

Exhibit B

RFP 2019-07 - Print Devices and Managed Print Services

General Information and RFP Submission Guidelines

This complete spreadsheet, populated with Suppliers offer data, be returned on USB flash drive along with the signed paper RFP response forms, from the RFP files, as posted in eVA.

<i>Tab Name</i>	<i>Comments</i>
General Info and Guidelines	For all tabs, Please fill in shaded areas ONLY.
Scope	This tab contains a scope description and definitions.
MARKET BASKET (MB) (several device tabs)	These tabs provide a list of sample Items, and are used for evaluation purposes. Follow instruction on each MB tab.
MARKET BASKET-MPS	This tab contains a sample SOW for Managed Print Services. Provide a quote if your company wishes to be considered for award. The pricing will be used in the evaluation process

RFP 2020-12 SCOPE:

Print Devices Managed Print Services

VITA desires to establish statewide contract(s) for Print Devices, Network Scanners and related, optional Managed Print Services, for use by Authorized Users. For each OEM brand awarded, VITA desires access to the entire catalog of products and related services of that brand name OEM manufacturer in order to insure a complete solution. Offerors may quote one or more of the requested Market Basket category tabs and sample items that your firm desires to offer. All pricing should be offered as a discount from Index Price* found at a URL (see Definitions below).

On the following tabs please enter the requested data (import, type or cut/paste from a price list) for your firm's catalog offerings in the category sample segment rows. Expand cell or column width or add rows as needed.

The MARKET BASKET tabs are for use by VITA/SCM for evaluation of sample category item prices. Suppliers are to populate the samples in the various Market Basket tabs, by copying prices from the appropriate cells in the Exhibit C - PRICING spreadsheet. Please format all Market Basket sample model numbers as hyperlinks to that same item in the Exhibit C - Pricing spreadsheet file. VITA/SCM may verify the sample item's contract price (from the catalog URL and discount offered.) that most closely represents the sample item model number or description.

Definitions:

*** Index Price List:**

An "Index Price List" is defined as a list of prices found on a website URL, accessible by Authorized Users. The URL may link to a manufacturer's price list, such as List Price or Suggested Retail Price. The URL may also be a contract price list, such as a GSA Schedule contract or another government contract. The Offeror will offer a Contract Discount¹, which will be calculated against the prices in the Index Price List at the URL provided. The Contract Discount may be a negative or positive value, which, when calculating from the Index Price² for a product or service, results in the Contract Price³ for that specific product or service.

¹ Contract Discount/Percentage Off List Price:

The "Contract Discount" is defined as the percentage value that is used along with the Index Price in calculating the Contract Price.

² Index Price/List Price:

The "Index Price" is defined as the individual price for a solicitation item, product or service, as shown at the URL for the Index Price List.

³ Contract Price/Purchase Price:

"Contract Price" is defined as the result of multiplying the Index Price by the Contract Discount.

Exhibit B- MARKET BASKET - Multi Function

SUPPLIER:	ESI		
MANUFACTURER	HP		
Index Price URL >	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=1		

Instructions: Select a base model device of your choice from your offered brand catalog URL for each sample evaluation model on the table. The percentage discount from Index price must match the category discount offered, as provided in the Exhibit - C Pricing spreadsheet.

