Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Letter of Transmittal

February 11, 2019

Submitting Organization: Berney Office Solutions on behalf of Xerox Business Solutions
Bid # ACCS-2019-01
Return Date: February 15, 2019 4:00 PM CST

Berney Office Solutions is pleased and honored to respond to BID # ACCS-2019-01, for the Joint Purchasing Agreement for Manufacturer Supplied Technology Equipment with peripherals, software, networking, equipment, maintenance and professional support services bid. Berney Office Solutions understands and accepts the Conditions Governing the Procurement.

Berney is proud of our reputation for partnering with education institutions throughout Alabama. Headquartered in Montgomery, we have grown to become the largest provider of document technology solutions in Alabama. All deliveries, implementation and on-site service will be provided by our local staff throughout the 67 counties across Alabama. Our Customer Care Center, Administration and Billing will be handled here, locally in Montgomery.

We provide customers with complete, customized solutions from network integration and document workflow management to digital multifunction products, managed print service and supplies. We deliver effective, proactive solutions aligned to our customers’ technology goals and objectives.

Berney Office Solutions is a Xerox Company with local management team, which means decisions are prompt and flexible. As a part of the Xerox Business Solutions channel, Berney has access to the support of the world’s leading document management technology and services enterprise, including the industry’s broadest portfolio of offerings.

Doug Singleton will serve as the primary account representative. David Washington will be the marketing supervisor, and is authorized to contractually obligate Berney Office Solutions and authorized to negotiate the contract on behalf of the organization.

Please accept this acknowledgment that we have received the addendum regarding due date.

Thank you for the opportunity, and for clarification of any information in our response, please contact either David or Doug at the numbers below.

Sincerely,

Doug Singleton, VP of Major Accounts
doug.singleton@berney.com
334-271-4750, ext. 4009
334-201-0199 (cell)

David Washington, VP of Sales
david.washington@berney.com
251-660-0710, ext. 4603
251-513-0431 (cell)
Appendix E - Evaluation Submission Form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to JPA-Notification@accs.edu.

Vendor Name: Berney Office Solutions       Updated: February 11, 2019

JPA Website Address: www.berney.com/accs

<table>
<thead>
<tr>
<th>Name(s)</th>
<th>Phone Number(s)</th>
<th>E-mail Address(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary Contract</td>
<td>334-271-4750 Ext: 4009</td>
<td><a href="mailto:Doug.Singleton@Berney.com">Doug.Singleton@Berney.com</a></td>
</tr>
<tr>
<td>Executive(s)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sr. Account/Sales</td>
<td>251-660-0710 Ext: 4603</td>
<td><a href="mailto:David.Washington@Berney.com">David.Washington@Berney.com</a></td>
</tr>
<tr>
<td>Manager(s) (by region</td>
<td>256-883-8700 Ext. 8808</td>
<td><a href="mailto:Matt.Fulmer@Berney.com">Matt.Fulmer@Berney.com</a></td>
</tr>
<tr>
<td>if necessary)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Account/Sales Manager(s) (by region if necessary)</td>
<td>205-663-9991 Ext: 4704</td>
<td><a href="mailto:Don.Dewees@Berney.com">Don.Dewees@Berney.com</a></td>
</tr>
<tr>
<td>Technical Support</td>
<td>334-271-4750 Ext: 4014</td>
<td><a href="mailto:Mark.Young@Berney.com">Mark.Young@Berney.com</a></td>
</tr>
</tbody>
</table>

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

<table>
<thead>
<tr>
<th>Document Name</th>
<th>Page Number(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product and Services Delivery Overview</td>
<td>35</td>
</tr>
<tr>
<td>Geographic Coverage</td>
<td>37</td>
</tr>
<tr>
<td>Availability of Technical Support</td>
<td>39</td>
</tr>
<tr>
<td>Problem Resolution</td>
<td>44</td>
</tr>
<tr>
<td>Customer Satisfaction</td>
<td>46</td>
</tr>
<tr>
<td>Value Added Services</td>
<td>49</td>
</tr>
<tr>
<td>Reporting</td>
<td>57</td>
</tr>
<tr>
<td>Electronic Commerce</td>
<td>63</td>
</tr>
<tr>
<td>Breadth of Offering</td>
<td>65</td>
</tr>
<tr>
<td>Primary Account Representative</td>
<td>111</td>
</tr>
<tr>
<td>References</td>
<td>113</td>
</tr>
<tr>
<td>Pricing Level and Guarantee</td>
<td>115</td>
</tr>
</tbody>
</table>
# Table of Contents

