceed 20%. Company retains the right to have all or some of the amounts due hereunder billed and/or collected by third parties. If Customer requires any specialized billing procedure or invoicing, Company reserves the right to bill an administrative fee, in accordance with Company's currently published fee schedule, which is subject to change from time to time.
- 8. Taxes.** Payments are exclusive of all state and local sales, use, excise, privilege and similar taxes, if any. You will be responsible for, indemnify and hold Company harmless from, all applicable taxes, fees or charges (including sales, use, personal property and transfer taxes (other than net income taxes), plus interest and penalties) assessed by any governmental entity on you, the Equipment, this Agreement, or the amounts payable hereunder (collectively, "Taxes"), unless you timely provide continuing proof of your tax exempt status. Customer will pay when due, either directly to the taxing authority or to Company upon demand, all taxes, fines and penalties relating to this Agreement that are now or in the future assessed or levied, except for taxes levied upon Company's income.
- 9. Applicable Laws.** Both Parties agree that they will comply with all applicable laws and regulations during the Term.
- 10. Limited License to Use Software.** Company grants (and is authorized by its licensor's to grant) Customer a non-exclusive, non-transferable license to use in the U.S.: (a) software and accompanying documentation ("Base Software") only with the Equipment with which it was delivered; and (b) Software that is set forth as a separate line item in this Agreement ("Application Software") (including its accompanying documentation), as applicable, for as long as Customer is current in the payment of all applicable software license fees. "Base Software" and "Application Software" are referred to collectively as "Licensed Software". Customer has no other rights and may not: (1) distribute, copy, modify, create derivatives of, decompile, or reverse engineer Licensed Software; (2) activate Licensed Software delivered with the Equipment in an inactivated state; or (3) allow others to engage in same. Title to, and all intellectual property rights in, Licensed Software will reside solely with Company and/or its licensors (who will be considered third-party beneficiaries of this Section). Licensed Software may contain code capable of automatically disabling the Equipment. Disabling code may be activated if: (x) Company is denied access to periodically reset such code; (y) Customer is notified of a default under this Agreement; or (z) Customer's license is terminated or expires. The Base Software license will terminate: (i) if Customer no longer uses or possesses the Equipment; or (ii) upon the expiration or termination of this Agreement, unless Customer has exercised its option to purchase the Equipment. Neither Company nor its licensors warrant that Licensed Software will be free from errors or that its operation will be uninterrupted. The foregoing terms do not apply to Diagnostic Software or to Licensed Software/documentation accompanied by a clickwrap or shrinkwrap license agreement or otherwise made subject to a separate license agreement.

Customer Initial: _____

11. **Diagnostic Software.** Software used to evaluate or maintain the Equipment ("Diagnostic Software") is included with the Equipment. Diagnostic Software is a valuable asset of Company or its licensors. Title to Diagnostic Software will remain with Company or its licensors. Company does not grant Customer any right to use Diagnostic Software, and Customer will not access, use, reproduce, distribute or disclose Diagnostic Software for any purpose (or allow third parties to do so). Customer will allow Company reasonable access to the Equipment to remove or disable Diagnostic Software if Customer is no longer receiving Service from Company, provided that any on-site access to Customer's facility will be during Customer's standard business hours.
12. **Software Support.** Except for Application Software identified as "No Svc." on the Cover Page, Company (or a designated servicer) will provide the software support set forth below ("Software Support"). For Base Software for Equipment, Software Support will be provided during the initial Term and any renewal period but in no event longer than 5 years after Company stops taking customer orders for the subject model of Equipment. For Application Software, Software Support will be provided as long as Customer is current in the payment of all applicable software license and support fees. Company will maintain a web-based or toll-free hotline during Company's standard working hours to report Licensed Software problems and answer Licensed Software-related questions. Company, either directly or with its vendors, will make reasonable efforts to: (a) assure that Licensed Software performs in material conformity with its user documentation; (b) provide available workarounds or patches to resolve Licensed Software performance problems; and (c) resolve coding errors for (i) the current Release and (ii) the previous Release for a period of 6 months after the current Release is made available to Customer. Company will not be required to provide Software Support if Customer has modified the Licensed Software. New releases of Licensed Software that primarily incorporate compliance updates and coding error fixes are designated as "Maintenance Releases" or "Updates". Maintenance Releases or Updates that Company may make available will be provided at no charge and must be implemented within six months. New releases of Licensed Software that include new content or functionality ("Feature Releases") will be subject to additional license fees at then-current pricing. Maintenance Releases, Updates and Feature Releases are collectively referred to as "Releases". Each Release will be considered Licensed Software governed by the Software License and Licensed Software Support provisions of this Agreement (unless otherwise noted). Implementation of a Release may require Customer to procure, at Customer's expense, additional hardware and/or software from Company or another entity. Upon installation of a Release, Customer will return or destroy all prior Releases..
13. **INTELLECTUAL PROPERTY.**
- CUSTOMER'S CONTENT AND CUSTOMER ASSETS.** Customer represents and warrants that it owns the customer assets and its content and materials provided to Company in connection with this Agreement or otherwise has the right to authorize Company to perform the Services hereunder. Customer represents and warrants that such content and materials do not, and shall not, contain any content that (i) is libelous, defamatory or obscene and/or (ii) infringes on or violates any applicable laws, regulations or rights of a third party, including without limitation, export laws, or any proprietary, intellectual property, contract, moral or privacy right or any other third party right.
 - XEROX TOOLS.** "Xerox Tools" means certain Xerox proprietary tools (including any modifications, enhancements and derivative works) used by Company to provide certain Services. Xerox and its licensors will at all times retain all right, title and interest in and to Xerox Tools including without limitation, all intellectual property rights therein, and, except as expressly set forth herein or as set forth in a Statement of Work (SOW) where limited access to the Xerox Device Manager (XDM) may be granted for a specific purpose, no rights to use, access or operate the Xerox Tools are granted to Customer. Xerox Tools will be installed and operated only by Company or its authorized agents. If required for royalty reporting purposes, Company may disclose Customer's name and address to Xerox and/or the third-party licensor of certain Xerox Tools. Customer will not decompile or reverse engineer any Xerox Tools, or allow others to engage in same. Customer will have access to reports generated by the Xerox Tools and stored in a provided database as set forth in the applicable SOW. Company may remove Xerox Tools at any time in Company's sole discretion, provided that the removal of Xerox Tools will not affect Company's obligations to perform Services, and Customer shall reasonably facilitate such removal. If Xerox Tools are included as part of the Services, they may be used by Customer only in conjunction with such Services.
 - LIMITED LICENSE TO ASSESSMENTS AND REPORTS.** Customer may duplicate and distribute assessments and/or reports prepared by Company pursuant to this Agreement only for Customer's internal business purposes. Any recommendations and processes described in assessments and/or reports may only be implemented by Company for Customer and, if implemented, used by Customer only for Customer's internal business purposes.
 - NO GRANTS TO CUSTOMER.** Customer agrees that, except as set forth expressly in this Agreement, no other rights or licenses are granted to Customer. Further, the rights granted to Customer in this Section shall immediately terminate if Customer defaults hereunder with respect to any of its obligations related to such grant.
14. **CONFIDENTIAL INFORMATION.** Information exchanged under this Agreement will be treated as confidential if it is identified as confidential at disclosure or if the circumstances of disclosure would indicate to a reasonable person that the information should be treated as confidential ("Confidential Information"). The terms and conditions of this Agreement are Confidential Information of Company and Customer, and each party agrees not to disclose any of the foregoing without the other party's prior written consent. Confidential Information will be protected using a reasonable degree of care to prevent unauthorized use or disclosure for two (2) years from the termination or expiration of this Agreement under which such Confidential Information was disclosed, whichever occurs later; provided, however, confidentiality with respect to trade secrets and Xerox Tools will not expire. These obligations of confidentiality will not apply to any Confidential Information that: (1) was in the public domain prior to, at the time of, or subsequent to the date of disclosure through no fault of the receiving party; (2) was rightfully in the receiving party's possession or the possession of any third party free of any obligation of confidentiality; (3) was developed by the receiving party's employees independently of and without reference to any of the other party's Confidential Information; or (4) where disclosure is required by law or a government agency. Upon expiration or termination of this Agreement, each party will return to the other or, if requested, destroy, all Confidential Information of the other in its possession or control, except such Confidential Information as may be reasonably necessary to exercise rights that survive termination of this Agreement.
15. **Warranty.** Customer acknowledges that the Products covered by this Agreement were selected by Customer based upon its own judgment. COMPANY MAKES NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, ORAL OR WRITTEN, INCLUDING, WITHOUT LIMITATION, IMPLIED WARRANTIES OF NON-INFRINGEMENT; IMPLIED WARRANTIES OF MERCHANTABILITY; OR FITNESS FOR A PARTICULAR PURPOSE, ALL OF WHICH ARE SPECIFICALLY AND UNRESERVEDLY EXCLUDED.
16. **LIMITATION OF LIABILITY.** IN NO EVENT, SHALL COMPANY BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL, CONSEQUENTIAL DAMAGES, INCLUDING WITHOUT LIMITATION LOSS OF PROFITS, OR PUNITIVE DAMAGES WHETHER BASED IN CONTRACT, TORT, OR ANY OTHER LEGAL THEORY AND IRRESPECTIVE OF WHETHER COMPANY HAS NOTICE OF THE POSSIBILITY OF SUCH DAMAGES. IN NO EVENT SHALL COMPANY BE LIABLE TO CUSTOMER FOR ANY DIRECT DAMAGES IN EXCESS OF THE FEES PAID FOR SERVICES UNDER THIS AGREEMENT BY CUSTOMER TO COMPANY DURING THE SIX-MONTH PERIOD IMMEDIATELY PRECEDING THE EVENT THAT GAVE RISE TO THE CLAIM.
17. **Default; Remedies.** Any of the following events or conditions shall constitute an Event of Default under this Agreement: (a) failure by Customer to make payment when due of any indebtedness to Company or for the Products, whether or not arising under this Agreement, without notice or demand by Company; (b) breach by Customer of any obligation herein; or (c) if Customer ceases doing business as a going concern. If Customer defaults, Company may: (1) require future Services, including Supplies, be paid for in advance, (2) require Customer to immediately pay the amount of the remaining unpaid balance of the Agreement, (3) terminate any and all agreements with Customer, and/or (4) pursue any other remedy permitted at law or in equity. In the Event of Default, remaining payment amounts due will be calculated using the average of the last six months' billing or the amount set forth on the face of the Agreement, whichever is greater, multiplied by the remaining months of the Agreement, to compensate for loss of bargain and not as a penalty. Customer agrees that any delay or failure of Company to enforce its rights under this Agreement does not prevent Company from enforcing any such right at a later time. All of Company's rights and remedies survive the termination of this Agreement. In the event of a dispute arising out of this Agreement or the Products listed herein, should it prevail, Company shall be entitled to collection of its reasonable costs and attorneys' fees incurred in defending or enforcing this Agreement, whether or not litigation is commenced.
18. **Assignment.** Customer may not sell, transfer, or assign this Agreement without the prior written consent of Company. Company may sell, assign or transfer this Agreement.
19. **Notices.** All notices required or permitted under this Agreement shall be by overnight courier such party at the address set forth in this Agreement, or at such other address as such party may designate in writing from time to time. Any notice from Company to Customer shall be effective two days after it has been sent via overnight courier.
20. **Indemnification.** Each party, if promptly notified by the other and given the right to control the defense, shall indemnify, defend and hold harmless the other party, its affiliates, and their respective officers, directors, employees, agents, successors and assigns, from and against all claims by a third party for losses, damages, costs or liability of any kind (including expenses and reasonable legal fees) that a court finally awards such party ("Claims") for bodily injury (including death) and damage to real or tangible property, to the extent proximately caused by the negligent acts or omissions, or willful misconduct of the indemnifying party (or its affiliates) in connection with this Agreement.
21. **Fax/Electronic Execution.** A faxed or electronically transmitted version of this Agreement may be considered the original and Customer will not have the right to challenge in court the authenticity or binding effect of any faxed or scanned copy or signature thereon. This Agreement may be signed in counterparts and all counterparts will be considered and constitute the same Agreement.
22. **Warranty to Execute.** Each party represents and warrants to the other, as an essential part of this Agreement, that: (i) it is duly organized and validly existing and in good standing under the laws of the state of its incorporation or formation; (ii) this Agreement has been duly authorized by all appropriate corporate action for signature; and (iii) the individual signing this Agreement is duly authorized to do so.
23. **Miscellaneous.** (a) Choice of Law. This Agreement shall be governed by the laws of the state of Texas (without regard to the conflict of laws or principles of such states); (b) Jury Trial. CUSTOMER EXPRESSLY WAIVE TRIAL BY JURY AS TO ALL ISSUES ARISING OUT OF OR RELATED TO THIS AGREEMENT; (c) Entire Agreement. This Agreement constitutes the entire agreement between the parties with regards to the subject matter herein and supersedes all prior agreements, proposals or negotiations, whether oral or written; (d) Enforceability. If any provision of this Agreement is unenforceable, illegal or invalid, the remaining provisions will remain in full force and effect; (e) Amendments. This Agreement may not be amended or modified except by a writing signed by the parties; provided Customer agrees that Company is authorized, without notice to Customer, to supply missing information or correct obvious errors provided that such change does not materially alter Customer's obligations; (f) Force Majeure. Company shall not be responsible for delays or inability to provide Products or Services caused directly or indirectly by strikes, accidents, climate conditions, parts availability, unsafe travel conditions, or other reasons beyond Company's control.