Segment	Evaluation Brand and Model Number	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance	Purchase Price for 3 Years	Factor for 12 Month Rental	Cost Per Month for 12 Month Rental	Factor for 36 Month Rental (see note #1 below)	Cost Per Month for 36 Month Rental	Factor for 48 Month Rental (see note #1 below)	Cost Per Month for 48 Month Rental	Factor for 60 Month Rental (see note #1 below)	Cost Per Month for 60 Month Rental	Overage Cost Per Click if Monthly Volume Exceeded	Cost Per Click on Color Copies	Cost for User to Retain Hard Drive, if applicable
7	M428fdn (W1A29A)	\$ 573.72	30.00%	401.60	\$ 60.00	581.60	0.0806	37.37	0.0272	15.92	0.0224	14.00	0.0178	12.15	\$ 0.0185	N/A	\$50.00
7a	M428fdn (W1A29A)	\$ 573.72	30.00%	401.60	\$ 133.20	801.20	0.0806	43.47	0.0272	22.02	0.0224	20.10	0.0178	18.25	\$ 0.0185	N/A	\$50.00
8	M528f (1PV65A)	\$ 2,477.99	30.00%	1,734.59	\$ 60.00	1,914.59	0.0806	144.81	0.0272	52.18	0.0224	43.85	0.0178	35.88	\$ 0.0138	N/A	\$50.00
8a	M528f (1PV65A)	\$ 2,477.99	30.00%	1,734.59	\$ 165.60	2,231.39	0.0806	153.61	0.0272	60.98	0.0224	52.65	0.0178	44.68	\$ 0.0138	N/A	\$50.00
9	M631h (J8J64A & CC487A)	\$ 3,676.05	30.00%	2,573.24	\$ 120.00	2,933.24	0.0806	217.40	0.0272	79.99	0.0224	67.64	0.0178	55.80	\$ 0.0138	N/A	\$50.00
9a	M631h (J8J64A & CC487A)	\$ 3,676.05	30.00%	2,573.24	\$ 662.40	4,560.44	0.0806	262.60	0.0272	125.19	0.0224	112.84	0.0178	101.00	\$ 0.0138	N/A	\$50.00
10	M631z (J8J65A)	\$ 5,075.21	30.00%	3,552.65	\$ 120.00	3,912.65	0.0806	296.34	0.0272	106.63	0.0224	89.58	0.0178	73.24	\$ 0.0138	N/A	\$50.00
10a	M631z (J8J65A)	\$ 5,075.21	30.00%	3,552.65	\$ 993.60	6,533.45	0.0806	369.14	0.0272	179.43	0.0224	162.38	0.0178	146.04	\$ 0.0138	N/A	\$50.00
10b	M631z (J8J65A)	\$ 5,075.21	30.00%	3,552.65	\$ 2,152.80	10,011.05	0.0806	465.74	0.0272	276.03	0.0224	258.98	0.0178	242.64	\$ 0.0138	N/A	\$50.00
11	M681f (J8A11A)	\$ 5,073.83	30.00%	3,551.68	\$ 120.00	3,911.68	0.0806	296.27	0.0272	106.61	0.0224	89.56	0.0178	73.22	\$ 0.0070	\$ 0.0500	\$50.00
11a	M681f (J8A11A)	\$ 5,073.83	30.00%	3,551.68	\$ 504.00	5,063.68	0.0806	328.27	0.0272	138.61	0.0224	121.56	0.0178	105.22	\$ 0.0070	\$ 0.0500	\$50.00
11b	M681f (J8A11A)	\$ 5,073.83	30.00%	3,551.68	\$ 1,092.00	6,827.68	0.0806	377.27	0.0272	187.61	0.0224	170.56	0.0178	154.22	\$ 0.0070	\$ 0.0500	\$50.00
12	M631z (J8J65A)	\$ 5,075.21	30.00%	3,552.65	\$ 120.00	3,912.65	0.0806	296.34	0.0272	106.63	0.0224	89.58	0.0178	73.24	\$ 0.0138	N/A	\$50.00
12a	M631z (J8J65A)	\$ 5,075.21	30.00%	3,552.65	\$ 1,656.00	8,520.65	0.0806	424.34	0.0272	234.63	0.0224	217.58	0.0178	201.24	\$ 0.0138	N/A	\$50.00
12b	M631z (J8J65A)	\$ 5,075.21	30.00%	3,552.65	\$ 3,643.20	14,482.25	0.0806	589.94	0.0272	400.23	0.0224	383.18	0.0178	366.84	\$ 0.0138	N/A	\$50.00