<table>
<thead>
<tr>
<th>Section Letter</th>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Letter of Transmittal</td>
<td>2</td>
</tr>
<tr>
<td>B</td>
<td>Evaluation Submission Form</td>
<td>4</td>
</tr>
<tr>
<td>C</td>
<td>Table of Contents</td>
<td>6</td>
</tr>
<tr>
<td>D</td>
<td>Bid Summary (optional)</td>
<td>8</td>
</tr>
<tr>
<td>E</td>
<td>Response to General Requirements and Specifications</td>
<td>11</td>
</tr>
<tr>
<td>F</td>
<td>Product and Services Delivery Overview</td>
<td>35</td>
</tr>
<tr>
<td>G</td>
<td>Geographic Coverage</td>
<td>37</td>
</tr>
<tr>
<td>H</td>
<td>Availability of Technical Support</td>
<td>39</td>
</tr>
<tr>
<td>I</td>
<td>Problem Resolution</td>
<td>44</td>
</tr>
<tr>
<td>J</td>
<td>Customer Satisfaction</td>
<td>46</td>
</tr>
<tr>
<td>K</td>
<td>Value Added Services</td>
<td>49</td>
</tr>
<tr>
<td>L</td>
<td>Reporting</td>
<td>57</td>
</tr>
<tr>
<td>M</td>
<td>Electronic Commerce</td>
<td>63</td>
</tr>
<tr>
<td>N</td>
<td>Breadth of Offering</td>
<td>65</td>
</tr>
<tr>
<td>O</td>
<td>Primary Account Representative</td>
<td>120</td>
</tr>
<tr>
<td>P</td>
<td>References</td>
<td>122</td>
</tr>
<tr>
<td>Q</td>
<td>Pricing Level and Guarantee</td>
<td>124</td>
</tr>
<tr>
<td>R</td>
<td>Professional Support Services and Solutions</td>
<td>161</td>
</tr>
<tr>
<td>S</td>
<td>Awards</td>
<td>171</td>
</tr>
<tr>
<td>T</td>
<td>Appendix 1 – Certificate of Insurance</td>
<td>174</td>
</tr>
<tr>
<td>U</td>
<td>Appendix 2 – ISO 9001 Certification</td>
<td>176</td>
</tr>
<tr>
<td>V</td>
<td>Appendix 3 - State of Alabama Disclosure Agreement</td>
<td>178</td>
</tr>
<tr>
<td>W</td>
<td>Appendix 4 – Beason-Hammon Act Compliance Form</td>
<td>181</td>
</tr>
<tr>
<td>X</td>
<td>Appendix 5 – Evaluation Submission Form</td>
<td>184</td>
</tr>
</tbody>
</table>
Bid Summary (optional)

Berney Office Solutions, a Xerox Company (Berney); is the largest provider of office technology and solutions in Alabama and the surrounding areas. We are providing service for over 11,000 MFP/copiers and over 23,000 printers (including label printers).

We have continually provided our customers with effective, proactive solutions to keep them at the leading edge of technology. We provide businesses with complete, customized solutions from network integration and document management systems to digital multifunction copiers, printer service and supplies.

Berney Office Solutions has been serving customers for more than 55 years. Headquartered in Montgomery, we also have local support teams based out of Auburn, Birmingham, Dothan, Huntsville, and Mobile, AL. Berney employs approximately 200 people throughout Alabama and the Florida panhandle.

Berney Office Solutions sells the entire full line of Xerox products, from the desktop printers to the high end production units, with all finishing options. We also offer a wide range of software solutions, as well as Managed Print Services. With today’s technology, we integrate these solutions to help customers achieve their document workflow goals. Please see brochures and information included in this proposal.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Response to General Requirements and Specifications

Section beings on following page
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Request for Bid

Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement

MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT WITH PERIPHERALS, SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE AND PROFESSIONAL SUPPORT SERVICES BID
Alabama Community College System and Other Alabama Higher Education Entities

REQUEST FOR BID

INTRODUCTION

1.1 Purpose of This Request for Bid

1.2 Summary Scope of Work

1.3 Scope of Procurement

1.4 Definition of Terminology

CONDITIONS GOVERNING THE PROCUREMENT

2.1.1 Issue of RFP

2.1.2 Clarification and Responses

2.1.3 Deadline to Submit Written Questions

2.1.4 Response to Written Questions/RFP Amendments

2.1.5 Submission of Bid

2.1.6 Bid Evaluation

2.1.7 Selection of Finalists

2.1.8 Clarification from Finalists

2.1.9 Contract Award

GENERAL REQUIREMENTS AND SPECIFICATIONS

3.1 Acceptance of Conditions Governing the Procurement

3.2 Incurring Cost

3.3 Vendor Responsibility

3.4 Serving Subcontractors

3.5 Assembled RFP

3.6 Vendors’ Rights to Withdraw Bid

3.7 Bid Offer Form

3.8 Disclosure of Bid Contents

3.9 No Obligation

3.10 Legal Review

3.11 Governing Law

3.12 Basis for Bid

3.13 Agreement Terms and Conditions

3.14 Vendor Qualifications

3.15 Change in Vendor Representatives

3.16 Equipment and Services Schedules

3.17 Benefit of Cost Reduction

3.18 Bid Terms

3.19 Fiscal Funding

3.20 Insurance

3.21 New Products

SPECIFICATIONS

3.22 Product and Services Delivery Overview

3.23 Reporting

3.24 Electronic Commerce

3.25 Breadth of Offering

3.26 Primary Account Representative

3.27 References

3.28 Pricing Level and Guarantee

3.29 Oral Presentation and Demonstration

3.30 Equipment and Services Schedule

3.31 Scope of Work

3.32 Title Passage

3.33 Quantity Guarantee

3.34 Order of Precedence

3.35 Payment Provisions

3.36 Shipment and Risk of Loss

3.37 Warranties
INTRODUCTION

1.1 Purpose of This Request for Bid

The Alabama Community College System (ACCS) is partnering with other Alabama Higher Education entities to request bids from technology equipment manufacturers and/or dealers on behalf of the System institutions and other authorized entities. The ACCS is comprised of the twenty-three (23) community colleges, two (2) technical colleges, one (1) military institution, and the Alabama Technology Network (Appendix A). Any institutions or programs that may be acquired or added to the ACCS during the life of this contract will automatically be added as entities eligible to procure products from the contract. Any four-year institution or K-12 district/system which wishes to join during the life of this contract may be added as an eligible entity. Additionally, the public K-12, two, and four-year institutions listed in Appendix A are also eligible to purchase from this contract.

Each entity will generate its own purchase orders, payments, etc., and delivery must be made according to the instructions on the purchase order. The intent of this request is to establish an annual contract for technology-related equipment to be purchased on an as-needed basis for the listed entities as needs arise during the contract period.