State and Local Government Cost Per Image Agreement

Supplier Name & Address:				Agreement No:	
Owner: XEROX FINANCIAL SERVICES LLC – 201 Merritt 7, Norwalk, CT 06851					
CUSTOMER INFORMATION					
Full Legal Name: Town of Chino Valley				Phone Number: 928-636-2646	
Billing Address: 202 N State Route 89			City: Chino Valley		State: AZ
Contact Name:			Contact Email:		
EQUIPMENT					
Quantity	Model and Description		Quantity	Model and Description	
1	Xerox PrimeLink C9070		5	Xerox AltaLink C8145	
☐ See Attached Schedule A Equipment Location (if different from Billing Address):					
METER AND/OR POOL INFORMATION:					
Meter/Pool Name:	Allowance:	Excess Rate:	Meter/Pool Name:	Allowance:	Excess Rate:
B&W	15,000	.0055	Color	10,800	.04
Excess Image Charge Billing Frequency (Monthly if not noted): ☒ Monthly ☐ Quarterly ☐ Other					
TERM		PAYMENT - (Monthly frequency unless otherwise noted)		PURCHASE OPTION - (FMV UNLESS OTHERWISE NOTED)	
Initial Term: (IN MONTHS)	60	Payment (plus applicable taxes): \$ 1,616.49 Frequency: ☒ Monthly ☐ Quarterly ☐ Annually		☒ Fair Market Value ("FMV") ☐ \$1	
CUSTOMER ACCEPTANCE					
BY YOUR SIGNATURE BELOW, YOU ACKNOWLEDGE THAT YOU ARE ENTERING INTO A NON-CANCELLABLE AGREEMENT AND THAT YOU HAVE READ AND AGREED TO ALL APPLICABLE TERMS AND CONDITIONS SET FORTH ON PAGES 1 AND 2 HEREOF.					
Authorized Signer X:			Date:	Federal Tax ID: (Required) 86-0256834	
Print Name:			Title:		
OWNER ACCEPTANCE					
Accepted By: Xerox Financial Services LLC			Name and Title:		
TERMS & CONDITIONS					

1. Definitions. The words "You" and "Your" mean the legal entity identified in "Customer Information" above, and "XFS," "We," "Us," "Owner" and "Our" mean Xerox Financial Services LLC. "Party" means You or XFS, and "Parties" means both You and XFS. "Supplier" means the entity identified as "Supplier" above. "Acceptance Date" means the date You irrevocably determine Equipment has been delivered, installed and operating satisfactorily. "Agreement" means this Cost Per Image Agreement, including any attached Equipment Schedule. "Commencement Date" will be a date after the Acceptance Date, as set forth in Our first invoice, for facilitating an orderly transition and to provide a uniform billing cycle. "Discount Rate" means 3% per annum. "Equipment" means the items identified in "Equipment" above and in any attached Equipment schedule, plus any Software (defined in section 3 hereof), attachments, accessories, replacements, replacement parts, substitutions, additions and repairs thereto. "Excess Charges" means the applicable excess image charges. "Interim Period" means the period, if any, between the Acceptance Date and the Commencement Date. "Interim Payment" means one thirtieth of the Payment multiplied by the number of days in the Interim Period. "Payment" means the Payment specified above, which may include an amount payable to Supplier under the Maintenance Agreement to account for the Monthly Image Allowances listed above, the Excess Charges (unless otherwise agreed by You, Supplier and XFS), Taxes and other charges You, Supplier and XFS agree will be invoiced by XFS. "Maintenance Agreement" means a separate agreement between You and Supplier for maintenance and support purposes. "Origination Fee" means a one-time fee of \$125 billed on Your first invoice, which You agree to pay, covering origination, documentation, processing and other initial costs. "Term" means the Interim Period, if any, together with the Initial Term plus any subsequent renewal or extension terms. "UCC" means the Uniform Commercial Code of the State(s) where XFS must file UCC-1 financing statements to perfect its interest in the Equipment. "Freight Fee" means a fee that We may charge on behalf of the Supplier to cover their costs of shipping supplies to You.

2. Agreement, Payments and Late Payments. You agree and represent that the Equipment was selected, configured and negotiated by You based on Your judgment and supplied by Supplier. At Your request, XFS will acquire same from Supplier to lease to You hereunder and You agree to lease same from XFS. The Initial Term commences on the Acceptance Date. You agree to remit to XFS each Payment as invoiced by Us according to the frequency set forth above. You agree to pay Us all sums due under each invoice via check, Automated Clearing House debit, Electronic Funds Transfer or direct debit from Your bank account by the due date. With Our consent, alternate forms of payment may be accepted subject to a nominal fee. **If any Payment is not paid in full within 15 days of its due date, You will pay a late charge of the greater of 5% of the amount due or \$25, not to exceed the maximum amount permitted by law.** We will make any required adjustment to the aforesaid invoicing/late charge practices in accordance with any applicable prompt payment laws in the state of Your formation once You provide notice thereof. For each dishonored or returned Payment, You will be assessed the applicable fee, not to exceed \$35. Restrictive covenants on any method of payment will be unenforceable.

3. Equipment and Software. To the extent that the Equipment includes intangible property or associated services such as software licenses, such intangible property shall be referred to as "Software." You acknowledge and agree that XFS is not the licensor of such Software, and therefore has no right, title or interest in it and You will comply throughout the Term with any license and/or other agreement ("Software License") with the supplier of the Software ("Software Supplier"). You are responsible for determining with the Supplier whether any Software Licenses are required and entering into them with the Software Supplier(s) no later than 30 days after the Acceptance Date. **YOU AGREE THE EQUIPMENT IS FOR YOUR LAWFUL BUSINESS USE IN THE UNITED STATES, WILL NOT BE USED FOR PERSONAL, HOUSEHOLD OR FAMILY PURPOSES, AND IS NOT BEING ACQUIRED FOR RESALE.** You will not attach the Equipment as a fixture to real estate or make any permanent alterations to it.

4. Non-Cancellable Agreement. EXCEPT FOR A NON-APPROPRIATION EVENT AS DESCRIBED IN SECTION 21 HEREOF, THIS AGREEMENT CANNOT BE CANCELLED OR TERMINATED BY YOU PRIOR TO THE END OF THE INITIAL TERM. YOUR OBLIGATION TO MAKE ALL PAYMENTS IS ABSOLUTE AND UNCONDITIONAL AND NOT SUBJECT TO DELAY, REDUCTION, SET-OFF, DEFENSE, COUNTERCLAIM OR RECOURSE FOR ANY REASON WHATSOEVER, IRRESPECTIVE OF THE PERFORMANCE OF THE EQUIPMENT, SUPPLIER, ANY THIRD PARTY, OR XFS. Any pursued claim by You against XFS for alleged breach of Our obligations hereunder shall be asserted solely in a separate action; provided, however, that Your obligations hereunder shall continue unabated.

5. End of Agreement Options. If a \$1 Purchase Option is designated, You will be deemed to have exercised Your option to purchase the Equipment as of the Acceptance Date. If an FMV purchase option is designated, You are not in default and if You provide no greater than 150 days and no less than 60 days' written notice prior to the end of term to XFS, You may, at the end of the Initial Term or any renewal term ("End Date"), either (a) purchase all, but not less than all, of the Equipment by paying its fair market value, as determined by XFS in its sole but reasonable discretion ("Determined FMV"), plus Taxes, or (b) return the Equipment within 30 days of the End Date, at Your expense, fully insured, to a continental US location XFS shall specify. You cannot return Equipment more than 30 days prior to the End Date without Our consent. If We consent, We may charge You, in addition to all undiscounted amounts due hereunder, an early termination fee. If You have not elected one of the above options, this Agreement shall renew for successive 1-month terms. Either party may terminate the Agreement as of the end of any renewal term on 30 days' prior written notice and by taking one of the actions identified in (a) or (b) in the preceding sentence of this section. Purchase options shall be exercised with respect to each item of Equipment on the day immediately following the date of expiration of the Term of such item, and by the delivery at such time by You to XFS of payment, in form acceptable to XFS, of the amount of the applicable purchase price. Upon payment of the applicable amount, XFS shall transfer Our interest in the Equipment to You on an "AS IS, WHERE IS," "WITH ALL FAULTS" basis, without representation or warranty of any kind.

