

Appendix A

PRICING MATRIX

Band 1

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MP201SPF

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 1 Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$37.02	\$25.50	\$21.15	\$18.20
Cost per Copy	.0065	.0065	.0065	.0065	.0065
Monthly Duty Cycle	45,000	45,000	45,000	45,000	45,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	\$3.32	\$2.30	\$1.90	\$1.63
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	Included	Included	Included	Included
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher - staple only	X	N/A	N/A	N/A	N/A
Hard Disk Drive (80 GB)	X	\$6.10	\$4.20	\$3.50	\$3.00
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays	X	\$6.02	\$4.15	\$3.45	\$2.96
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - optional pricing	X	N/A	N/A	N/A	N/A
Other:					
Postscript	X	Included	Included	Included	Included
Java Card	X	\$2.45	\$1.70	\$1.40	\$1.20
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobil Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mall	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$860.00
Monthly Maintenance	.0065

Appendix A

PRICING MATRIX

Option 1

Band 2

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MP301SPF

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 2 Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$40.28	\$27.75	\$23.02	\$19.81
Cost per Copy	.0065	.0065	.0065	.0065	.0065
Monthly Duty Cycle	60,000	60,000	60,000	60,000	60,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	\$3.61	\$2.50	\$2.06	\$1.80
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	Included	Included	Included	Included
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher- staple only	X	N/A	N/A	N/A	N/A
Hard Disk Drive (80GB)	X	\$5.95	\$4.10	\$3.40	\$2.95
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays -	X	\$5.69	\$3.95	\$3.25	\$2.80
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan Software	X	Included	Included	Included	Included
Staples - optional pricing	X	N/A	N/A	N/A	N/A
Other:					
Postscript	X	Included	Included	Included	Included
Java Card	X	\$2.41	\$1.66	\$1.38	\$1.20
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobil Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mall	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$935.28
Monthly Maintenance	.0065

Appendix A

PRICING MATRIX

Option 1

Band 3

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: SP4410SF

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 3 Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$44.27	\$32.50	\$25.30	\$21.77
Cost per Copy	.0065	.0065	.0065	.0065	.0065
Monthly Duty Cycle	150,000	150,000	150,000	150,000	150,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	N/A	N/A	N/A	N/A
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	Included	Included	Included	Included
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher- staple only	X	N/A	N/A	N/A	N/A
Hard Disk Drive (80GB)	X	\$5.85	\$4.05	\$3.35	\$2.90
Memory Upgrade - 256MB	X	\$1.57	\$1.10	\$0.90	\$0.08
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays -	X	\$4.75	\$3.25	\$2.70	\$2.35
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - optional pricing	X	N/A	N/A	N/A	N/A
Other:					
1 Tray Paperbank	X	\$3.10	\$2.15	\$1.75	\$1.51
Advanced Scanning (One)	X	X	X	X	X
Advanced Scanning (Two)	X	X	X	X	X
Follow Me Print	X	X	X	X	X
Right Fax Connector	X	X	X	X	X
SharePoint Connector	X	X	X	X	X
Hard Drive Surrender	X	X	X	X	X
Mobil Printing	X	X	X	X	X
Alto Imaging- Ultraprint	X	X	X	X	X
Document Mall	X	X	X	X	X
Reform	X	X	X	X	X
Doculex	X	X	X	X	X

Purchase Price	\$1,028.00
Monthly Maintenance	.0065

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PRICING MATRIX

Option 1

Band 4

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: SP4410SF

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 4 Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$44.27	\$32.50	\$25.30	\$21.77
Cost per Copy	.0065	.0065	.0065	.0065	.0065
Monthly Duty Cycle	150,000	150,000	150,000	150,000	150,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	N/A	N/A	N/A	N/A
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	Included	Included	Included	Included
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher- staple only	X	N/A	N/A	N/A	N/A
Hard Disk Drive (specify size)	X	\$5.85	\$4.05	\$3.35	\$2.90
Memory Upgrade - specify maximum RAM	X	\$1.57	\$1.10	\$0.90	\$0.08
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays - large capacity	X	\$4.75	\$3.25	\$2.70	\$2.35
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - optional pricing	X	N/A	N/A	N/A	N/A
Other:					
1 Tray Paperbank	X	\$3.10	\$2.15	\$1.75	\$1.51
Advanced Scanning (One)	X	X	X	X	X
Advanced Scanning (Two)	X	X	X	X	X
Follow Me Print	X	X	X	X	X
Right Fax Connector	X	X	X	X	X
SharePoint Connector	X	X	X	X	X
Hard Drive Surrender	X	X	X	X	X
Mobil Printing	X	X	X	X	X
Alto Imaging- Ultraprint	X	X	X	X	X
Document Mall	X	X	X	X	X
Reform	X	X	X	X	X
Doculex	X	X	X	X	X