13	E77830dn with cabinet & fax (X3A61A, X3A84A, Y1G17A & CC487A)	\$ 16,609.84	72.00%	4,650.76	\$ 300.00	5,550.76	0.0806	399.85	0.0272	151.50	0.0224	129.18	0.0178	107.78	\$ 0.0116	\$ 0.0660	\$50.00
	E77830dn with cabinet & fax (X3A61A, X3A84A, Y1G17A & CC487A)	\$ 16,609.84	72.00%	4,650.76	\$ 1,392.00	8,826.76	0.0806	490.85	0.0272	242.50	0.0224	220.18	0.0178	198.78	\$ 0.0116	\$ 0.0660	\$50.00
	E77830dn with cabinet & fax (X3A61A, X3A84A, Y1G17A & CC487A)	\$ 16,609.84	72.00%	4,650.76	\$ 3,062.40	13,837.96	0.0806	630.05	0.0272	381.70	0.0224	359.38	0.0178	337.98	\$ 0.0116	\$ 0.0660	\$50.00
14	E82550dn with 2,000 sheet drawers & fax (X3A79A, X3A72A, Y1G21A & CC487A)	\$ 26,164.43	75.00%	6,541.11	\$ 180.00	7,081.11	0.0806	542.21	0.0272	192.92	0.0224	161.52	0.0178	131.43	\$ 0.0083	N/A	\$50.00
14a	E82550dn with 2,000 sheet drawers & fax (X3A79A, X3A72A, Y1G21A & CC487A)	\$ 26,164.43	75.00%	6,541.11	\$ 1,494.00	11,023.11	0.0806	651.71	0.0272	302.42	0.0224	271.02	0.0178	240.93	\$ 0.0083	N/A	\$50.00
14b	E82550dn with 2,000 sheet drawers & fax (X3A79A, X3A72A, Y1G21A & CC487A)	\$ 26,164.43	75.00%	6,541.11	\$ 2,988.00	15,505.11	0.0806	776.21	0.0272	426.92	0.0224	395.52	0.0178	365.43	\$ 0.0083	N/A	\$50.00
15	E87640dn with cabinet & fax (X3A73A, X3A87A, Y1G16A & CC487A)	\$ 22,107.37	75.00%	5,526.84	\$ 300.00	6,426.84	0.0806	470.46	0.0272	175.33	0.0224	148.80	0.0178	123.38	\$ 0.0093	\$ 0.0620	\$50.00
15a	E87640dn with cabinet & fax (X3A73A, X3A87A, Y1G16A & CC487A)	\$ 22,107.37	75.00%	5,526.84	\$ 1,674.00	10,548.84	0.0806	584.96	0.0272	289.83	0.0224	263.30	0.0178	237.88	\$ 0.0093	\$ 0.0620	\$50.00
15b	E87640dn with cabinet & fax (X3A73A, X3A87A, Y1G16A & CC487A)	\$ 22,107.37	75.00%	5,526.84	\$ 3,348.00	15,570.84	0.0806	724.46	0.0272	429.33	0.0224	402.80	0.0178	377.38	\$ 0.0093	\$ 0.0620	\$50.00
16	E82560dn with 2,000 sheet drawers & fax (X3A79A, X3A75A, Y1G21A & CC487A)	\$ 30,425.30	76.00%	7,302.07	\$ 180.00	7,842.07	0.0806	603.55	0.0272	213.62	0.0224	178.57	0.0178	144.98	\$ 0.0083	N/A	\$50.00
16a	E82560dn with 2,000 sheet drawers & fax (X3A79A, X3A75A, Y1G21A & CC487A)	\$ 30,425.30	76.00%	7,302.07	\$ 1,494.00	11,784.07	0.0806	713.05	0.0272	323.12	0.0224	288.07	0.0178	254.48	\$ 0.0083	N/A	\$50.00
16b	E82560dn with 2,000 sheet drawers & fax (X3A79A, X3A75A, Y1G21A & CC487A)	\$ 30,425.30	76.00%	7,302.07	\$ 4,482.00	20,748.07	0.0806	962.05	0.0272	572.12	0.0224	537.07	0.0178	503.48	\$ 0.0083	N/A	\$50.00
17	P77760z with 4000 sheet drawers & fax (J7Z03A, CC487A & P1V19A)	\$ 27,385.67	76.00%	6,572.56	\$ 300.00	7,472.56	0.0806	554.75	0.0272	203.77	0.0224	172.23	0.0178	141.99	\$ 0.0088	\$ 0.0520	\$50.00