6. Equipment Delivery and Maintenance. You should arrange with Supplier to have the Equipment delivered to You at the location(s) specified herein, and You agree to execute a Delivery & Acceptance Certificate at XFS's request (and confirm same via telephone and/or electronically) confirming when You have received, inspected and irrevocably accepted the Equipment, and authorize XFS to fund Supplier for the Equipment. If You fail to accept the Equipment, You shall no longer have any obligations hereunder. Equipment may not be moved to another physical location or removed from service without XFS's prior written consent, which shall not be unreasonably withheld or delayed. You shall permit XFS or its agent to inspect Equipment and any maintenance records relating thereto during Your normal business hours upon reasonable notice. You represent You have entered into a Maintenance Agreement to maintain the Equipment in good working order in accordance with the manufacturer's maintenance guidelines and to provide You with Equipment supplies. **You acknowledge that XFS is acting solely as an administrator for Supplier with respect to the billing and collecting of the charges under any Maintenance Agreement. XFS IS NOT LIABLE FOR ANY BREACH BY SUPPLIER OF ANY OF ITS OBLIGATIONS TO YOU, NOR WILL ANY OF YOUR OBLIGATIONS HEREUNDER BE MODIFIED, RELEASED OR EXCUSED BY ANY ALLEGED BREACH BY SUPPLIER.**

7. Equipment Ownership, Labeling and UCC Filing. If and to the extent a court deems this Agreement to be a security agreement under the UCC, and otherwise for precautionary purposes only, You grant XFS a first priority security interest in the Equipment as defined on the first page hereof in order to secure Your performance hereunder. Unless a \$1 Purchase Option is applicable, XFS is and shall remain

the sole Owner of the Equipment, except the Software. You authorize XFS to file a UCC financing statement to show, and to do all other acts to protect, Our interest in the Equipment. You agree to pay any filing fees and administrative costs for the filing of such financing statements. You agree to keep the Equipment free from any liens or encumbrances and to promptly notify XFS if there is any change in Your organization such that a refinancing or amendment to XFS's financing statement against You becomes necessary.

8. Equipment Return. If the Equipment is returned to XFS, it shall be in the same condition as when delivered to You, except for "ordinary wear and tear" and, if not in such condition, You will be liable for all reasonable expenses XFS incurs to return the Equipment to such condition. **IT IS SOLELY YOUR RESPONSIBILITY TO SECURE ANY SENSITIVE DATA AND PERMANENTLY DELETE SUCH DATA FROM THE INTERNAL MEDIA STORAGE PRIOR TO RETURNING THE EQUIPMENT TO XFS. YOU SHALL HOLD XFS HARMLESS FROM YOUR FAILURE TO SECURE AND PERMANENTLY DELETE ALL SUCH CUSTOMER DATA AS OUTLINED IN THIS SECTION.** XFS, Your Supplier or an XFS affiliate may, but are not required to, offer to securely remove all data from all disk drives or magnetic media upon return of the Equipment for an additional fee to cover the cost of the service and/or any replacement parts required.

9. Meter Readings and Annual Adjustments. You agree that Meter Reading submittal is covered by the Maintenance Agreement. At any time after 12 months from the Commencement Date and for each successive 12-month period thereafter during the Term, XFS may increase Your Payment and the Excess Charges by a maximum of fifteen percent (15%) of the then-current Payment therefor and You agree to pay such increased amounts.

10. Assignment. YOU MAY NOT ASSIGN, SELL, PLEDGE, TRANSFER, SUBLEASE OR PART WITH POSSESSION OF THE EQUIPMENT, THIS AGREEMENT OR ANY OF YOUR RIGHTS OR OBLIGATIONS UNDER THIS AGREEMENT (COLLECTIVELY "ASSIGNMENT") WITHOUT XFS'S PRIOR WRITTEN CONSENT, WHICH SHALL NOT BE UNREASONABLY WITHHELD, BUT SUBJECT TO THE SOLE EXERCISE OF XFS'S REASONABLE CREDIT DISCRETION AND EXECUTION OF ANY NECESSARY ASSIGNMENT DOCUMENTATION. If XFS agrees to an Assignment, You agree to pay the applicable assignment fee and reimburse XFS for any costs We incur in connection with that Assignment. XFS may sell, assign or transfer all or any part of the Equipment, the Agreement, and/or any of Our rights at no cost to You. XFS's assignee will have the same rights that We have to the extent assigned, however XFS shall remain liable for Our obligations. YOU AGREE NOT TO ASSERT AGAINST SUCH ASSIGNEE ANY CLAIMS, DEFENSES, COUNTERCLAIMS, RECOUPMENTS, OR SET-OFFS THAT YOU MAY HAVE AGAINST XFS, and You agree to remit Payments to such Assignee if so designated. XFS agrees and acknowledges that any Assignment by Us will not materially change Your obligations hereunder.

11. Taxes. You have represented to XFS that You are currently, and shall continue to be, a tax-exempt entity. In the event You are no longer tax-exempt (or are unable to provide proof thereof to XFS), You will be responsible for, all applicable taxes, fees or charges (including sales, use, personal property and transfer taxes (other than net income taxes), plus interest and penalties) assessed by any governmental entity on You, the Equipment, this Agreement, or the amounts payable hereunder (collectively, "Taxes"), which will be included in XFS's invoices to You unless You timely provide continuing proof of Your tax exempt status. Regardless of Your tax-exempt status, XFS reserves the right to pass through, and You agree to pay, any such Taxes that are actually assessed by the applicable State on XFS as the Owner of the Equipment. For jurisdictions where certain taxes are calculated and paid at the time of agreement initiation, You authorize XFS to finance and adjust Your Payment to include such Taxes over the Term. Unless and until XFS notifies You in writing to the contrary, the following shall apply to personal property taxes and returns. If an FMV purchase option is applicable, XFS will file all personal property tax returns covering the Equipment, pay the personal property taxes levied or assessed thereon, and collect from Your account all such personal property taxes. As compensation for Our internal and external costs in the administration of taxes related to this Agreement, You agree to pay Us a processing fee by asset per year during the Term, "Tax Administration Fee", not to exceed the maximum permitted by applicable law. XFS MAKES NO WARRANTY, EXPRESS OR IMPLIED, REGARDING THE TAX OR ACCOUNTING TREATMENT OF THIS AGREEMENT.

12. Equipment Warranty Information and Disclaimers. XFS HAS NO INVOLVEMENT IN THE DESIGN, MANUFACTURE, SALE, DELIVERY, INSTALLATION, USE OR MAINTENANCE OF THE EQUIPMENT. THEREFORE, XFS DISCLAIMS, AND YOU WAIVE SOLELY AGAINST XFS, ALL EQUIPMENT WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY, NON-INFRINGEMENT AND FITNESS FOR PARTICULAR PURPOSE, AND XFS MAKES NO REPRESENTATIONS WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, THE EQUIPMENT'S SUITABILITY, FUNCTIONALITY, DURABILITY OR CONDITION. Since You have selected the Equipment and Supplier, You acknowledge that You are aware of the name of the manufacturer of each item of Equipment, Supplier's contact information, and agree that You will contact manufacturer and/or Supplier for a description of any warranty rights You may have under the Equipment supply contract, sales order, or otherwise. Provided You are not in default hereunder, XFS hereby assigns to You any Equipment warranty rights We may have against Supplier or manufacturer thereof. If the Equipment is returned to XFS or You are in default, such rights are deemed reassigned by You to XFS. **IF THE EQUIPMENT IS NOT PROPERLY INSTALLED, DOES NOT OPERATE AS WARRANTED, BECOMES OBSOLETE, OR IS UNSATISFACTORY FOR ANY REASON, YOU SHALL MAKE ALL RELATED CLAIMS SOLELY AGAINST MANUFACTURER OR SUPPLIER AND NOT AGAINST XFS, AND YOU SHALL NEVERTHELESS CONTINUE TO PAY ALL PAYMENTS AND OTHER SUMS PAYABLE UNDER THIS AGREEMENT.**

13. Liability and Indemnification. XFS IS NOT RESPONSIBLE FOR ANY LOSSES, DAMAGES, EXPENSES OR INJURIES OF ANY KIND OR TYPE, INCLUDING, BUT NOT LIMITED TO, ANY SPECIAL, INDIRECT, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES (COLLECTIVELY, "CLAIMS") TO YOU OR ANY THIRD PARTY CAUSED BY THE EQUIPMENT OR ITS USE. To the extent permitted by applicable law, You assume the risk of liability for, and hereby agree to indemnify and hold safe and harmless, and covenant to defend, XFS, its employees, officers and agents from and against: (a) any and all Claims (including legal expenses of every kind and nature) arising out of the acceptance or rejection, ownership, leasing, possession, operation, use, return or other disposition of the Equipment; and (b) any and all loss or damage of or to the Equipment. Neither sentence in this Section shall apply to Claims arising directly and proximately from XFS's gross negligence or willful misconduct.

14. Default and Remedies. You will be in default hereunder if We do not receive Payment within 30 days after its due date, or You breach any other material obligation hereunder or any other agreement with Us. If You default, and such default continues for 10 days after We provide notice to You, We may, in addition to other remedies (including disabling or repossessing Equipment and/or requesting Supplier to cease performing under the Maintenance Agreement), immediately require You to do one or more of the following: as liquidated damages for loss of bargain and not as a penalty, pay the sum of (i) all amounts then due, plus interest from the due date until paid at the rate in accordance with the laws of Your State of formation covering state agencies and the applicable codes covering political subdivisions; (ii) pay all remaining Payments in the Term, discounted to date of default at the Discount Rate; (iii) the Equipment's booked residual or if not purchased, require You to return the Equipment as provided herein; and (iv) Taxes. The substantially prevailing party shall pay all reasonable costs, including attorneys' fees and disbursements, in any litigation to enforce this Agreement.

15. Risk of Loss and Insurance. You assume and agree to bear the entire risk of loss, theft, destruction or other impairment of the Equipment upon delivery. You, at Your own expense, (i) shall keep Equipment insured against loss or damage at a minimum of full replacement value thereof, and (ii) shall carry liability insurance against bodily injury, including death, and against property damage in the amount acceptable to us (collectively, "Required Insurance"). All such Equipment loss/damage insurance shall be with lender's loss payable to "XFS, its successors and/or assigns, as their interests may appear," and shall be with companies reasonably acceptable to XFS. XFS shall be similarly named as an additional insured on all relevant liability insurance policies. The Required Insurance shall provide for 30 days' prior notice to XFS of cancellation. **YOU MUST PROVIDE XFS OR OUR DESIGNEES WITH SATISFACTORY WRITTEN EVIDENCE OF REQUIRED INSURANCE WITHIN 30 DAYS OF THE ACCEPTANCE DATE AND ANY SUBSEQUENT WRITTEN REQUEST BY XFS OR OUR DESIGNEES.** You must promptly notify XFS of any loss or damage to Equipment which makes any item of Equipment unfit for continued or repairable use. Insurance proceeds from Required Insurance received shall be applied, at XFS's option, to (x) restore the Equipment so that it is in the same condition as when delivered to You (normal wear and tear excepted), or (y) if the Equipment is not restorable, to replace it with like-kind condition Equipment from the same manufacturer, or (z) pay to XFS the greater of (i) the total unpaid Payments for the entire Term hereof (discounted to present value at the Discount Rate) plus, if an FMV purchase option is designated on the first page hereof, XFS's residual interest in such Equipment (herein agreed to be 20% of the Equipment's original cost to XFS) plus any other amounts due to XFS hereunder, or (ii) the Determined FMV immediately prior to the loss or damage. **NO LOSS OR DAMAGE TO EQUIPMENT SHALL RELIEVE YOU OF ANY OF YOUR REMAINING OBLIGATIONS UNDER THIS AGREEMENT, BUT XFS SHALL APPLY ANY INSURANCE PROCEEDS TO REDUCE THE REMAINING AMOUNTS DUE.** Notwithstanding procurement of Required Insurance, You remain primarily liable for performance under this Section in the event the applicable insurance carrier fails or refuses to pay any claim.