Purchase Price	\$1,028.00
Monthly Maintenance	.0065

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PRICING MATRIX

Option 1

Band 5

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: SP5210

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 5 Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$116.15	\$80.00	\$66.36	\$57.11
Cost per Copy	.0065	.0065	.0065	.0065	.0065
Monthly Duty Cycle	200,000	200,000	200,000	200,000	200,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	Included	Included	Included	Included
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	\$7.95	\$5.50	\$4.55	\$3.89
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher- staple only	X	\$2.50	\$2.00	\$1.45	\$1.22
Hard Disk Drive (specify size)	X	Included	Included	Included	Included
Memory Upgrade - 32MB	X	\$1.10	\$1.00	\$0.63	\$0.54
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays -	X	\$7.30	\$5.00	\$4.15	\$3.57
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - purchase price per box	X	\$40.00	\$40.00	\$40.00	\$40.00
Other:					
DOSS	X	Included	Included	Included	Included
Postscript	X	Included	Included	Included	Included
Paper Tray- with casters	X	\$7.78	\$5.40	\$4.45	\$3.82
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobile Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mail	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$2,696.32
Monthly Maintenance	.0065

Appendix A

PRICING MATRIX

Option 1

Band 6

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MP6001SP

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 6 Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$301.96	\$208.00	\$172.54	\$148.50
Cost per Copy	.0046	.0046	.0046	.0046	.0046
Monthly Duty Cycle	300,000	300,000	300,000	300,000	300,000
Monthly Rental Cost	\$400.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	N/A	N/A	N/A	N/A
Cables	X	\$4.45	\$3.05	\$2.52	\$2.18
Fax Software	X	\$18.35	\$12.65	\$10.50	\$9.01
Finisher - booklet - multi-staple, multi-fold	X	\$83.90	\$60.00	\$47.95	\$41.25
Finisher - multi-position staple and hole punch	X	\$99.25	\$68.35	\$56.70	\$48.80
Finisher- staple only	X	\$48.40	\$33.35	\$27.65	\$23.80
Hard Disk Drive (specify size)	X	Included	Included	Included	Included
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays - large capacity	X	\$33.95	\$23.40	\$19.40	\$16.70
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X				
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - purchase price per box	X	\$40.00	\$40.00	\$40.00	\$40.00
Other:					
Postscript	X	\$35.70	\$24.60	\$20.40	\$17.55
Java Card	X	\$2.25	\$1.55	\$1.27	\$1.10
DOSS	X	\$3.10	\$2.15	\$1.77	\$1.55
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobile Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mail	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$7,011.00
Monthly Maintenance	.0046

Appendix A

PRICING MATRIX

Option 1

Band 1C

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MPC2051

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 1 C Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$110.52	\$76.00	\$63.15	\$54.35
Cost per Copy	.0065/.055	.0065/.055	.0065/.055	.0065/.055	.0065/.055
Monthly Duty Cycle	60,000	60,000	60,000	60,000	60,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	Included	Included	Included	Included
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	\$13.80	\$9.50	\$7.86	\$6.77
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	\$34.45	\$23.75	\$19.70	\$16.95
Finisher - staple only	X	\$20.00	\$13.75	\$11.45	\$9.82
Hard Disk Drive (specify size)	X	Included	Included	Included	Included
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays -	X	\$20.75	\$14.25	\$11.80	\$10.16
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - purchase price per box	X	\$40.00	\$40.00	\$40.00	\$40.00
Other:					
Postscript	X	\$7.85	\$5.45	\$4.50	\$3.86
1 Tray Paperbank	X	\$9.30	\$6.40	\$5.30	\$4.56
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobile Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mall	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$2,566.00
Monthly Maintenance	.0065 B&W/.055 Color

Appendix A

PRICING MATRIX

Option 1

Band 2C

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MPC300

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 2 C categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$123.40	\$85.00	\$70.51	\$60.68
Cost per Copy	.0065/.055	.0065/.055	.0065/.055	.0065/.055	.0065/.055
Monthly Duty Cycle	175,000	175,000	175,000	175,000	175,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	\$3.65	\$2.50	\$2.10	\$1.80
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	\$18.20	\$12.55	\$10.40	\$8.95
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher - staple only	X	\$8.95	\$6.15	\$5.10	\$4.38
Hard Disk Drive (specify size)	X	Included	Included	Included	Included
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays - large capacity	X	\$24.50	\$16.85	\$14.00	\$12.03
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - purchase price per box	X	\$40.00	\$40.00	\$40.00	\$40.00
Other:					
Postscript	X	Included	Included	Included	Included
USB Slot	X	Included	Included	Included	Included
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobile Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mail	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$2,865.00
Monthly Maintenance	.0065 B&W/.055 Color