17a	P77760z with 4000 sheet drawers & fax (J7Z03A, CC487A & P1V19A)	\$27,385.67	76.00%	6,572.56	\$2,640.00	14,492.56	0.0806	749.75	0.0272	398.77	0.0224	367.23	0.0178	336.99	\$0.0088	\$0.0520	\$50.00
17b	P77760z with 4000 sheet drawers & fax (J7Z03A, CC487A & P1V19A)	\$27,385.67	76.00%	6,572.56	\$5,808.00	23,996.56	0.0806	1,013.75	0.0272	662.77	0.0224	631.23	0.0178	600.99	\$0.0088	\$0.0520	\$50.00

Note #1: Suppliers must provide a factor for 36 month rental for each segment that they are proposing. Factors must include maintenance cost.
Example: Contract Price X 36 month Factor = Cost per Month for 36 Month Rental.
Factors for 12, 48 and 60 month are optional.

Minimum Specs per Segment

Segment	Copies Per Minute	Monthly Volume Range	Monthly Copies Included (Rented and Purchased Units with Maint.)	Document Feeder	Automatic Features	Fax/Scan to Email Capable	Energy Star Compliant	Duplex	Hard Drive Required
7	10 - 20	1,000 - 6,000	0	N/A	AES	No	Yes	N/A	N
7a	10 - 20	1,000 - 6,000	600	N/A	AES	No	Yes	N/A	N
8	21 - 30	1,000 - 6,000	0	ADF	AES	Yes	Yes	N/A	N
8a	21 - 30	1,000 - 6,000	1,000	ADF	AES	Yes	Yes	N/A	N
9	31 - 40	10,000 - 30,000	0	ADF	AES	Yes	Yes	N/A	N
9a	31 -40	10,000 - 30,000	4,000	ADF	AES	Yes	Yes	N/A	N
10	20 - 30	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
10a	20 - 30	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
10b	20 - 30	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
11	20 - 30 b/w, 20 ppm color	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
11a	20 - 30 b/w, 20 ppm color	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
11b	20 - 30 b/w, 20 ppm color	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
12	31 - 45	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
12a	31 - 45	20,000 - 50,000	10,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
12b	31 - 45	20,000 - 50,000	22,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
13	30 - 45 b/w, 30 ppm color	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
13a	30 - 45 b/w, 30 ppm color	20,000 - 50,000	10,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
13b	30 - 45 b/w, 30 ppm color	20,000 - 50,000	22,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
14	46 - 55	30,000 - 60,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
14a	46 - 55	30,000 - 60,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
14b	46 - 55	30,000 - 60,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
15	40 - 55 b/w, 40 ppm color	30,000 - 60,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
15a	40 - 55 b/w, 40 ppm color	30,000 - 60,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
15b	40 - 55 b/w, 40 ppm color	30,000 - 60,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Y
16	56 - 65	40,000 - 70,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
16a	56 - 65	40,000 - 70,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
16b	56 -65	40,000 - 70,000	45,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
17	66 - 85	60,000 - 130,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
17a	66 - 85	60,000 - 130,000	25,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N
17b	66 - 85	60,000 - 130,000	55,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	N

note: shading denotes must fill cells
 shading denotes optional fill cells

Accessories for Segment 7
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

20

 % off List

Accessories for Segment 9
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

20

 % off List

Accessories for Segment 11
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

20

 % off List

Accessories for Segment 13
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

55

 % off List

Accessories for Segment 15
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

55

 % off List

Accessories for Segment 17
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

55

 % off List

Accessories for Segment 8
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

20

 % off List

Accessories for Segment 10
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

20

 % off List

Accessories for Segment 12
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

20

 % off List

Accessories for Segment 14
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

55

 % off List

Accessories for Segment 16
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more

55

 % off List

Exhibit B - Market Ba

SUPPLIER:

ESI

MANUFACTURER

HP

Index Price URL >

https://government.hp.com/content_detail.aspx?contentid=16788

Instructions: Select a base model device of your choice from your offered brand catalog

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include ink)
46	HP T2600 (3EK15A)	\$ 11,995.00	28.50%	\$ 8,576.43	\$ 486.33

Fixed Spread Rate (in decimal format)

Term

0.0272	36 Months
0.0224	48 Months
0.0178	60 Months
0.0173	72 Months
0.0158	84 Months

Minimum Requirements for

Segment	Minimum Scanning Width	Minimum Printing Width	Print Speed 2 D size prints per minute	Optical Resolution 600 x 600 DPI	Scan Formats TIFF, PDF, JPG
46	36"	36"			
		*****Ink/Toner cannot be included as a standard			
		*****VITA will allow ink/toner to be			
	"D"	D-sized drawings (24" x 36")			

Accesso

Vendor is provide a percentag

Vendors propose

note:



shading denotes must fill cells

shading denotes optional fill cells

sket - Color Wide Format MFP Ink High

agencyid=1

g URL for each sample evaluation model on the table. The percentage discount from Index price

True Purchase
Price for 3
Years
\$ 10,035.42

Color Wide Format MFP Ink High Devices

Minimum Warranty	Connectivity Type	Integrated Touch Screen	Minimum Hard Drive	Minimum Memory	Charge Coupled Device Scanner Technology	Ability to Handle Two Media Rolls
One Year On Site Next Bus. Day	Ethernet 10/100	Y	80 GB	320 MB	Y	Y

rd accessory. DGS has established contracts for ink and toner.
purchased only at the time of the sale of the device.