16. Authorization of Signer and Credit Review. This Agreement has been duly authorized, executed and delivered by the Parties in accordance with all applicable laws, rules, ordinances and regulations (including all applicable laws governing open meetings, public bidding and appropriations required in connection herewith) and is valid, legal and binding in accordance with its terms. The person(s) signing this Agreement have the authority to do so, are acting with the full authorization of their governing body and hold the offices indicated below their signatures, each of which are genuine. You agree to furnish financial information, including Your Federal Tax ID, that XFS may request now, which shall accurately represent Your financial condition, and You authorize XFS to obtain credit reports on You in the future should You default or fail to make prompt payments hereunder. XFS represents that it is subject to, and shall abide by, the Xerox Corporation anti-discrimination, equal employment and other policies found at <https://www.xerox.com/en-us/jobs/diversity/policies-and-strategies> and the ethics and compliance policies found at <https://www.xerox.com/en-us/about/corporate-citizenship/ethics>, and that such policies shall control over any similar Customer policies in force.

17. Finance Lease and Customer Waivers. Unless this Agreement is designated to have a \$1 purchase option, the parties agree this Agreement shall be construed as a "finance lease" under UCC Article 2A. Customer waives its rights as a lessee under UCC 2A Sections 508-522.

18. Original and Sole Controlling Document; No Modifications Unless in Writing. This Agreement constitutes the entire agreement between the Parties as to the subjects addressed herein, and representations or statements not included herein are not part of this Agreement and are not binding on the Parties. You agree that an executed copy of this Agreement that is signed by Your authorized representative and by XFS's authorized representative (an original manual signature or such signature reproduced by means of a reliable electronic form, such as electronic transmission of a facsimile or electronic signature) shall be marked "original" by XFS and shall constitute the only original document for all purposes. To the extent this Agreement constitutes UCC chattel paper, no security interest in this Agreement may be created except by the possession or transfer of the copy marked "original" by XFS. IF A PURCHASE ORDER OR OTHER DOCUMENT IS ISSUED BY YOU, NONE OF ITS TERMS AND CONDITIONS SHALL BE BINDING ON XFS, AS THE TERMS AND CONDITIONS OF THIS AGREEMENT EXCLUSIVELY GOVERN THE TRANSACTION DOCUMENTED HEREIN. **SUPPLIER AND ITS REPRESENTATIVES ARE NOT OUR AGENTS AND ARE NOT AUTHORIZED TO MODIFY OR NEGOTIATE THE TERMS OF THIS AGREEMENT. THIS AGREEMENT MAY NOT BE AMENDED OR SUPPLEMENTED EXCEPT IN A WRITTEN AGREEMENT SIGNED BY AUTHORIZED REPRESENTATIVES OF THE PARTIES AND NO PROVISIONS CAN BE WAIVED EXCEPT IN A WRITING SIGNED BY XFS.** XFS's failure to object to terms contained in any communication from You will not be a waiver or modification of the terms of this Agreement. You authorize XFS to insert or correct missing information on this Agreement, including but not limited to Your proper legal name, agreement numbers, serial numbers and other Equipment information, including Equipment substitutions or partial substitutions communicated to Us by the Supplier so long as there is no material impact to Your financial obligations.

19. Governing Law, Jurisdiction, Venue and JURY TRIAL WAIVER. THIS AGREEMENT IS GOVERNED BY, AND SHALL BE CONSTRUED IN ACCORDANCE WITH, THE LAWS OF THE STATE WHERE THE EQUIPMENT IS LOCATED. THE JURISDICTION AND VENUE OF ANY ACTION TO ENFORCE THIS AGREEMENT, OR OTHERWISE RELATING TO THIS AGREEMENT, SHALL BE IN A FEDERAL OR STATE COURT WHERE THE EQUIPMENT IS LOCATED. **UNLESS SPECIFICALLY PROHIBITED BY THE APPLICABLE GOVERNING LAW REFERENCED ABOVE. THE PARTIES HEREBY WAIVE ANY RIGHT TO TRIAL BY JURY IN ANY ACTION RELATED TO OR ARISING OUT OF THIS AGREEMENT.**

20. Miscellaneous. Your obligations under the "Taxes" and "Liability" Sections commence upon execution, and survive the expiration or earlier termination, of this Agreement. Notices hereunder must be in writing. Notices to You will be sent to the "Billing Address" provided on the first page hereof, and notices to XFS shall be sent to Our address provided on the first page hereof. Notices will be deemed given 5 days after mailing by first class mail or 2 days after sending by nationally recognized overnight courier. Invoices are not considered notices and are not governed by the notice terms hereof. Solely for collection purposes, You authorize XFS to communicate with You by any electronic means (including cellular phone, email, automatic dialing and recorded messages) using any phone number (including cellular) or electronic address You provide to Us. If a court finds any term of this Agreement unenforceable, the remaining terms will remain in effect. The failure by either Party to exercise any right or remedy will not constitute a waiver of such right or remedy. If more than one party has signed this Agreement as Customer, each such party agrees that its liability is joint and several. The following four sentences control over every other part of this Agreement: Both Parties will comply with applicable laws. XFS will not charge or collect any amounts in excess of those allowed by applicable law. Any part of this Agreement that would, but for the last four sentences of this Section, be read under any circumstances to allow for a charge higher than that allowed under any applicable legal limit, is modified by this Section to limit the amounts chargeable hereunder to the maximum amount allowed under the legal limit. If, in any circumstances, any amount in excess of that allowed by law is charged or received, any such charge will be deemed limited by the amount legally allowed and any amount received by XFS in excess of that legally allowed will be applied by Us to the payment of amounts legally owed hereunder or refunded to You.

21. Non-Appropriation. This Section is applicable only if the inclusion of a non-appropriation provision is legally required. Your obligation to pay all amounts due hereunder is contingent upon approval of the appropriation of funds by Your governing body. In the event funds are not appropriated for any forthcoming fiscal period equal to amounts due hereunder, and You have no other funds legally available to be allocated to the payment of Your obligations hereunder, You may terminate this Agreement effective on the first day of such fiscal period ("Termination Date") if: (a) You have used due diligence to exhaust all funds legally available; and (b) XFS has received written notice from You at least thirty (30) days before the Termination Date. At XFS's request, You shall promptly provide supplemental documentation as to such non-appropriation. Upon the occurrence of such non-appropriation, You shall not be obligated for any Payment(s) for any fiscal period for which funds have not been so appropriated, and You shall promptly deliver the Equipment to the Dealer (or such other party as We may designate) as set forth in the return provisions hereof.



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting2023

5. f.

Meeting Date: 05/09/2023

Contact Person: Erin Deskins, Town Clerk
Phone: 928-636-2646 x-1208

Department: Town Clerk

Item Type: Consent

AGENDA ITEM TITLE:

Consideration and possible action to approve the March 15, 2023, joint meeting study session minutes.

RECOMMENDED ACTION:

Approve the March 15, 2023, joint meeting study session minutes.

Attachments

Joint Meeting Study Session Minutes March 15, 2023

DRAFT

MINUTES OF THE JOINT STUDY SESSION OF THE TOWN COUNCIL AND PLANNING & ZONING COMMISSION OF THE TOWN OF CHINO VALLEY

WEDNESDAY, MARCH 15, 2023

3:00 PM

CHINO VALLEY COUNCIL CHAMBERS 202 N. STATE ROUTE 89, CHINO VALLEY, AZ

Council Present: Mayor Jack Miller, Vice-Mayor Eric Granillo (remote), Councilmember Annie Perkins,
Councilmember John McCafferty, Councilmember Sherri Phillips, Councilmember Robert Schacherer
Absent: Councilmember Tom Armstrong

Commissioners Present: Chair Chuck Merritt, Vice-Chair Gary Pasciak, Commissioner Teena Meadors, Commissioner Ronald Penn, Commissioner Robert Switzer
Absent: Commissioner William Welker, Commissioner Richard Zamudio

Staff Present: Town Manager Cindy Blackmore; Development Services Director Laurie Lineberry; Human Resources Director Laura Kyriakakis; Economic Development Project Manager Maggie Tidaback; IT Manager Spencer Guest; Deputy Town Clerk Sara Burchill

1. CALL TO ORDER; ROLL CALL

Mayor Miller called the meeting to order at 3:07 p.m.

2. DISCUSSION ITEMS

- a. “Water 101 and 201 for Elected and Appointed Officials” presentation and discussion led by Mark Holmes, Town’s Water Resource Consultant.

Mark Holmes, Water Consultant, presented the following:

- Mr. Holmes gave an overview of the materials he provided to the Council and Commission.
- Part 1 of the presentation would cover the state water management, Prescott Active Management Area, 2014 Town of Chino Valley General Plan and what was laid out for water resources, 2018 strategic plan with regard to water resources, water types and rights, integrated and future water master plan, and regional planning organizations the Town was currently involved with.

State Water Management

- All water was a public resource in Arizona and not privately owned. Individuals could acquire a right to use water, but they did not own it directly.
- Surface water was subject to the doctrine of prior appropriation – first in time, first in right.

- Groundwater was subject to the doctrine of reasonable use and the Groundwater Code.
- The uncertain boundary between surface water and groundwater was called the subflow zone and was currently in adjudication processes.
- Effluent was neither surface water nor groundwater and was owned by the producer of the water supply. Chino Valley had a reclamation facility producing effluent water.
- Mr. Holmes shared a state map showing all 56 basins and sub-basins.
 - Active Management Areas (AMA) had restrictive provisions via the Groundwater Code.
 - Outside AMAs, “percolating” groundwater was subject to the “Doctrine of Reasonable Use.” Landowners could drill a well and pump to any volume they were inclined to such as for a vineyard, or other crops outside the AMA.
- There were five AMAs within Arizona, they included the Prescott AMA, Phoenix AMA, Pinal AMA, Pima AMA, and Tucson AMA.
- Arizona also had Irrigation Non-expansion Areas (INA) including Joseph City and Douglas. These areas were no longer able to expand irrigation for growing crops.
- The Prescott AMA was approximately 450 square miles with two sub-basins: Little Chino and the Upper Agua Fria.
- There were three primary goals to the 1980 Groundwater Management Code including:
 - Control severe overdraft occurring in many parts of the state.
 - Provide a means to allocate the state’s limited groundwater resources to effectively meet the changing needs of the state.
 - The State of Arizona was currently using the same volume of water as in 1959.
 - Augment Arizona’s groundwater through water supply development.
- The Code established three levels of water management to respond to different groundwater conditions including:
 - The lowest level was a state-wide provision that applied to everyone throughout Arizona.
 - The next level applied to INAs.
 - The highest level of management applied to AMAs where groundwater overdraft was most severe. The goal was to get the AMAs into safe yield.
- The Code contained six provisions for the Prescott AMA and was established as a program of groundwater rights and permits.
 - When the AMA was established in 1989 no new acreage could be irrigated for crops.
 - The Prescott AMA was on its fifth management plan to set policies and guidance documents to help various water users in the Prescott AMA with their efficiencies, ordinances, and conservation.
 - Develop a program requiring developers to demonstrate a 100-year assured water supply for new growth.
 - This was classified as subdivisions and established consumer confidence that when they bought a home with a certificate that they would have a 100-year water supply.
 - Requirements to meter and measure water pumped from all large, non-exempt wells.
 - This was done through an annual usage report to the State of Arizona.
 - A program for annual water withdrawal and use reporting.
 - These reports were audited to ensure water use compliance. If violated there could be assessed penalties.