The purpose of this Request for Bid (RFB) is to establish a contract on a competitive basis with qualified technology equipment suppliers, distributors, and/or manufacturers who shall directly supply the technology equipment and value-added professional services, including software and peripherals, and maintenance and support services to qualified purchasers. Peripheral and computer component manufacturers are excluded from this procurement.

This RFB is not designed to meet the E-Rate requirements specified by the Universal Service Administrative Company. The Alabama Community College System shall not negotiate on behalf of any party with a Letter of Agency. The System shall not certify an FCC Form 470, nor receive and evaluate bids, nor negotiate with service providers of E-Rate products and services.

The Alabama Community College System reserves the right to negotiate with vendors for a product or product line that was not available at the time of the Request for Bid.

The thrust of the RFB is to obtain greater volume price discounts by combining the volume of purchases from participating entities within the State of Alabama with administrative savings that will result from the maintenance of a single, comprehensive contract for each selected vendor.

This RFB is prepared under the authority of ACT No. 2003-392.

This procurement will result in a multiple source award.

Term — Bid awards issued under this Request for Bid shall be for an initial period of one year to renew automatically for one additional year if not canceled by The System prior to the one-year anniversary date of the award letter. The System shall have the option to extend awards for an additional (third) year by giving notice of such extension prior to the two-year anniversary of the award letter.

Summary Scope of Work

The selected vendor(s) shall accept purchase orders from and deliver technology equipment, including general-purpose software and peripherals, to authorized procuring entities. Vendors are required to provide maintenance services on equipment that is purchased. Optionally, vendors may provide installation, training, and support services directly related to the efficient use or operation of the purchased equipment.

1.2 Scope of Procurement

The scope of procurement includes a wide range of manufacturer supplied technology equipment, including peripherals, general-purpose software, maintenance, professional consulting services, and support services. Vendors shall not provide any form of application development services under the terms and conditions of the contract. Educational offerings including special purpose educational software and hardware configurations are included.

Definition of Terminology

This section contains definitions that are used throughout this procurement document, including appropriate abbreviations.

“Contract” means an agreement for the procurement of items of tangible personal property or services.

“Desirable” includes terms such as “may”, “can”, “should”, “preferably”, or “prefers” to identify a sought-after, but discretionary, item or factor.

“Equipment” refers to all technology-related equipment, including but not limited to desktop and laptop computers, servers, workstations, printers, displays, peripherals, LAN hardware, video-conferencing systems, multimedia and computer-related hardware components and spare parts.
“Evaluation Committee” means a body appointed to perform the evaluation of vendor responses. “Finalist” is defined as a vendor who meets all the mandatory specifications of the Request for Bid and whose score on evaluation factors is sufficiently high to qualify that vendor for further consideration by the Evaluation Committee. “General purpose” includes, but is not limited to, the following classes of software: operating systems, report generators, spreadsheets, word processing, workgroup management, database, project management, messaging and electronic mail, graphics construction and presentation, publishing, data communications, statistical and/or analysis, imaging, compilers and interrupters, utilities, programmer productivity tools, office productivity tools. Educational software designed for System usage is included.

“Local-Area-Network” (“LAN”) refers to a high-speed communications system optimized for connecting information-processing equipment within a building or group of buildings. The communications devices that are required to transmit data between buildings via a public or private network are included.

“Mandatory” includes terms “must”, “shall”, “will”, “is required”, or “are required” to identify a compulsory item or factor. Failure to meet a mandatory item or factor will result in the rejection of the vendor’s bid. “Manufacturer” means the company that designs, assembles and/or markets technology equipment including servers, workstations, desktop and/or laptop personal computers. “Vendor” is a technology equipment manufacturer who chooses to submit a bid.

“Request for Bid” or “RFB” means all documents, including those attached or incorporated by reference, used for soliciting bid.

“Responsible vendor” means a company who submits a responsive bid furnishing, when required, information and data to prove that financial resources, production or service facilities, personnel service reputation and experience are adequate to make satisfactory delivery of the services or items of tangible personal property described in the bid.

“System” means any and all entities comprising the Alabama Community College System or any other eligible entity.

“Universal Resource Locator” or “URL” means a standardized addressing scheme for accessing hypertext documents and other services using the WWW browser.

CONDITIONS GOVERNING THE PROCUREMENT

2.1 Explanation of Events
The following paragraphs describe the activities listed in the sequence of events.

2.1.1 Issue of RFB
This RFB is being issued by Alabama Community College System (the “System”).

2.1.2 Clarification and Responses
Potential vendors may submit written requests (letter, fax or email) as to the intent or clarity of the RFB. Requests for clarification are to be addressed to the Joint Purchase Agreement Administrator as follows:

Alabama Community College System Attn:
ITS
Post Office Box 302130 Montgomery, AL 36130-2130
Email: JPA-Notification@accs.edu
Phone: 334-293-4507 Fax: 334-293-4605

2.1.3 Deadline to Submit Written Questions
Potential vendors may submit written questions as to the intent or clarity of the RFB until close of business on January 25th, 2019.

2.1.4 Response to Written Questions/RFB Amendments
Written responses to written questions and any RFB amendments will be posted online at https://www.accs.edu/index.cfm/vendors/aclr-reqs-rbas-or-rbgs/2015-joint-purchase-agreement.