ries for Segment 46
ge off list (list must be publicly available)
d price must be 20% or more

22 % off List

Exhibit B - Market Basket - Color Wide Format MFP Ink High

SUPPLIER: ESI

MANUFACTURER

HP

Index Price URL >

https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=1

Instructions: Select a base model device of your choice from your offered brand catalog URL for each sample evaluation model on the table. The percentage discount from Index price must match the category discount offered, as provided in the Exhibit C - Pricing spreadsheet.

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include ink)	True Purchase Price for 3 Years
47	HP PWXL 4100 MFP (J2V02H)	\$ 26,040.00	28.50%	18,618.60	0.00	18,618.60
includes 3 year warranty in purchase price						
Fixed Spread Rate (in decimal format)						
	Term					
	0.0272 36 Months					
	0.0224 48 Months					
	0.0178 60 Months					
	0.0173 72 Months					
	0.0158 84 Months					

Minimum Requirements for Color Wide Format MFP Ink High Devices

Segment	Minimum Media Rolls	Print Speed	Minimum Printing Width	Minimum Print Resolution	Minimum Warranty	Connectivity Type	Energy Star Compliant	Minimum Hard Drive	Minimum Memory
47	2	10 D size prints per minute	36"	1200 x 1200 DPI	One Year On Site Next Bus. Day	Ethernet 10/100	Y	60 GB	1 GB

****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.
 ****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

Accessories for Segment 47
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more

22 % off List

note:

shading denotes must fill cells
 shading denotes optional fill cells



Exhibit B - Market Basket - Large Format BW Toner Based Technical & Cad Drawing Device

SUPPLIER:	ESI
MANUFACTURER	HP
Index Price URL >	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=1

Instructions: Select a base model device of your choice from your offered brand catalog URL for each sample evaluation model on the table. The percentage discount from Index price must match the category discount offered, as provided in the Exhibit C - Pricing spreadsheet.

Segment	Evaluation Model	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance (Does not include Toner)	True Purchase Price for 3 Years
48	HP T1600 (3EK11A)	\$ 6,145.00	28.50%	\$ 4,393.68	\$ 303.00	\$ 5,302.68

Fixed Spread Rate (in decimal format)	Term
0.0272	36 Months
0.0224	48 Months
0.0178	60 Months
0.0173	72 Months
0.0158	84 Months

Minimum Requirements for Large Format BW Toner Based Tech Cad Drawing Devices

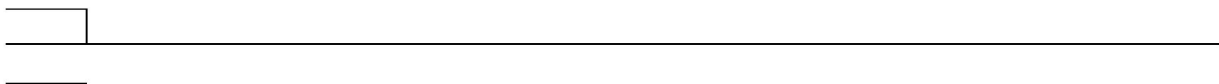
Segment	Minimum Output Width	Minimum Hard Drive Size	Minimum Memory	Minimum Warranty	Connectivity Type	Maximum Print Resolution	Roll Feed
48	36"	60 GB	320 MB	One Year On Site Next Bus. Day	Ethernet 10/100, USB	2400 x 1200	Y

*****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.
 ****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

Accessories for Segment 48
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more

note: shading denotes must fill cells
 shading denotes optional fill cells

20 % off List



SUPPLIER ITEM NUMBER	PRODUCT DESCRIPTION	LIST PRICE	CURRENT GSA DISCOUNT (Percentage Amount)	VITA DISCOUNT (Percentage Amount, should be equal to or greater than GSA Discount)
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Exhibit B- MARKET BASKET - High End Ink Jet

SUPPLIER: ESI

MANUFACTURER: HP

Index Price URL >

https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=1

Instructions: Select a base model device of your choice from your offered brand catalog URL for each sample evaluation model on the table. The percentage discount from Index price must match the category discount offered, as provided in the Exhibit

C - Pricing spreadsheet.