- On average 450,000-acre feet (AF) of water was delivered to the area via natural weather patterns every year, but less than 2% of that would be recharged to the aquifer system. This was due to:
 - Evaporation due to the arid climate
 - Transpiration by plants, shrubs, trees, and grasses
 - Runoff of roadways, rooftops, parking lots, etc.
 - Interception – collection methods keeping the water from reaching the ground.
 - 20+ year drought conditions/climate change
 - These lead to less precipitation per year, or the precipitation came all at once and it was not enough time for the water to soak into the ground and reach the aquifer.
- Mr. Holmes shared the 2019 Water Budget for the Prescott AMA.
 - Exempt wells were the third largest, by aggregate, water user in the Prescott AMA at 2,744 AF/year.
 - The total water demands were 29,357 AF/year.
 - The water supplies available included natural recharge, artificial recharge, incidental recharge, and surface water were 9,321 AF/year meaning the Prescott AMA was over drafting 20,036 AF/year.
 - On average the water table was dropping two and a half feet per year.
 - The consequences of not solving the over drafting could include:
 - Reduction of groundwater storage. Once depleted the aquifer could crush and no longer be able to hold the amount of water it once held.
 - Less certainty of future water supplies.
 - Decline in water levels.
 - Wells could require deepening.
 - Wells or land could go dry and be required to haul water. This was occurring on the west side of Chino.
 - Increase in pumping and drilling costs.
 - Reduction in discharge to springs and streams. Over the last 20 years the Del Rio Springs into Sullivan Lake were almost non-existent.
 - Land subsidence and earth fissures could occur. This was occurring in Phoenix, Scottsdale, and Tucson. This could lead to deteriorating value of property and could prevent future building. This had not happened in Chino yet.
 - Water quality problems could increase. As the water continued to drop the origin of water going to wells could change direction and possibly introduce new levels of arsenic, fluoride or other contaminants that would need to be dealt with.

Chino Valley 2014 General Plan

- Questions had been posed during previous Council meetings regarding Chino Valley's plans regarding water. The 2014 General Plan vision for Water Resources was to "encourage sustainable water resource management and protect water quality as the Town grows."
- Defining sustainable water resource management required three things:
 - Support of social programs.
 - Economic programs.
 - And environmental programs. Without one the Town could not truly integrate sustainable water resource management or planning.
 - This was true for both water quantity and quality.
- Sustainable planning required looking at potable water (groundwater), wastewater that was being treated and recharged to the aquifer, and stormwater that reached the aquifer.

- Goal 2 of the 2014 General Plan was to expand indoor/outdoor water conservation and rain catchment through education to existing home and business owners and regulation methods for all new construction.
- Goal 3 was to promote the expansion of the Town's municipal water distribution system and sewer collection system, and expansion of the reclamation facility.
- Goal 4 was to increase future water resource augmentation for Chino Valley including:
 - Water imported from the Big Chino
 - Expansion of the sewer system and recycled water supplies
 - Stormwater management
- Goal 5 was to encourage new residential development to install paved roads that were designed with proper construction materials and drainage features to control dust and erosion.
- Goal 6 was to update regulations for paving driveways, parking areas, and stormwater requirements for business uses.
- Goal 7 was to assess new developments for potential air and water impacts.
 - Mr. Holmes participated with Development Services in assessing every new development that went through the pre-application process in helping guide the development toward the General Plan goals.

Chino Valley 2018 Strategic Plan

- Mr. Holmes highlighted some major points from the strategic plan:
 - The Town recognized that conservation was costly and stated, "While the conservation of water, clean air, and other natural resources is noble, it is also costly. To encourage conservation, Council determined that assisting with funding such efforts was necessary." This was ongoing and staff was trying to find the right projects to partner with for enhanced water management.
 - Plans for bond election to finance infrastructure acquisition went forward but failed in the vote.
 - The Brightstar Development Agreement and water rights had been completed and adopted.
 - Municipal sewer and water service had been extended to Old Home Manor which was important for development and project approval in that area. The Town was now working on extending water to the east side of the property.

Types of Water Rights

- Wet Water Rights
 - Irrigation Grandfathered Groundwater Rights
 - This was used for agricultural lands prior to the creation of the Prescott AMA in 1999.
 - Agriculture was defined as groundwater applied to lands for the growing of plants or parts of plants for consumption or for sales.
 - Once the AMA was established the creation of new agricultural lands was frozen and the existing rights became grandfathered.
 - Type 1 – Non-irrigation Water Rights
 - The Town had this water right tied to two ball fields at Old Home Manor (OHM).
 - Water usage had to meet AMA requirements and the water must be withdrawn from the lands.
 - Type 2 – Non-irrigation Water Right
 - This was a mobile water right and very versatile. Unrestricted uses could apply to dairies, mobile home parks, commercial enterprises, industrial complexes, mining or sand and gravel operations, etc.

- If a business came into Town and did not have access to Town infrastructure, the Town could move one of its Type 2 water rights to that property providing them with water until Town infrastructure could reach them.
 - It could not be used for anything that required an assured water supply (subdivisions).
 - Service Area Water Rights
 - The Town had this right.
 - This was designed for municipal water service areas or private water companies.
 - This was the only increasing water right and serviced non-100-year assured water supply developments.
 - When Walgreens came to Chino Valley the Town used its Service Area Right to serve Walgreens. It could service any and all non-subdivision developments.
 - Use of the water had to meet all AMA management plans.
- Paper Water Rights
 - Extinguishment Credits
 - These were prior water rights that were converted into extinguishment credits that may be pledged towards a 100-year assured water supply.
 - Developers coming to Chino Valley could approach the Town to acquire these rights or use a water brokage to purchase those rights.
 - It was paper water that provided a legal volume of water to go towards the certificate of assured water supply.
 - The town had an Ordinance drafted in 2007 that required the sale of Town owned credits to be sold for \$25,000 per AF. An assured water supply required a block of 100 AF.
 - The Town currently owned 8,427 AF of extinguishment credits. When converted to assured water supply credits it would 84.27 AF of assured water supply credits. With eight homes to 1 AF, it didn't allow for a lot of homes.
- Chino Valley's Water Portfolio included all these rights at the following amounts:
 - Extinguishment credits: 8,427.64 AF
 - Type 1 and Type 2 Water Rights: 48.62 AF/yr
 - Service Area Rights: Unlimited
 - Historically Irrigated Acre Water Supplies: 648.42 AF/yr
 - Reclaimed: 238.17 AF/yr (this number would grow with increased sewer connections).

Groundwater

- Groundwater existed underground, was a finite volume, and considered a non-renewable water supply. It took hundreds of thousands to millions of years to get there, and humans were pumping it out faster than it could be naturally recharged and replaced.
- Groundwater was primarily recharged in winter months via precipitation. Summertime provided no to very little recharge.
- It could only be accessed by authorization of the Arizona Department of Water Resources (ADWR) and required a legal withdrawal authority.

Surface Water

- Surface water existed within a defined water channel and was considered a renewable water resource. Chino Valley did not have access to this type of water.

- It could be created by storm events, melt water, and/or groundwater discharging into a water channel.
- This was an appropriated water right.

Stormwater

- This water existed as sheet flow or overland flow not within a channel. This was also a renewable water resource, although intermittent, but was underutilized.
- These flows were created by storm events that exceeded the infiltration rate of soils and would flow overland or on impervious surfaces.
- Stormwater collection could be active or passive depending on the collection method.

Reclaimed Water

- The Town was reclaiming and treating wastewater and was considered a renewable water supply as it could be used repeatedly.
- This resource could be used towards an assured water supply certificate.
- It could be stored underground or used to recharge the aquifer.

Integrated Water Master Plan

- This was a series of Master Plans and were the most critical documents for the Town. It included:
 - Water Resource Master Plan
 - Water System Master Plan
 - Sewer Master Plan
 - Reclaimed Water Master Plan
 - Capital Improvement Plan (CIP)
- This was first completed for OHM. Once finished the CIP was completed looking at what kind of system improvements the Town needed. These plans were critical to understand what size infrastructure, pressure, fire flows, etc. were needed.
- This project was out for bid and staff hoped to have it in front of Council by June and get it started by July.

Regional Water Organizations

- The Town participated in several Regional Water Organizations including:
 - Northern Arizona Municipal Water Users Association (NAMWUA)
 - Upper Verde River Watershed Protection Coalition (UVRWPC)
 - Groundwater Users Advisory Council (GUAC)

Mark Holmes, Council, and Commissioners discussed the following:

- One Councilmember expressed that he didn't want the Town to give up on the private water companies as outlined in the 2018 Strategic Plan even though it failed at election. Staff stated that it was still being worked on.
- It was asked if Mr. Holmes felt that the estimate of .5 AF of water usage per home per year was accurate. Mr. Holmes stated that it could be a conservative number, but 1 acre foot was too large.
- A study was referenced that stated Chino Valley went from 92 gallons per day per person to 72 gallons per day per person. Council asked if that was a realistic number. Mr. Holmes stated that it was when considering the use of newer appliances and fixtures that use less water to meet the plumbing code. Mr. Holmes estimated that it was probably closer to 68 gallons per person per day. In 2005 Prescott had higher water demand than they could deliver. They hired a conservation specialist and cut their water demands by 20% in five years.

- One Commissioner expressed that it was difficult to know what the actual water usage was per person with the number of exempt wells the Town had. Mr. Holmes stated that those numbers were an estimate.
- It was asked if the Town was planning to do any giveaways or incentives for low water use. Mr. Holmes stated that the Town was awarded a Bureau Reclamation Grant and incentives were being looked at. While expensive, turf replacement was the biggest return as outdoor water uses were 60% of the total water demands and that water was single use and then gone, whereas what was used inside the home was sent to a plant and treated and used again.
- One Commissioner asked if there was any reclamation from septic systems. Mr. Holmes stated that septic systems were not designed to recharge the aquifer and when they did they violated the clean water act by introducing contaminants into the groundwater system. This happened in the Chino Meadows subdivision which was platted in the 1970's with six to eight septic systems per acre. That density and volume of use was enough to contaminate the aquifer. The Town had to take action to remedy the situation and put the homes on sewer.
- A Councilmember inquired about stormwater drainage and whether the Town had plans to store stormwater. Mr. Holmes stated that subdivisions had to meet drainage engineer requirements so that the water went into a community open space or drainage accessory that allowed them to retain a volume of water to meet stormwater requirements. The Town was 90% there. Total state water demands equated to what was being used in 1959.
- One Commissioner wondered how many people were served by exempt wells compared to how many were served by Town water. Mr. Holmes speculated that within Chino Valley and three miles of the corporate boundary there were 8,000 exempt wells give or take a few hundred. The Department of Water Resources would have the numbers on how many were served through Chino Valley's seven water service providers. The commissioner was hoping to understand the ratio of water usage between wells and water providers. Mr. Holmes stated that the State had attempted to find volunteers to have a meter put on their well and there had not been any takers.