2.1.5 Submission of Bid
Two (2) paper copies and an electronic copy (CD-ROM or USB drive) of the bid responses are required
with a completed Evaluation Submission form (Appendix E). The electronic copy of the bid response
should be a single PDF file that mirrors the bound, paper copies. Each copy of the response should
be placed in a single volume where practical. All documents submitted with the response should be
in that single volume. One copy “must” be marked as “original” with the company officer’s signature.
Vendors may attend the bid opening, but no information or opinions concerning the ultimate contract
award will be given at the bid opening or during the evaluation process. The results will not be available
to vendors until after an award is made. Bid results and tabulations will not be made available by
telephone or mail. Information pertaining to complete files may be secured by visiting the System
Office of the Alabama Community College System during normal working hours.
The bid opening will be held on Monday, February 18th, 2019 at 10:00 AM CST in the Board Room at
the System Office of the Alabama Community College System (135 South Union Street, 5th Floor,
Montgomery, Alabama 36104).
Sealed bids are to be addressed to the physical mailing address in the following manner:

Alabama Community College System
Joint Purchase Agreement Initiative
135 South Union Street Suite #135
Montgomery, Alabama 36104

It is expected that this request will be complete and unambiguous. However, vendors seeking
clarification to this request should deliver inquiries in writing to the Administrator as noted per section
2.1.3.

Written replies of general significance will be posted online. Prospective vendors acknowledge that no
other source is authorized to provide information concerning this request.

All information shall be entered in ink or typewritten in the appropriate space on the bid. Mistakes may
be crossed out, corrected and initialed in ink by a company representative. An authorized individual
must sign all bids in ink; failure to do so will result in rejection of response.

Bid Evaluation
An Evaluation Committee will perform the evaluation of bids.

Selection of Finalists
The Evaluation Committee will select finalists. Only finalists will be invited to participate in the
subsequent steps of the procurement. The schedule for the oral presentations or equipment
demonstrations will be determined at this time (if deemed necessary).

Clarification from Finalists
Finalists may be asked to submit clarification to their bids (if deemed necessary).

Contract Award
After review of the Evaluation Committee, the System will award contracts to the most advantageous
vendors.

Bids that are deemed most advantageous, taking into consideration the evaluation factors set forth in
the RFB will be selected for award. No minimum or maximum number of awards has been
predetermined. The System shall make reference to prices quoted by successful vendors on the
Alabama State Department of Education Joint Purchase Agreement to determine the reasonableness
of prices quoted in response to this Request for Bids.

GENERAL REQUIREMENTS AND SPECIFICATIONS

Acceptance of Conditions Governing the Procurement
Vendor must indicate their acceptance of the Conditions Governing the Procurement section in the
letter of transmittal. Submission of a bid constitutes acceptance of the Evaluation Factors contained in
this RFB. Vendor must also include ISO 9001 certification as required by State Code governing
Joint Purchase Agreements. According to Alabama law, any companies or contractors whose
affiliates, subdivisions, subsidiaries, or departments have ISO 9001 certification can bid on the
information technology to be jointly purchased by educational institutions. ISO 9001 certification is
only required for vendors who are providing hardware.

Berney Office Solutions has read, understands and will comply.

Incurring Cost

3.2
Any cost incurred by the vendor in preparation, transmittal, and presentation of any material submitted in response to this RFB shall be borne solely by the vendor.

Berney Office Solutions has read, understands and will comply.

3.3 Vendor Responsibility

The selected vendor(s) shall be solely responsible for fulfillment of the responsibilities under the terms and conditions of the contract. The procuring entities will issue purchase orders and make payments to only the named vendor(s).

Berney Office Solutions has read, understands and will comply.

3.4 Serving Sub-Contractors

The System recognizes the fact that the potential vendors have different business models for the delivery of support services. Whereas one potential vendor may provide support services through a wholly owned subsidiary, another may provide support services through a local business partner, certified education partner or qualified organization herein referred to as a servicing subcontractor. Therefore, vendors may propose the use of servicing subcontractors for the performance of local marketing, maintenance or technical support services in accordance with the terms and conditions of the contract. Servicing subcontractors may not directly accept purchase orders or payments for products or services from procuring entities under the terms and conditions of the contract.

Berney Office Solutions has read, understands and will comply.

3.5 Amended Bids

A vendor may submit an amended bid before the deadline for receipt of bids. Such amended bids must be complete replacements for a previously submitted bid and must be clearly identified as such in the transmittal letter. The Evaluation Committee will not merge, collate, or assemble bid materials.

Berney Office Solutions has read, understands and will comply.

3.6 Vendors’ Rights to Withdraw Bid

Vendors will be allowed to withdraw their bids at any time prior to the deadline for receipt of bids. The vendor must submit a written withdrawal request signed by the vendor’s duly authorized representative addressed to the representative listed above.

The right is reserved to waive informalities, select alternatives, and reject any or all responses, in the event such appears to be in the best interest of the System.

Berney Office Solutions has read, understands and will comply.

3.7 Bid Offer Firm

Responses to the RFB, including prices, will be considered firm for ninety (90) days after the due date for receipt of bids.

Berney Office Solutions has read, understands and will comply.

3.8 Disclosure of Bid Contents

The bids will be kept confidential until the contracts are awarded. At that time, all bids and documents pertaining to the bids will be open to the public.

All responses become a matter of public record at award. The System accepts no responsibility for maintaining confidentiality of any information submitted with any response whether labeled confidential or not.

Berney Office Solutions has read, understands and will comply.

3.9 No Obligation

This RFB in no manner obligates Alabama Community College System or any authorized entity to the lease or purchase of any products or services offered until a contract is awarded and vendor receives a valid purchase order from an authorized procuring entity.
The System has the right to cancel any contract, for cause, including, but not limited to, the following:

(1) failure to deliver within the terms of contract; (2) failure of the product or service to meet specifications, conform to sample quality, or to be delivered in good condition; (3) misrepresentation by the vendor; (4) fraud, collusion, conspiracy, or other unlawful means of obtaining any contract with the state; (5) conflict of contract provisions with constitutional or statutory provisions of state or federal law; and (6) any other breach of contract.