Segment	Evaluation Brand and Model Number	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance	Factor for 12 Month Rental	Cost Per Month for 12 Month Rental	Factor for 36 Month Rental (see note #1 below)	Cost Per Month for 36 Month Rental	Factor for 48 Month Rental (see note #1 below)	Cost Per Month for 48 Month Rental	Factor for 60 Month Rental (see note #1 below)	Cost Per Month for 60 Month Rental	Overage Cost Per Click if Monthly Volume Exceeded	Color Cost Per Click	Cost for User to Retain Hard Drive, if applicable
54	HP PageWide Pro 452dw Printer (D3Q16A)	\$ 499.99	28.50%	357.49	\$ 120.00	0.0806	38.81	0.0272	19.72	0.0224	18.01	0.0178	16.36	\$0.0280	\$0.120	\$50.00
54a	HP PageWide Pro 452dw Printer (D3Q16A)	\$ 499.99	28.50%	357.49	\$ 201.60	0.0806	45.61	0.0272	26.52	0.0224	24.81	0.0178	23.16	\$0.0280	\$0.120	\$50.00
55	HP PageWide Pro 577dw MFP (D3Q21A)	\$ 899.99	28.50%	643.49	\$ 120.00	0.0806	61.87	0.0272	27.50	0.0224	24.41	0.0178	21.45	\$0.0240	\$0.120	\$50.00
55a	HP PageWide Enterprise Color 586f MFP (G1W40A)	\$ 2,299.99	28.50%	1,644.49	\$ 120.00	0.0806	142.55	0.0272	54.73	0.0224	46.84	0.0178	39.27	\$0.0192	\$0.080	\$50.00
55b	HP PageWide Enterprise Color 586f MFP (G1W40A)	\$ 2,299.99	28.50%	1,644.49	\$ 921.60	0.0806	209.35	0.0272	121.53	0.0224	113.64	0.0178	106.07	\$0.0192	\$0.080	\$50.00
56	HP PageWide Enterprise Color 586f MFP (G1W40A)	\$ 2,299.99	28.50%	1,644.49	\$ 120.00	0.0806	142.55	0.0272	54.73	0.0224	46.84	0.0178	39.27	\$0.0192	\$0.080	\$50.00
56a	HP PageWide Enterprise Color 586f MFP (G1W40A)	\$ 2,299.99	28.50%	1,644.49	\$ 1,382.40	0.0806	247.75	0.0272	159.93	0.0224	152.04	0.0178	144.47	\$0.0192	\$0.080	\$50.00
56b	HP PageWide Pro Enterprise Color MFP 774; add JetDirect (4PZ43A & J8031A)	\$ 4,052.98	28.50%	2,897.88	\$ 2,028.00	0.0806	402.57	0.0272	247.82	0.0224	233.91	0.0178	220.58	\$0.0130	\$0.072	\$50.00
57	HP PageWide Pro Color MFP 779dn; add JetDirect (4PZ45A & J8031A)	\$ 6,252.98	28.50%	4,470.88	\$ 120.00	0.0806	370.35	0.0272	131.61	0.0224	110.15	0.0178	89.58	\$0.0130	\$0.072	\$50.00
57a	HP PageWide Pro Color MFP 779dn; add JetDirect (4PZ45A & J8031A)	\$ 6,252.98	28.50%	4,470.88	\$ 2,340.00	0.0806	555.35	0.0272	316.61	0.0224	295.15	0.0178	274.58	\$0.0130	\$0.072	\$50.00
57b	HP PageWide Pro Color MFP 779dn; add JetDirect (4PZ45A & J8031A)	\$ 6,252.98	28.50%	4,470.88	\$ 4,680.00	0.0806	750.35	0.0272	511.61	0.0224	490.15	0.0178	469.58	\$0.0130	\$0.072	\$50.00

Note #1: Suppliers must provide a factor for 36 month rental for each segment that they are proposing. Factors must include maintenance cost.

Example: Contract Price X 36 month Factor = Cost per Month for 36 Month Rental.

Factors for 12, 48 and 60 month are optional.