Mark Holmes presented the following:

Certificates of Assured Water Supply

- Required for residential, commercial, or industrial subdivisions on parcels less than 36 acres to instill consumer confidence that there would be water for 100 years. This only applied within AMAs.
 - To get this certificate a landowner must:
 - Prove that water existed under or near the property for 100 years via groundwater modeling which could take a year or longer to complete.
 - Have legal water rights.
 - Prove continuous water availability every year for 100 years with no interruptions.
 - Prove financial capabilities to build all appurtenances needed to deliver water to each customer.
 - Prove water met safe drinking water standards.
 - Meet management goals of safe yield.
 - Meet management plans.
- One Commissioner expressed that the State was issuing these 100-year certificates, but that wasn't necessarily the case. One of the newest subdivisions in a specific area obtained the certificate and drilled wells that were not providing water for 100 years. Mr. Holmes stated that underground was a dynamic environment and what may have been

current and correct information then, may not be the case now. Best case scenario was to get with a service provider serving certificated lands.

Designation of Assured Water Supply (DAWS)

- Prescott was the only DAWS provider within the Prescott AMA as they had proven that they met all the following goals throughout their entire water service area:
 - Physical water availability
 - Legal water availability
 - Continuous water availability
 - Financial capabilities
 - Water quality
 - Management plans and goals
- Prescott issued a notice of intent to developers to serve the developments and the State no longer had to be involved.
- The designation was good for 15 years and would then have to be reapproved with new conditions being recognized such as overdraft.

Analysis of Assured Water Supply (AAWS)

- Landowners could apply for this to protect their water for 10 years by meeting one or more of the following:
 - Proving physical availability.
 - Having legal water availability.
 - Having continuous water availability.
 - Meeting management plans and goals.
- Once the State signed off on it, anyone coming in could not impact that 100-year volume of water.
- Could be extended for up to two 5-year terms if money had been spent on development.

Physical Availability Determination (PAD)

- This was an ADWR application to determine how much water was available for 100 years for an applicant.
- The groundwater model had to be approved by ADWR.
- Water pumped for 100 years could not impact existing CAWS, DAWS, or AAWS lands.
- The water table could not drop below 1,000 feet below land surface at the 100-year mark.

Indirect Potable Reuse (IPR)

- This was the most common approach in Arizona for recycling and reusing reclaimed water supplies.
- Wastewater was treated to the highest standards, recharged into the ground for storage, recovered at another location in the future and served to the public as potable drinking water through their distribution systems. This closed the loop on reclaimed water.
- Required an aquifer protection permit issued by ADEQ, as well as a recharge permit, underground storage facility permit, and recovery well permit all issued by ADWR.

Permitted Recovery Well (RW)

- These were allowed by an ADWR permit process that showed the placement of the recovery was either within the area of impact (AOI) or outside an AOI.
- RW within the AOI did not need to perform a PAD.
- RW outside the AOI would have to prove water was available for 100 years.
- The Town had four wells within the AOI.

Dry Lot Subdivisions

- A dry lot subdivision with 6-20 lots had to complete the following:
 - No less than 1 acre of land per lot, and 100 feet between the well and septic.
 - Complete a PAD whereby the water could not drop below 400 feet below land surface at the 100-year mark. This was becoming more and more challenging as Chino Valley's water table was dropping 2.5 feet per year.
 - Ensure safe drinking water for water customers whether from the aquifer or home treatment system.
- A dry lot subdivision with 21-49 lots had the same requirements as well as:
 - Meet Prescott AMA safe-yield goal. This was done via paper water rights.
- A dry lot subdivision with 50 lots or more must meet the same requirements as above as well as:
 - Meet the Prescott AMA Management Plans (plumbing code requirements, conservation, efficiency, gallons per capita, etc.).

Wild Cat Subdivisions

- These subdivisions were the result of splitting a parcel and the splitting of subsequent split parcels that get split further.
- These lot splits circumvent the assured water supply laws of the Prescott AMA.
- Each lot would most likely have a private well and septic system.

Town Water Resource Activities for the Last 20 Years

- OHM was purchased in the late 90s for its water rights and town needs. The Town had been looking at partnering with Council approved subdivisions.
- The Town had spent a lot of money on Wine Glass Ranch purchasing 216 acres totaling 648 AF/yr that could be imported to Chino for 100 years.
 - The Town had signed an Ordinance requiring the sale of that water at \$45,000/AF providing a \$29 million asset in the Big Chino.
 - Those water sales would allow for the capital investment in the water transportation infrastructure needed to import and mitigate Big Chino pumping.
 - Being three to four miles from the Verde River headwaters the Town would plan to mitigate any impact to the river.
 - The Town had the only two issued water transportation permits issued in the State of Arizona to transport all the water needed from Wine Glass Ranch and 2,788 AF/yr for 100 years from CV/CF Ranch. The housing market collapse in 2008-2009 made the CV/CF Ranch agreement impossible to fulfill, but the permit still existed so that a future owner of CV/CF Ranch could partner with the Town if they chose.
- Town Purchased Extinguishment Credits
 - The Town had purchased extinguishment credits totaling 890 AF in the past few years that could be used for Council approved projects at Old Home Manor or other Council supported projects.
- The Town completed a PAD for the Town's water service area and was awarded a permit in 2022 for the amount of 4,605 AF/yr for 100 years.
 - The Town was currently looking at landowners within the 660 feet of water service area lines and offering that water to protect that water for the service area.
- An AAWS permit application was approved for Old Home Manor and the town was able to protect 1,677 AF of water for 100 years. CAWS, DAWS, or AAWS would not be able to impact that assured water supply. That includes Prescott. If they had had some historical volume that they were legally able to pump under their designation, they may have to lower their pump rates from certain wells so that it did not impact OHM lands.

This was accomplished through the PAD work completed for the Town's water service area.

- The Town was also awarded IPR permits for the Town's three production wells and could make reclaimed water available for Council approved developments that meet the subdivision requirements needing a certificate of assured water. This made an additional 248 AF of reclaimed water available to partner with Council approved projects.
 - Future phases of Bright Star would be using this water and Highlands Ranch was already being served water in this manner.
- The Town was finishing up a PAD for Wine Glass Ranch as the 2008 AAWS was denied for extension because ADWR was requiring a new groundwater model. Once complete the Town was hopeful to receive a PAD permit for 1,835 AF/yr. The project was a 50/50 cost share with The Nature Conservancy as both agencies needed the model for various projects.
- The Town's goal was to not impact the Verde River and hopefully sustain the Verde River. To that end the Town was finishing up a mitigation model that would show where and how much reclaimed water would be required to mitigate any and all pumping at Wine Glass Ranch.
 - Council and Commission inquired how far Wine Glass Ranch was from the Chino Valley water service area and how much it would cost to get the water there. Mr. Holmes stated that it was about eight miles and based on a design concept report completed in 2006 the cost was between \$10 and \$15 Million depending on the alignment of pipelines. Those costs would be higher now.

Water Conservation Plans

- The Town was moving forward with a Drought Response Plan and would include another IGA with the City of Prescott emergency interconnect facility to allow the City to provide water should Chino Valley have a water emergency.

Water Education Information

- The Town and the Upper Verde River Watershed Protection Coalition offer lots of water education information at the public library, post office, or public works. Resources were also available at www.yavapaiwatersmart.org/water-conservation
- The Town UDO also included guidelines and requirements for outdoor landscaping and plumbing fixtures in accordance with the Prescott AMA Management Plans.
- The AMA also had the Fifth Management Plan which included water compliance issues such as:
 - Lost and unaccounted for water.
 - Gallons per capita per day.
 - Best management practices.
 - Conservation requirements.
 - Water strategies.

Mark Holmes, Council, and Commissioners discussed the following:

- One Commissioner asked how to recapture more of natural occurring water and if they could be paid for with grants.
 - The quick answer was yes, and yes. Mr. Holmes hoped that the General Plan would at least make a statement about looking at stormwater capture as a renewable supply of water. A new strategic plan could also look at stormwater capture. Since stormwater was intermittent the projects would have to be significant in size in order to get an amount of water that could be recharged to the aquifer. There was probably not a lot of big money in terms of grants to help with a project of that magnitude.

- Commissioners wanted to know who would be liable in the event that the ADWR issued a 100-year water assurance for a subdivision that went dry before the 100 years. Did anyone ensure the certificate?
 - Water was a state resource managed by the State and towns and cities relied on the State to manage it. It would be a question for an attorney to know who would be liable. As of now that hadn't happened so there had been no court battles to determine liability.
 - Commissioners questioned if it was the Town's fiduciary responsibility to deny developments if they saw the water certificates not giving people the 100 years of water promised. Mr. Holmes stated that expanding sewer would ensure that any well that went dry could get water through Town water service.
- One Councilmember mentioned that even if the Town had a moratorium on growth, importation of water would be needed. What was the plan for the citizens that were on wells to get them onto Town services?
 - Mr. Holmes stated that lands would go dry and they would then be on hauled water. But this was just a band aid until water infrastructure could reach farther out. The councilmember mentioned that he thought it would be unpopular for those on wells to get on Town services. Mr. Holmes stated that the Town was going through "growing pains" and would need to build ahead of development and loop the systems.
- A Commissioner asked if the Rio Verde subdivision in Scottsdale would be setting precedence for Towns providing water.
 - Mr. Holmes stated it was being watched and he believed there would be a solution. He stated that while the Town had its corporate boundary, those outside of it, but still in the area, were our community.
 - The Commissioner asked who was required to provide the water when the state issued the 100-year assured water certificate. The certificate did not dictate who would supply.
- Another Commissioner asked if the state was not doing a good job of evaluating the water supply, should the Town step in to protect buyers? Did Planning & Zoning even have that authority?
 - A Councilmember stated that they made decisions based on code and regulations and water was not one of them. And some of the wells that were currently going dry were only 100 feet deep.
 - Mr. Holmes stated that he had seen where two wells were across the street from each other with vastly different water quality, and water pumping rates, and one went dry and the other didn't. Wells were a small window into the aquifer which was a very dynamic environment and even with all the studies and models it was still just a best guess situation.
- One Commissioner asked if the Town could impose heavier restrictions on dry lot subdivisions.
 - Mr. Holmes stated that would be a question for an attorney.
- One Councilmember stated that with Chino Valley having 13,000 residents in an area of over 100,000 residents, even if the Town did everything perfectly it wouldn't make a dent in the water usage.
 - Mr. Holmes stated that it had to be a collective effort from the entire region and the region was in a good position now making partnerships that were innovative and allowed the municipalities to finance and solve those big issues.
 - One Commissioner mentioned that it was unfair that private well owners often got blamed when there wasn't nearly as many people as were living in Prescott and Prescott Valley using just as much water if not more.