Appendix A

PRICING MATRIX

Option 1

Band 3C

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MPC400

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 3 C Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$143.04	\$98.50	\$81.73	\$70.34
Cost per Copy	.0065/.055	.0065/.055	.0065/.055	.0065/.055	.0065/.055
Monthly Duty Cycle	175,000	175,000	175,000	175,000	175,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	\$3.65	\$2.50	\$2.10	\$1.80
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	\$18.20	\$12.55	\$10.40	\$8.95
Finisher - booklet - multi-staple, multi-fold	X	N/A	N/A	N/A	N/A
Finisher - multi-position staple and hole punch	X	N/A	N/A	N/A	N/A
Finisher - staple only	X	\$8.95	\$6.15	\$5.10	\$4.38
Hard Disk Drive (specify size)	X	Included	Included	Included	Included
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays -	X	\$24.50	\$16.85	\$14.00	\$12.03
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	N/A	N/A	N/A	N/A
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - purchase price per box	X	\$40.00	\$40.00	\$40.00	\$40.00
Other:					
Postscript	X	Included	Included	Included	Included
USB Slot	X	Included	Included	Included	Included
Advanced Scanning (One)	X	\$67.06	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.86	\$13.11	\$10.36	\$8.65
Mobile Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mail	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex	X	TBD*	TBD*	TBD*	TBD*

Purchase Price	\$3,321.00
Monthly Maintenance	.0065 B&W/.055 Color

Appendix A

PRICING MATRIX

Option 1

Band 4C

Proposer: Ricoh USA

Manufacturer: Ricoh USA

Model offered: MPC4502

Copies Allowed per Month

	Rental	Lease	Lease	Lease	Lease
	0	0	0	0	0
Band 4 C Categories	12 Months	24 Months	36 Months	48 Months	60 Months
Monthly Lease Cost	X	\$229.39	\$158.00	\$131.07	\$112.80
Cost per Copy	.0065/.055	.0065/.055	.0065/.055	.0065/.055	.0065/.055
Monthly Duty Cycle	200,000	200,000	200,000	200,000	200,000
Monthly Rental Cost	\$300.00	X	X	X	X
Delivery and Removal	X	X	X	X	X
Address Book Software	X	Included	Included	Included	Included
Automatic Document Feeder	X	N/A	N/A	N/A	N/A
Automatic Reversing Document Feeder	X	Included	Included	Included	Included
Cabinet - large capacity	X	Included	Included	Included	Included
Cables	X	\$4.35	\$3.00	\$2.48	\$2.14
Fax Software	X	\$17.25	\$11.90	\$9.85	\$8.50
Finisher - booklet - multi-staple, multi-fold	X	\$66.15	\$45.60	\$37.80	\$32.55
Finisher - multi-position staple and hole punch	X	\$59.00	\$40.65	\$33.70	\$29.01
Finisher - staple only	X	\$26.70	\$18.40	\$15.25	\$13.15
Hard Disk Drive (specify size)	X	Included	Included	Included	Included
Memory Upgrade - specify maximum RAM	X	N/A	N/A	N/A	N/A
Network & Device Management Software	X	Included	Included	Included	Included
Network Interface	X	Included	Included	Included	Included
Paper Trays - large capacity	X	\$24.16	\$16.65	\$13.85	\$11.90
Print Controller	X	Included	Included	Included	Included
Print Controller - Fiery Print	X	\$174.00	\$119.65	\$99.25	\$85.40
Printer Drivers	X	Included	Included	Included	Included
Scan driver	X	Included	Included	Included	Included
Scan software	X	Included	Included	Included	Included
Staples - purchase price per box	X	\$40.00	\$40.00	\$40.00	\$40.00
Other:					
Postscript	X	\$7.65	\$5.30	\$4.37	\$3.75
DOSS	X	Included	Included	Included	Included
USB Slot	X	Included	Included	Included	Included
2 Tray Paperbank	X	\$20.11	\$13.85	\$11.50	\$9.90
Advanced Scanning (One)	X	\$67.08	\$47.10	\$37.25	\$31.10
Advanced Scanning (Two)	X	\$165.50	\$116.25	\$91.88	\$76.76
SharePoint Connector	X	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan	Incl in Adv Scan
Right Fax Connector	X	\$171.20	\$120.22	\$95.05	\$79.40
Follow Me Print	X	\$59.55	\$41.81	\$33.10	\$27.61
Hard Drive Surrender	X	\$18.66	\$13.11	\$10.36	\$8.65
Mobile Printing	X	\$115.50	\$81.12	\$64.15	\$53.57
Alto Imaging- Ultraprint	X	TBD*	TBD*	TBD*	TBD*
Document Mail	X	\$53.52	\$37.60	\$29.75	\$24.85
Reform	X	\$199.63	\$140.20	\$110.83	\$92.60
Doculex		TBD*	TBD*	TBD*	TBD*
Purchase Price					\$5,326.00
Monthly Maintenance					.0065 B&W/.055 Color