Segment	Copies Per Minute	Monthly Volume Range	Monthly Copies Included (Rented and Purchased Units with Maint.)	Document Feeder	Automatic Features	Fax/Scan to Email Capable	Energy Star Compliant	Duplex	Hard Drive Required	Fax Ready	Network Ready	Wireless 802.11b/g
54	10 - 20	1,000 - 6,000	0	N/A	AES	No	Yes	N/A	No	No	No	Yes
54a	10 - 20	1,000 - 6,000	600	N/A	AES	No	Yes	N/A	No	No	No	Yes
55	21 - 30	1,000 - 6,000	0	N/A	AES	Yes	Yes	N/A	No	Yes	No	Yes
55a	31 - 40	10,000 - 30,000	0	N/A	AES	Yes	Yes	N/A	No	Yes	No	Yes
55b	31 - 40	10,000 - 30,000	4,000	N/A	AES	Yes	Yes	N/A	No	Yes	No	Yes
56	20 - 30 bw, 20 color	5,000 - 20,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Yes	Yes	Yes	Yes
56a	20 - 30 bw, 20 color	5,000 - 20,000	6,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Yes	Yes	Yes	Yes
56b	20 - 30 bw, 20 color	5,000 - 20,000	13,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Yes	Yes	Yes	Yes
57	30 - 45 bw, 30 color	20,000 - 50,000	0	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Yes	Yes	Yes	Yes
57a	30 - 45 bw, 30 color	20,000 - 50,000	15,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Yes	Yes	Yes	Yes
57b	30 - 45 bw, 30 color	20,000 - 50,000	30,000	RADF	AES, APS	Yes	Yes	1:2, 2:2, 2:1	Yes	Yes	Yes	Yes

Accessories for Segment 54

Supplier is to provide percentage off list (list should be publicly available)

Suppliers proposed price must be 20% or more

20 % off List

Accessories for Segment 55

Supplier is to provide percentage off list (list should be publicly available)

Suppliers proposed price must be 20% or more

20 % off List

Accessories for Segment 56

Supplier is to provide percentage off list (list should be publicly available)

Suppliers proposed price must be 20% or more

20 % off List

Accessories for Segment 57

Supplier is to provide percentage off list (list should be publicly available)

Suppliers proposed price must be 20% or more

25 % off List

note:

shading denotes must fill cells

shading denotes optional fill cells



Exhibit B- MARKET BASKET - Envelope Printer

SUPPLIER:

ESI

MANUFACTURER

Neopost

Index Price URL >

https://logi.e-pro.cqipdc.com/External/rdPage.aspx?rdReport=Public.Reports.Report9008_Data

[**Search for Neopost](#)

Instructions: Select a base model device of your choice from your offered brand catalog URL for each sample evaluation model on the table. The percentage discount from Index price must match the category discount offered, as provided in the Exhibit C - Pricing spreadsheet.

Segment	Evaluation Brand and Model Number	List Price	Percentage Off List Price	Purchase Price	Yearly Maintenance	Factor for 12 Month Rental	Cost Per Month for 12 Month Rental	Factor for 36 Month Rental (see note #1 below)	Cost Per Month for 36 Month Rental	Factor for 48 Month Rental (see note #1 below)	Cost Per Month for 48 Month Rental	Factor for 60 Month Rental (see note #1 below)	Cost Per Month for 60 Month Rental	Cost for User to Retain Hard Drive
59	Mach 6	18,995.00	20.00%	15,196.00	1,200.00	0.0806	1,324.80	0.0272	513.33	0.0224	440.39	0.0178	370.49	NA

Note #1: Suppliers must provide a factor for 36 month rental for each segment that they are proposing. Factors must include maintenance cost.
Example: Contract Price X 36 month Factor = Cost per Month for 36 Month Rental.

Segment	Pages Per Min	Min Print Resolution	Auto Duplex	Min Input Capacity
59	50 bw 50 color	600, 1200, 2400	Standard	500 Sheets

Accessories for Segment 59
Supplier is to provide percentage off list (list should be publicly available)
Suppliers proposed price must be 20% or more
20 % off List


note: shading denotes must fill cells
shading denotes optional fill cells

Instructions: Below is a Sample Managed Print Services-Statement of Work.pdf file. Open the file (double-click on icon to open) and prepare a sample contract Statement of Work quote for the services as described.

Embed the SOW/quote document into your response on this tab (Insert/object/create from file/file name). Enter the Total MPS price in cell 4B, below.
(used for evaluation purposes)

 Sample MPS-SOW.pdf	Supplier Name:	ESI	phone:	804-412-5449
	Submitted By:	John Hagerty		email:
	MPS-SOW total price >	\$	6,991.99	

Pricing is per month, based on 60 month term
Assumes all volume on new devices is BW; cost per click
Assumes refresh of devices on pages 5-7 of SOW and MPS
(toner and break/fix service to support)