- A Commissioner asked if the Ordinances that set the price of credits and HIA had been updated to current prices.
 - Mr. Holmes stated that staff had talked about doing a valuation study. But after those prices were established, the market crashed, and they left the prices alone. The Town bought for \$240 and sold for \$250 to cover prices of fees and attorneys, etc.
- Members discussed the Town creating an Ordinance similar to Prescott Valley that stated when infrastructure came by someone's property, they would be required to tap in to services.
 - Mr. Holmes stated that sewer would get the Town back a percentage of the water used and was part of the solution. It wasn't a matter of pointing the finger, but as a community to figure out the bigger solutions. Low density was another issue with getting infrastructure to when the lots were five acres or more and a mile of pipe would only reach a few customers.
- One Commissioner asked for Mr. Holmes's professional opinion on when Chino would need to have the infrastructure in place to import the water from Wine Glass Ranch back to Chino.
 - Mr. Holmes stated that the Town's portfolio was very small and he wished the Town had the infrastructure already. He stated it needed to happen as soon as possible. He estimated that in five to ten years the Town would be out of water. Staff would be exploring different ways to get money for the project.

3. ADJOURNMENT

The meeting adjourned at 5:14 p.m.

Jack W. Miller, Mayor

ATTEST:

Erin N. Deskins, Town Clerk

CERTIFICATION:

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the Regular Meeting of the Town Council of the Town of Chino Valley, Arizona held on the _____ day of _____, 2023. I further certify that the meeting was duly called and held and that a quorum was present.

Dated this _____ day of _____, 2023.

Erin N. Deskins, Town Clerk



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting2023

5. g.

Meeting Date: 05/09/2023

Contact Person: Erin Deskins, Town Clerk
Phone: 928-636-2646 x-1208

Department: Town Clerk

Item Type: Consent

AGENDA ITEM TITLE:

Consideration and possible action to approve the April 11, 2023, regular meeting minutes.

RECOMMENDED ACTION:

Approve the April 11, 2023, regular meeting minutes.

Attachments

April 11, 2023 Regular Meeting Minutes

DRAFT

MINUTES OF THE REGULAR MEETING OF THE TOWN COUNCIL OF THE TOWN OF CHINO VALLEY

**TUESDAY, APRIL 11, 2023
6:00 P.M.**

CHINO VALLEY COUNCIL CHAMBERS 202 N. STATE ROUTE 89, CHINO VALLEY, AZ

Present: Mayor Jack Miller; Vice-Mayor Eric Granillo; Councilmember Annie Perkins; Councilmember Tom Armstrong; Councilmember John McCafferty; Councilmember Sherri Phillips; Councilmember Robert Schacherer

Staff Present: Town Manager Cindy Blackmore; Town Attorney Andrew McGuire; Development Services Director Laurie Lineberry; Human Resources Director Laura Kyriakakis; Police Chief Chuck Wynn; Lieutenant Josh McIntire; Public Works Director/Town Engineer Frank Marbury; Audio Visual Technician Lawrence Digges; Deputy Town Clerk Sara Burchill; Town Clerk Erin N. Deskins

1) CALL TO ORDER, PLEDGE OF ALLEGIANCE; ROLL CALL

Mayor Miller called the meeting to order at 6:00 p.m. and led the Pledge of Allegiance.

2) INTRODUCTIONS, PRESENTATIONS, AND PROCLAMATIONS

- a)** Presentation by the Chino Valley Equestrian Association regarding the status of the Chino Valley Equestrian Park located on Town property and their annual report update.

Anderson Cooper, CVEA President, presented the following:

- Mr. Cooper thanked the Council and all the local businesses for their support over the the last 24 months.
- The Association had been enabled to grow from three years ago with a \$12,000 budget to over \$100,000 this year. There would be lots of improvements and lots of partnerships, including national organizations, over the next year.
- They were now the host facility for the Arizona region.
- He introduced Trudy Ruth to present the report.

Trudy Ruth, Treasurer for the CVEA, presented the following:

- Affiliates included Extreme Cowboy Association (EXCA). The park's division was known as the High Plains Tumblers (formerly the Cowboy Challenge). They were now sanctioned and recognized and would be attracting participants from out of town and even out of state.

- They were also affiliated with AZ Working Equitation which was also sanctioned and recognized and would also be bringing in out of town guests.,
- The Association was also affiliated with CVEP Outlaws, Granite Mtn Riders, LASER, Horses w/ Heart, Chase Bank, and the Chino Valley Chamber of Commerce.
- Membership went up to 210 from 144 in 2017. They usually gained more members when events started so they expected that number to grow again. The CVEA offered two levels of membership: the general members could go to the park during open riding and participate in all events; premiere members could go to the park and ride any time during business hours without being limited to just open riding hours.
- Volunteers: They had recorded 5,200 hours YTD. There was probably more that wasn't tracked. They were getting great responses when asking for volunteers.
- 2022 events included: Two barrel run jackpot races, EXCA Cowboy Challenge with four clinics and four competitions, Working Equitation competitions, all-breed horse shows, Granite Mountain Rider events, Masterson Method demonstration (this was a healing method for horses), trailer clinic, ranch riding clinic, alternative medicine demonstration, liberty clinics, open riding days, and Chamber of Commerce Mixer. They also had nine multi-day events and nine events with dry camping.
- Participants and spectators were coming from Tucson, Phoenix Metro, Black Canyon City, Camp Verde, Kingman, Prescott, Prescott Valley, Chino Valley, Paulden, and Dewey.
- CVEA had a lot of sponsors. Most gave \$1,000 or in-kind donations.
- The following are improvements they did in the last year focusing on cleaning up the park:
 - Cleaned 80 acres.
 - Put up a sign on the entrance.
 - Hired a retired gentleman to come to the park and help clean up and level the ground.
 - Acquired a new tractor.
- Outreach was very important for the Association to partner with other non-profits such as LASER, Horses with Heart, and Bethany's Gait. LASER offered pens for emergency situations when animals needed a safe place to go and they were working with CVEA to make improvements. LASER also offered their pens for overnight events provided there was not an active emergency.
- 2022 Financial Report – CVEA brought in over \$72,000 and spent most of it cleaning up the park and putting on horse shows which were judged by accredited judges.
- 2023 Events Scheduled – CVEA currently had three horse shows scheduled, four EXCA competitions, three clinics and three shows by Working Equitation, a saddle fitting clinic, and Masterson Method clinic.
- Using a formula provided by the American Quarter Horse Association CVEA projected that the Town received \$72,832.50 from last year's shows.
- 2023 planned improvements included:
 - Installing a driving court for carriages, buggies, and carts
 - Expanding the trail course
 - Lights for the LASER stalls
 - Parking area and arena II
 - New gates and an auto entry system
 - Water truck
 - Equipment Shed (this was just built)
- The CVEA's main mission for 2023 would be to offer clinics and events to attract new people who had never been to a horse show.

Ms. Ruth and Council discussed the following:

- Council asked if people were able to use the arenas. Ms. Ruth stated that people could rent one or two arenas or the whole park. Information was available on their website at

www.cvequestrianpark.org

- b) Presentation of Proclamation declaring April 2023 as Fair Housing Month.

Vice-Mayor Granillo read the Proclamation for Fair Housing Month.

- c) Presentation of Proclamation declaring April 9 - 15, 2023 "Stand With Me, Be Drug Free" Week presented by MatForce.

Charles Wynn, Police Chief, presented the following:

- Kelly Lee was the Program Manager with MatForce.
- She had left MatForce to go to the DEA and had come back to MatForce.
- She had lots of great programs, but they would be focusing on “Stand With Me, Be Drug Free.”

Kelly Lee, Program Manager with MatForce, presented the following:

- Several years ago members wanted to educate kids on the fact that 80% or more of kids chose not to use drugs. The data was compiled from data received from the Arizona Survey of 8th – 12th graders completed every two years and found that 80-83% of children in that age group did not use drugs.
- Ms. Lee stated that some children thought that using drugs was normal and this program was meant to inform them that it was not normal. This program had been turned into a community event where people could get posters and hang them in businesses and homes. They also hosted a walk at Mortimer Farms which was open to the public and was free including kids events, food, face painting, etc. The walk would be held at 10:00 a.m. on the 15th.

Lieutenant McIntyre read the Proclamation for “Stand with Me, Be Drug Free” Week.

- d) Presentation and recognition of our appreciation to the Arizona Rangers - Granite Mountain Company.

Charles Wynn, Police Chief, presented the following:

- A few weeks ago there was a water issue when Prescott released the flood gates and Perkinsville Road was washed out. The Town had put up barricades and people drove around them, so the area needed to be staffed.
- The Town did not have enough staff to cover the area 24/7, so staff reached out to the AZ Rangers and they immediately responded and were out there for 7 days helping out. They were willing to be there longer, but the Town’s road department did a great job getting in there and fixing the road.
- A \$1,000 donation was made to the group.

- e) Presentation and update on current legislation regarding overnight camping.

Charles Wynn, Police Chief, presented the following:

- This was a discussion item and update. Since the Study Session on this topic the Chief had spoken to code enforcement, attorneys, and looked at current statutes and didn't feel that creating an ordinance would do anything to help the Town. It was not a huge problem, and there was currently case laws coming down that could change things.

Andrew McGuire, Town Attorney, presented the following:

- A few years ago, there was a case from Boise that set the bar high for what the Town could and could not do. Since then, the ninth circuit had gone from preventing criminal penalties to civil penalties as well. However, last week Phoenix had been admonished for not doing anything when presented with the issue. It was a strange middle ground and staff had discussed legal options versus practical options. After the Phoenix case it was clear that the health and safety issues covered by the current code were where the Town needed to put its focus.

Staff, Town Attorney, and Council discussed the following:

- Chief Wynn stated that his recommendation was to improve signage at the parks to include rules regarding park hours, overnight camping, and dog leashes.
- One councilmember was disappointed to hear this as he felt the Town needed to send a clear message that Chino Valley was not a place for homesteading or vagrancy. He asked if the Town was not able to do anything.
 - Mr. McGuire stated that the Town was severely hindered by the case law in the area. The options for dealing with this specific issue were very narrow. They were only left to deal with nuisance behavior and dealing with nuisance behavior was already written into code. The problem came with specifying the type of person causing the nuisance behavior.

Mayor Miller suggested bringing the topic back at a different time, possibly at a study session.

3) **CALL TO THE PUBLIC- Individuals requesting to speak, please complete a Speaker Comment Card and return to the Clerk.**

Call to the Public is an opportunity for the public to address the Council on any issue within the jurisdiction of the Council that is not on the agenda. Public comment is at the discretion of the Council and not required by law. Individuals are limited to speak for three (3) minutes, yielding of time will not be permitted. The total time for Call to the Public may be up to 30 minutes per meeting. Council action taken as a result of public comment will be limited to directing staff to study the matter, scheduling the matter for further consideration and decision at a later date, or responding to criticism. Disrespectful behavior will not be tolerated; this includes loud outbursts, profanity and disruptive discussions among our audience.