Termination - the System reserves the right, for its convenience and without cause or penalty, to terminate any agreement with 30 days written notice.

Beneyst Office Solutions has read, understands and will comply.

3.10 Local Review
The System requires that all vendors agree to be bound by the General Requirements contained in this RFB. Any vendor concerns must be promptly brought to the attention of Alabama Community College System.

Beneyst Office Solutions has read, understands and will comply.

3.11 Governing Law
The vendor shall observe, perform and comply with or require compliance with all federal, state, and local laws, ordinances, rules and regulations and all amendments thereto which in any manner may affect the operation of vendor’s activities undertaken pursuant to this Agreement. The vendor shall also comply with all state and local building, fire, health, zoning laws, codes and/or regulations that affect or that are applicable to vendor’s activities and operations hereunder. This RFB and the final agreement shall be governed and construed in accordance with the laws of the State of Alabama without giving effect to any choice-of-law or conflict-of-laws provision, or rules (whether of the State of Alabama or any other jurisdiction) that would cause the application of the laws of any jurisdiction other than those of the State of Alabama.

Beneyst Office Solutions has read, understands and will comply.

3.12 Basis for Bid
Only information supplied by the System in writing or in this RFB should be used as the basis for the preparation of vendor responses.

Beneyst Office Solutions has read, understands and will comply.

3.13 Agreement Terms and Conditions
The agreement between the System and the vendor will follow the format specified and contain the terms and conditions outlined in this request. However, Alabama Community College System reserves the right to negotiate with a successful vendor provisions in addition to those contained in this RFB. This RFB, as revised and/or supplemented, and the successful vendor’s response will be incorporated into and become part of the agreement.

Vendors are encouraged to submit specific alternate language to the terms and conditions, that vendor believes would enhance the efficient administration of the agreement or result in lower product prices or both. The System may or may not accept the alternative language. General references to the vendor’s terms and conditions or attempts at complete substitutions are not acceptable and will result in disqualification of the vendor’s response.

Beneyst Office Solutions has read, understands and will comply.

3.14 Vendor Qualifications
The Evaluation Committee may make such investigations as necessary to determine the ability of the vendor to adhere to the requirements specified within the RFB. The Evaluation Committee will reject the bid of any vendor who is not a responsible bidder or fails to submit a responsive offer as defined.

Beneyst Office Solutions has read, understands and will comply.

3.15 Change in Vendor Representatives
The System reserves the right to require a change in vendor representatives if the assigned representatives are not meeting its needs adequately.

Berney Office Solutions has read, understands and will comply.

3.16 Equipment and Services Schedules

The vendor may offer only those products and services that are included on the Equipment and Services Schedule (ESS). Vendors shall keep the schedule current and correct on an Internet website maintained by the vendor and shall reflect changes in technology in accordance with the terms and conditions of the contract.

Berney Office Solutions has read, understands and will comply.

3.17 Benefit of Cost Reduction

The System is to be given the benefit of any reduction in price below the quoted price during the term of this contract. Examples include but are not limited to, manufacturer price reductions and special promotional offerings.

Berney Office Solutions has read, understands and will comply.

3.18 Bid Terms

By submitting a response, the vendor agrees that this contract is to be governed by the terms and conditions set forth in the bid. Any exceptions to the specifications must be clearly identified in the last section of the vendor’s response.

Berney Office Solutions has read, understands and will comply.

3.19 Fiscal Funding

The continuation of the contract is contingent upon the appropriation of funds to fulfill the requirements of the contract by the legislature. If the legislature fails to appropriate sufficient monies to provide the continuation of a contract, the contract shall terminate on the date of the beginning of the first fiscal year for which funds are not appropriated.

Berney Office Solutions has read, understands and will comply.

3.20 Insurance

The vendor shall bear the full and complete responsibility for all risk of damage or loss of equipment, products, or money resulting from any cause whatsoever and shall not penalize the System for any losses incurred in association with this agreement. Any insurance policy or policies shall cover the entire travel service operation at the System including all areas that may in the future be placed under the control or use of the vendor. The vendor shall maintain, during the life of this contract, the following minimum insurance:

<table>
<thead>
<tr>
<th>KIND OF INSURANCE</th>
<th>MINIMUM LIMITS OF LIABILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Worker’s Compensation</td>
<td>Statutory – Alabama</td>
</tr>
<tr>
<td>Employer’s Liability</td>
<td>$2,000,000 (each employee, each accident and policy limit)</td>
</tr>
<tr>
<td>Commercial General Liability:</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>Each Occurrence</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>Personal and Advertising Injury</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>Products/Completed Operations</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>General Aggregate</td>
<td>$3,000,000</td>
</tr>
<tr>
<td>Automobile Liability</td>
<td>$2,000,000 each accident - combined single limit</td>
</tr>
</tbody>
</table>
These policies shall contain a thirty-(30) day written notice to the System before cancellation, reduction or other modification of any kind to the required coverage.

The vendor, at its cost, must provide acceptable evidence of compliance with the worker’s compensation insurance requirements of the State of Alabama. In the event the vendor fails to maintain and keep in force, all of the insurance and Worker’s Compensation coverage listed above, the System shall have the right to terminate this contract. The System and vendor shall each be listed as the named insured in said policy (ies) so that each is independently protected to the face amount of the policy.

Upon notification of award and prior to issuance of contract, the vendor shall provide the System with certification of insurance with the required kinds of insurance and minimum liabilities specified, issued by an insurance company licensed to do business in the State of Alabama and carrying an AM Best rating of A- or better, signed by an authorized agent. In the event of cancellation, material change or intent not to renew any of the insurance requirements specified, thirty (30) days written notice shall be given to the System by the party initiating any revision.