T:\ESI Bids\VITA Print and MPS RFP\ ESI Final Response\

please populate all yellow shaded cells

OPTIONAL ITEMS: ESI

Technical / Professional Services	Fee	
Basic Single-Function Printer Install (onsite)	\$ 95.00	
Basic Single-Function Printer Install (remote)	\$ 35.00	
Multi-Function Printer Install (onsite)	\$ 115.00	
Multi-Function Printer Install (remote)	\$ 65.00	
WideFormat / DesignJet Install	\$ 95.00	
Technical Services Personnel	\$ 100.00	per hour
Professional Services Engineer	\$ 130.00	per hour
After Hours Support	\$ 150.00	per hour
Advanced MFD Support (remote support of print drivers)	\$ 144.00	annually
ESI-facilitated Hard Drive Erase w/ Certificate (at ESI)	\$ 50.00	
ESI-facilitated Hard Drive Erase w/ Certificate (at customer site)	\$ 140.00	
Removal of Hard Disk Drive (HDD) with return to customer	\$ 50.00	plus cost of new HDD, if required
Secure HDD Destruction with Certificate--remove at ESI	\$ 50.00	plus cost of new HDD, if required
Secure HDD Destruction with Certificate--remove at customer site	\$ 140.00	plus cost of new HDD, if required
ESI MPS Assessment: Inventory & Design	\$ 95.00	per hour, fee will be waived with resulting MPS agreement
IT Services Security Assessment	\$ 120.00	
Additional HP Products		
All other HP A4 desktop single function printers	28.5%	discount off list price
All other HP A4 desktop multi-function printers	28.5%	discount off list price
All HP A4 accessories	20%	discount off list price
All other HP A3 Laser Printers / MFPs	60%	discount off list price
All other HP A3 Accessories	30%	discount off list price
HP Security Manager -- software	15%	discount off list price
HP WebJet Admin -- ESI-assisted installation	\$ 140.00	
Power Protection		
NextGen Surge Protector 120 Volt / 15 Amp	\$ 185.00	per
NextGen Surge Protector 120 Volt / 20 Amp	\$ 195.00	per
RISO ComColor Printers*		
ComColor GD9630, GD7330, FW5230, FW5231, FW5000	22%	discount off list price
*Baseline requirements: Printer, control card kit, required receiving tray & power cord		
ComColor Accessories	16%	discount off list price
RISO Digital Duplicators		
Riso MF9450U, SF9490U, SF9450U, SF5450U, SF5130	25%	discount off list price
Digital Duplicator Accessories	16%	discount off list price
Software: Tracking / Follow Me Printing / Cost Recovery*		
PaperCut	15%	discount off list price
Equitrac	15%	discount off list price
Pharos	15%	discount off list price
Xerox Workplace Suite and Cloud	15%	discount off list price
*software quotes based on license requirements and configuration		
Software: Document / Content Management*		
DocuWare	15%	discount off list price
DocuShare	15%	discount off list price
Square 9	15%	discount off list price
Nuance / NS / Output Management	15%	discount off list price
eFax	15%	discount off list price
XMPie	15%	discount off list price
Lytrod	10%	discount off list price
*software quotes based on license requirements and configuration		
Managed Print Services: MPS for A4 Laser Printers*		Customer-owned assets or devices found in Optional Items tab
MPS Rate for B/W Printed Page (networked printers)	\$ 0.0185	ceiling price per click
MPS Rate for Color Printed Page (networked printers)	\$ 0.125	ceiling price per click
MPS Monthly Flat Rate per B/W Printer (locally connected)	\$14.00	per month
MPS Monthly Flat Rate per Color Printer (locally connected)	\$24.00	per month
Zebra Thermal Printers	\$29.00 - \$35.00	per month
*1: MPS rates for printers includes all: toner, service, labor, parts and other consumables --everything but paper. MPS click charge price is based on monthly minimum volume requirements, either per device or shared across fleet.		
*2: HP printers will receive OEM toner under MPS. OEM Rates are available for other printer manufacturers and will be provided based on fleet composition and volume. Otherwise, non-HP devices will receive generic toner.		
*3: Blended Rate for MFDs and Printers can be applied after an assessment		
*4: Volumes will be established by entity or department.		

*5: HP PageWide & OJPX Inkjet Printers may be eligible for MPS; pricing will vary.

*6: ESI's Managed Print program can support multiple manufacturers in customer's existing printer fleet: HP, Xerox, Kyocera, Dell, Brother, Lexmark & Zebra. Other manufacturers may be supported based on model.

*7: Support of Zebra printers includes parts & labor. Does not include printheads, toner/ink or media.