Larry Holt presented the following:

- He had attended a community meeting for the planned development of 18 homes on a 20-acre parcel which included 18 wells. The first question for the developer's water expert was "where's the water coming from?" The expert stated that the State had issued a certificate for 100 years. He was then asked why they wouldn't be using Town or Prescott water and the response was that it was not available in the neighborhood and Prescott was not doing residential water to the Town any longer.
- Mr. Holt stated that if the developers didn't start paying to have the infrastructure put in it would never get put in and they would just keep punching holes in the ground.

- Mr. Holt stated that he got to talking with the expert and asked about high arsenic, and the expert stated that yes, the water was a little over the limit. So, Mr. Holt asked what they would do about it and the expert stated that they would put whole home filters on the houses. Mr. Holt inquired if they would disclose the high levels to the buyers. The water expert stated that they didn't do that as there was no requirement to do so. Mr. Holt stated that he asked how the arsenic could get into water and the expert stated that it came from disturbances from the water going up and down, and when they drilled the dirt going into the aquifer carried a little arsenic. Mr. Holt asked if punching 18 holes would increase the arsenic to a level even higher than it already was and the expert stated that could probably happen.
- Mr. Holt stated that the primary responsibility of any government was to provide safety of its citizens. He was asking the Town to consider an emergency ordinance requiring anyone selling a home to have the well tested for arsenic prior to the sell and require a full disclosure of that report's findings. Water districts were required to maintain arsenic at safe levels, test regularly, and provide results to the customer and it should be required of anyone else selling a home.
- He stated that he had contacted the State as well. It was not acceptable because people were being put in homes that may not be safe in 10 years.

4) **CURRENT EVENT SUMMARIES AND REPORTS**

This item is for information only. The Mayor, any Councilmember, or Town Manager may present a brief summary or report of current events. If listed below, there may also be a presentation on information requested by the Mayor and Council and questions may be answered. No action will be taken.

- a) Status reports by Mayor and Council regarding current events.

Councilmember Armstrong thanked Cyndi Thomas and Scott Bruner for the new ramada at the dog park.

Mayor Miller gave kudos to the roads crew for getting Perkinsville Road back up as quickly as they did.

Vice-Mayor Granillo announced Chino Valley Little League would be having its official kick off at the Community Center on Saturday, April 15th starting at 8:00 a.m. The first pitch would be at 1:00 p.m. with games starting at 2:00 p.m.

Councilmember Perkins announced that CAFMA Station 61 would be holding the annual pancake breakfast on April 16th. They were asking for a \$5 donation. Breakfast started at 8:00 a.m. and concluded at Noon. There would be kids activities, auction items, etc. All proceeds would benefit the Firefighter Angel Foundation.

- b) Status report by Town Manager Cindy Blackmore regarding Town accomplishments, and current or upcoming projects.

Cindy Blackmore, Town Manager, reported the following:

- The General Plan was out for the required 60-day public review period through June 6th. Public could click the green Make it Chino button on the Town website to view the plan. Ms. Blackmore thanked all of those who had participated so far and requested more to review the plan and please make more comments.
- Also gave kudos to the roads crew. It was a difficult situation for everyone. The amount of water was unexpected, and they did the best job that they could do. As soon as the water was clear they had that road back up in less than two days. The Town and County Emergency Management was working on putting plans in place to prevent that from happening again.
- Congressman Eli Crane would be at the Town for a Meet & Greet on Thursday, April 13th from 12:30 to 1:30 p.m. He would be talking about drugs in Arizona, health, crime, and how it affects the environment. It was free and open to the public.
- The Police Department had a fraud prevention program going on. The public could attend for free to learn about scams and how to protect themselves from scammers. It would be held on Wednesday, April 19th from 5:00 – 6:00 p.m. at the Chino Valley Library Community Room.
- The Town would be hosting it's annual Clean Up Dump Day on May 5th and 6th from 8:00 a.m. to 5:00 p.m. at Old Home Manor.
- The Town website had more information about all these events.

5) **CONSENT AGENDA**

All those items listed below are considered to be routine and may be enacted by one motion. Any Councilmember may request to remove an item from the Consent Agenda to be considered and discussed separately.

Councilmember McCafferty requested to pull item 5(b) to be heard separately. Vice-Mayer Granillo requested to pull item 5(e) for a later date.

MOVED by Councilmember Annie Perkins, seconded by Councilmember Tom Armstrong to approve Consent Agenda items a, c, d, f, g, and h, holding item e for a later date and discussion.

AYE: Mayor Jack Miller, Vice-Mayor Eric Granillo, Councilmember Annie Perkins, Councilmember Tom Armstrong, Councilmember John McCafferty, Councilmember Sherri Phillips, Councilmember Robert Schacherer

7 - 0 PASSED - Unanimously

- a) Consideration and possible action to ratify the Professional Services Agreement with Lawrence Digges, to provide audio & visual technician services beginning March 27, 2023, through June 30, 2023, in an amount not to exceed \$4,000.
- b) Consideration and possible action to approve a first amendment to the Professional Services Agreement with EHS Support, LLC to provide groundwater recharge site assessment services increasing not to exceed the amount from \$120,957 to \$130,000 and extending the contract term from May 11, 2023, to September 30, 2023.

Mark Holmes, Town Water Consultant, presented the following:

- The Town had an Analysis of Assured Water Supply, as discussed at the last study session, issued for Wine Glass Ranch. This item referred to the Town's big water importation project. The permit was issued in 2008 and the Town tried to renew it, but the State denied the renewal stating they had to use the Northern Arizona Regional Groundwater Flow Model. It was new and had not been used for any other permits prior. The Town then developed a work plan with initial questions developed for ADWR and then scheduled the pre-application meeting.
- November of 2020 EHS provided a scope of work and proposed fee in the amount of \$153,000.
- In January 2021 the Town and Nature Conservancy agreed to a 50/50 cost share of the \$153,000 as they needed that same groundwater model for their own scenarios.
- Also, in January 2021 the Town and EHS signed a Professional Service Agreement to begin the work.
- October 27, 2021, the Town submitted its application for Physical Availability Determination in the amount of approximately 1,800 acre feet per year for 100 years. ADWR issued a letter of deficiency requesting modifications to the model and additional information. Staff had four items to complete which would increase the budget from \$153,000 to \$163,000 based on additional work ADWR wanted the Town to do.
- The staff report included the incorrect contract with EHS. Mr. Holmes provided a new motion for the Council as follows: Move to approve the first amendment to the Professional Services Agreement with EHS dated January 12, 2021, which is increasing the amount from \$153,883 to \$163,883.

MOVED by Vice-Mayor Eric Granillo, seconded by Councilmember Annie Perkins to approve the first amendment to the Professional Services Agreement with EHS dated January 12, 2021, which is increasing the amount from \$153,883 to \$163,883.

AYE: Mayor Jack Miller, Vice-Mayor Eric Granillo, Councilmember Annie Perkins, Councilmember Tom Armstrong, Councilmember John McCafferty, Councilmember Sherri Phillips, Councilmember Robert Schacherer

7 - 0 PASSED - Unanimously

- c) Consideration and possible action to adopt Resolution No. 2023-1221, ordering and calling a special election to be held in and for the Town of Chino Valley, Arizona, on November 7, 2023, designating the election date, the purpose of the election, and the deadline for voter registration.
- d) Consideration and possible action to dissolve the Municipal Property Corporation (MPC).
- e) Consideration and possible action to approve a revised agreement for the purchase of a new bulk water loading station from AquaFlow Int'l, Inc. in the amount of \$68,897.05.
- f) Consideration and possible action to approve the February 14, 2023, study session minutes.
- g) Consideration and possible action to approve the February 14, 2023, regular meeting minutes.

- h) Consideration and possible action to approve the February 28, 2023, joint meeting minutes.

6) **ACTION ITEMS**

The Council may vote to recess the public meeting and hold an Executive Session on any item on this agenda pursuant to A.R.S. § 38-431.03(A)(3) for the purpose of discussion or consultation for legal advice with the Town Attorney. Executive sessions are not open to the public and no action may be taken in executive session.

- a) Consideration and possible action to dissolve the Industrial Development Authority (IDA) and direct staff where to allocate the total funds remaining in the National Bank Of Arizona Business Savings Account.

Erin Deskins, Town Clerk, presented the following:

- The Industrial Development Authority (IDA) met on March 30, 2023, to discuss the option of dissolving the public body. Members had not met since October 14, 2020, and agreed there was no viable reason to continue with the Board.
- Any remaining funds would be returned to the Town's General Fund. As of February 28, 2023, the account held \$3,296.22.
- Staff needed direction from Council where to allocate the money. Staff's recommendation was to return it to the General Fund.

Andrew McGuire and Council discussed the following:

- A question was posed to legal counsel regarding any statutory requirement for this board. IDA's were a popular tool in the past for financing of certain projects within the Municipality. IDA's like the State issued these types of debt which does not involve local IDA's any longer.

MOVED by Vice-Mayor Eric Granillo, seconded by Councilmember Tom Armstrong to dissolve the Industrial Development Authority.

AYE: Mayor Jack Miller, Vice-Mayor Eric Granillo, Councilmember Annie Perkins, Councilmember Tom Armstrong, Councilmember John McCafferty, Councilmember Sherri Phillips, Councilmember Robert Schacherer

7 - 0 PASSED - Unanimously

7) **ADJOURNMENT**

MOVED by Councilmember Sherri Phillips, seconded by Councilmember Tom Armstrong to adjourn the meeting at 6:52 p.m.

AYE: Mayor Jack Miller, Vice-Mayor Eric Granillo, Councilmember Annie Perkins, Councilmember Tom Armstrong, Councilmember John McCafferty, Councilmember Sherri Phillips, Councilmember Robert Schacherer

7 - 0 PASSED - Unanimously

Jack W. Miller, Mayor

ATTEST:

Erin N. Deskins, Town Clerk

CERTIFICATION:

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the Regular Meeting of the Town Council of the Town of Chino Valley, Arizona held on the _____ day of _____, 2023. I further certify that the meeting was duly called and held and that a quorum was present.

Dated this _____ day of _____, 2023.

Erin N. Deskins, Town Clerk



TOWN OF CHINO VALLEY COUNCIL AGENDA ITEM STAFF REPORT

Town Council Regular Meeting2023

2.

Meeting Date: 05/09/2023

Contact Person: Laura Kyriakakis, Human Resources Director
Phone: 928-636-2646 x-1204

Department: Human Resources

**Estimated length
of Staff Presentation:**

Physical location of item: N/A

AGENDA ITEM TITLE:

An executive session pursuant to A.R.S. § 38-431.03(A)(1) for discussion or consideration of employment, assignment, appointment, promotion, demotion, dismissal, or salary of Cindy Blackmore, Town Manager.

Attachments

No file(s) attached.