Berney Office Solutions has read, understands and will comply.

3.21 New Products

Unless specifically called for in this request, all products for purchase must be new, never previously used, and the current model and/or packaging. No remanufactured, demonstrator, used, or irregular product will be considered for purchase unless otherwise specified in the request. The manufacturer’s standard warranty will apply unless otherwise specified in the request. All equipment should be supplied complete, ready to be installed, including all cabling and connectors where applicable.

Berney Office Solutions has read, understands and will comply.

SPECIFICATIONS

This section contains specifications and relevant information vendors should use for the preparation of their responses.

Vendors should respond as described to each specification. The responses along with the required supporting material will be evaluated and awarded points accordingly.

Berney Office Solutions has read, understands and will comply.

3.22 Product and Services Delivery Overview

Vendors must describe their ability to provide professional services, technology equipment including related products and support services to the System and the various authorized entities. The response to this requirement should, at a minimum, include a map with an indication of the locations where products may be delivered plus the number and type of support personnel or other resources that may be employed to service procuring entity purchase orders (a very basic example map for a fictitious company is provided in Appendix B). The narrative in response to this specification should include, at a minimum, a general overview of the proposed services and an overview of how the services are to be provided in the locations indicated.

Vendors must thoroughly describe their procedures for resolving customer problems and complaints including timelines and escalation measures.

Vendors must submit customer satisfaction statistics or survey results concerning the quality of the products and/or services offered.

Vendors must thoroughly describe their ability to provide value added technical services including installation, training or directly related optional services and the geographic area where the services may be provided. Vendors should provide a map with an indication of the locations where each type of value-added service may be provided.

Berney Office Solutions has read, understands and will comply.

3.23 Reporting

Vendors must agree to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request. Quarterly reports must be submitted to The System Office to JPA-Notification@accs.edu. The electronic copy must be in the form of a PDF file.
Vendors must describe their ability and commitment to meet this requirement and include a sample quarterly report with the bid response. The required report must be compiled and forwarded to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. Vendors may count quarters either from the calendar (i.e., the end of March will be the end of the first quarter) or from the time we awarded you the bid (i.e., May 1 will be the end of the first quarter). An example of the required reporting format is included in Appendix C. Failure to provide the required report in the specified format could result in removal from the contract.

Vendors are encouraged to describe and include additional sample reports. Vendors are encouraged to describe other reporting capabilities such as electronic delivery of reports or direct access to Internet or other databases that may be used to administer the agreements or support marketing.

Berney Office Solutions has read, understands and will comply.

Electronic Commerce

Vendors must describe their ability to provide and maintain, at a minimum, an Internet website that contains the complete ESS as well as product specifications and options. Vendors are encouraged to describe an existing capability or commitment to implement a website that would provide procuring entities guidance and assistance with product selection, purchase order tracking, reporting or other relevant capability. The ability or commitment to accept and process purchase orders electronically should be thoroughly described. Internet URL’s may be provided which reference sites that demonstrate the desired functionality.

Berney Office Solutions has read, understands and will comply.

Breadth of Offering

Vendors must, at a minimum, offer products or services in at least one of the following categories:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers
- Monitors
- Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance Solutions
- Key and Access Control Equipment
- Software
- Professional Services
- Other

Vendors must provide a comprehensive list of the models or variations available in each of the following categories for which a vendor offers products:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers
- Monitors
- Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance Solutions
- Key and Access Control Equipment
- Software
- Other – Managed Print Services

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the breadth of the product line flexibility and performance.
Vendors must provide, at a minimum, a licensed operating system with each type of processor, where applicable. Vendors must provide a list of the operating systems for each of the following categories of processors:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
- Servers
- Networking Equipment
- Audio and Video Conferencing Equipment
- VOIP/Unified Communications Solutions
- Key and Access Control Equipment
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of operating systems that are proposed.

Vendors may propose and provide a wide range of the general-purpose software products. Vendors may provide a summarized list of the general-purpose software that is proposed for each of the following categories of processors:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
- Servers
- Networking Equipment
- Audio and Video Conferencing Equipment
- VOIP/Unified Communications Solutions
- Video Surveillance solutions
- Key and Access Control Equipment
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of general-purpose software products that are proposed.

Vendors may propose and provide a wide range of the technical services including installation, training and technical support:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers/Monitors/Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance solutions
- Key and Access Control Equipment
- Other

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of technical support services that are proposed.

Berney Office Solutions has read, understands and will comply.

Primary Account Representative

Vendors must identify by name and location both the proposed primary account representative and the marketing supervisor who will be responsible for the performance of the agreement. Any changes to this information must be immediately sent to the Joint Purchase Agreement Administrator.

Berney Office Solutions has read, understands and will comply.

References

Vendors must submit three (3) references of entities of like size and complexity, and/or entities that have or are currently receiving similar products and services to those proposed by the vendor for this procurement. Each reference must include the name of the contact person, address, telephone number and description of products and services provided.

Berney Office Solutions has read, understands and will comply.
3.28 Pricing Level and Guarantee
Vendors must submit with their responses a narrative that describes the baseline (published) pricing and the initial pricing level discount that is proposed, by product class or category in the ESS. The response to this specification is expected to be in the form of a percentage discount from a published, baseline price listing. Vendors must describe the baseline pricing and provide information where the baseline pricing may be accessed and verified.
Firm Price – Initial quoted discount levels must remain constant throughout the term of this agreement, subject only to subsequent increased discount amounts.

Berney Office Solutions has read, understands and will comply.

3.29 Oral Presentation and Demonstration
If selected as a finalist, vendors agree to provide the Evaluation Committee the opportunity to meet with and question the proposed primary account representative at the oral presentation (if deemed necessary by the Evaluation Committee). The proposed primary account manager is expected to conduct the presentation. Vendors will be required to demonstrate their Internet based reporting and electronic commerce capabilities to the Evaluation Committee.

Berney Office Solutions has read, understands and will comply.

3.30 Equipment and Services Schedule
Vendors must submit with their responses a complete Equipment and Services Schedule including all the products and services offered, at the initial pricing level stated in response to section 3.25.
The ESS may be submitted in a single file, PDF format on a compact disc, USB drive, or made available via a website.

Berney Office Solutions has read, understands and will comply.

3.31 Scope of Work
The vendor shall deliver computing system products and services to procuring entities in accordance with the terms of this agreement. Accordingly, the vendor shall provide products or services only upon the issuance and acceptance by vendor of valid “purchase orders.” Purchase orders will be issued to purchase the license for software or to purchase or lease products listed on the ESS. A procuring entity may purchase any quantity of product or service listed in the ESS at the prices stated therein.
For large orders, the procuring entity may negotiate quantity price discounts below the ESS price(s) for a given purchase order. Vendor may offer authorized educational institutions educational price discounts that result in prices below the ESS listed prices.

Berney Office Solutions has read, understands and will comply.

3.32 Title Passage
Title to equipment shall pass to the procuring entity upon acceptance of equipment.

Berney Office Solutions has read, understands and will comply.

3.33 Quantity Guarantee
This agreement is not an exclusive agreement. Procuring entities may obtain computing system products and services from other contract awarded vendors during the agreement term.

Berney Office Solutions has read, understands and will comply.

3.34 Order of Precedence
Each purchase order that is accepted by the vendor will become a part of the agreement as to the products and services listed on the purchase order only; no additional terms or conditions will be added to this agreement as the result of acceptance of a purchase order. In the event of any conflict among these documents, the following order of precedence shall apply:
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

619 A. the terms and conditions of this RFB
620 B. exhibits to this agreement
621 C. the list of products and services contained in the purchase order
622 D. vendor’s response

Berney Office Solutions has read, understands and will comply.

625 3.35 Payment Provisions
626 All payments under this agreement are subject to the following provisions:
627 A. Acceptance
628 The procuring entity shall determine whether all products delivered to it meet the vendor’s published specifications. No payment shall be made for any products until the products have been accepted by the procuring entity. Unless otherwise agreed upon between the procuring entity and the vendor, within thirty (30) days from the date the procuring entity receives written notice from the vendor that payment is requested for services or within thirty (30) days from the receipt of products, the procuring entity shall accept or reject the products or services.

Berney Office Solutions has read, understands and will comply.

629 B. Payment of Invoice
630 Payments shall be submitted to the vendor at the address shown on the invoice. Payment shall be tendered to the vendor within thirty (30) days from acceptance.
631 In the event an order is shipped incomplete (partial), the procuring entity must pay for each shipment as invoiced by the vendor unless the procuring entity has clearly specified “No Partial Shipments” on each purchase order.

Berney Office Solutions has read, understands and will comply.

632 C. Invoices
633 Invoices shall be submitted to the procuring entity.

Berney Office Solutions has read, understands and will comply.

647 3.36 Shipment and Risk of Loss
648 Vendor must ship all products F.O.B. destination regardless of price discounts. Risk of loss or damage to the products shall pass to the procuring entity upon delivery to the procuring entity. Vendor agrees to assist the procuring entity with the processing of claims for such loss or damage and to expedite the processing of claims for such loss or damage and to expedite replacement of lost or damaged products. Destination charges shall be included in the product price on the ESS.
649 All license agreements or sales order contracts, which must be signed prior to delivery of proposed items, must be included with the bid for review by the System. Documents not submitted with the response will not be considered at a later date. In all cases, should there be a conflict of terms and conditions, those terms and conditions in this REQUEST and any resulting System purchase order will prevail.
650 Whenever a procuring entity does not accept any product and returns it to the vendor, all related documentation furnished by the vendor shall be returned also. The vendor shall bear all risk of loss or damage with respect to returned products except for loss or damage directly attributable to the negligence of the procuring entity.
651 Unless otherwise agreed upon by the procuring entity, the vendor is responsible for the pick-up of returned equipment. Software and documentation will be returned via U.S. Mail at the expense of the procuring entity.
652 Unless otherwise arranged between the procuring entity and vendor, all shipments of products shall be by vendor truck, UPS, or Federal Express Second Day (or other way, specify).

Berney Office Solutions has read, understands and will comply.

669 3.37 Warranties
670 At a minimum, the products shall be covered under the manufacturer’s warranties in effect at the time the products are delivered or the warranties in effect at the time of contract award, whichever is most beneficial to the procuring entity.

Berney Office Solutions has read, understands and will comply.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

674
675 3.36 Price Guarantees
676 The procuring entity shall pay the lower of the prices contained in the ESS or an announced promotion price, educational discount price, general price reduction or large order negotiated price. Only general price reduction decreases will apply to all subsequent orders accepted by vendor after the date of the issuance of the revised prices. Vendor agrees to maintain ESS product prices in accordance with the volume price discount guarantees filed. Prices set forth in the ESS are subject to decrease without prior notice. Special pricing discounts offered by successful bidders after the award of bids shall remain in effect for a minimum of 30 days.
683 Berney Office Solutions has read, understands and will comply.
684
685 3.39 Technical Support
686 The vendor agrees to maintain a toll-free technical support telephone line. The line shall be accessible to procuring entity personnel who wish to obtain competent technical assistance regarding the installation or operation of products supplied by the vendor.
689 Berney Office Solutions has read, understands and will comply.
690
691 3.40 Product Delivery
692 Vendor agrees to deliver products to procuring entities within 30 days after receipt of a valid purchase order unless otherwise negotiated with procuring entity.
694 Berney Office Solutions has read, understands and will comply.
695
696 3.41 Impracticality of Performance
697 A party shall be excused from performance under this agreement for any period that the party is prevented from performing as a result of an act of God, strike, war, civil disturbance, epidemic, or court order, provided that the party has prudently and promptly acted to take any and all steps that are within the party's control to ensure performance. Subject to this provision, such non-performance shall not be deemed a default or a ground for termination.
702 Berney Office Solutions has read, understands and will comply.
703
704 3.42 Records and Audit
705 Vendor agrees to maintain detailed records pertaining to the price of services rendered and products delivered for a period of three years from the date of acceptance of each purchase order. These records shall be subject to inspection by the procuring entity and appropriate governmental authorities with the state of Alabama. The procuring agency shall have the right to audit billings either before or after payment. Payment under this agreement shall not foreclose the right of the procuring entity to recover excessive or illegal payments.
711 Berney Office Solutions has read, understands and will comply.
712
713 3.43 Use of Subcontractors
714 The vendor may subcontract installation, training, warranty or maintenance services. However, the vendor shall remain solely responsible for the performance of this agreement. All procuring entity payments for products or services shall be made directly to the vendor. If subcontractors are to be used, the name of the authorized subcontractor(s) shall be identified in the applicable participating addendum(s).
719 Berney Office Solutions has read, understands and will comply.
720
721 3.44 Indemnification
722 The vendor shall indemnify and hold harmless the System from any loss, cost or expense suffered or incurred in connection with any claim, suit or proceeding brought against the System so far as it is based on defects in products provided to the System.
725 The vendor hereby covenants and agrees, at its sole cost and expense during the term of this agreement, to indemnify and hold harmless the System and its officers, agents and employees against and from any and all claims or demands by or on behalf of any person, firm, corporation or
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

728 governmental authority, arising out of, attributable to or in connection with the use, occupation, possession, conduct or management of the vendor concerning the equipment or services performed and rendered hereunder, including, but without limitation, any and all claims for injury or death to persons or damage to property or any and all claims for Patent, Trademark, Copyright, Intellectual Property, or Trade Secret Infringement. The vendor also covenants and agrees, at its sole cost and expense, to hold the System and its officers, agents, and employees from and against all judgments, costs, counsel fees, expense and liabilities incurred in connection with any such claim and any action or proceeding brought thereon, and in case any action is brought against the System or against any of its officers, agents, or employees, by reason of any such claim, the vendor upon notice from the System will resist and defend such action or proceeding by qualified counsel. However, the provisions of this Section shall not apply to any claims arising from the negligent or willfully wrongful acts or omissions of the System, or its officers, agents, or employees.

740 For the purposes of paragraph 3.44, the term, the System, shall include all entities listed in Appendix A or any subsequent revision thereof and their respective officers, directors, employees, agents and assigns.

Berney Office Solutions has read, understands and will comply.

3.45 WebSite Maintenance

746 Vendor agrees to maintain and support an Internet website for access to the ESS, configuration assistance, product descriptions, product specifications and other aids in accordance with instructions provided by the contract. In addition, vendor may provide electronic commerce assistance for the electronic submission of purchase orders, purchase order tracking and reporting.

Berney Office Solutions has read, understands and will comply.

3.46 Ethics

752 The vendor warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this agreement.

756 If any owner, officer, partner, board or director member, employee, or holder of more than 5% of the fair market value of your firm or any member of their households is a public official or public employee (including the System) as defined by the Code of Alabama Section 36-25-1, this information must be included in your response. Failure to disclose this information in your response will result in the elimination of your response from evaluation. If your firm is awarded any contract as a result of this request, the System reserves the right to furnish a copy of any resulting contract to the State of Alabama Ethics Commission as directed in the Code of Alabama, Section 36-25-11, within ten (10) days of award.

764 System employees are not allowed to accept personal gifts or gratuities.

Berney Office Solutions has read, understands and will comply.

3.47 Replacement Parts

768 Replacement parts may be refurbished with agreement of procuring entity.

Berney Office Solutions has read, understands and will comply.

3.48 FCC Certification

772 The vendor agrees that hardware supplied by the vendor meets all applicable FCC Certifications. Improper, falsely claimed or expired FCC certifications are grounds for contract termination.

Berney Office Solutions has read, understands and will comply.

3.49 Site Preparation

777 A procuring entity shall prepare and maintain its site in accordance with written instructions furnished by the vendor prior to the scheduled delivery date of any equipment or service and shall bear the costs associated with the site preparation.

Berney Office Solutions has read, understands and will comply.
Assignment

The vendor shall not assign nor transfer any interest in this agreement or assign any claims for money due or to become due under this agreement without prior written approval from procuring entity.

Berney Office Solutions has read, understands and will comply.

Survival

Certain paragraphs of this agreement including but not limited to Patent, Copyright, Trademark, and Trade Secret Indemnification; Indemnification; and Limit of Liability shall survive the expiration of this agreement. Software licenses, lease, warranty and service agreements that were entered into under the terms and conditions of this agreement shall survive this agreement.

Berney Office Solutions has read, understands and will comply.

Lease Agreements

Vendor may lease equipment to procuring entities in accordance with terms and conditions approved by the appropriate governing authority for the procuring entity.

Berney Office Solutions has read, understands and will comply.

Vendor Disclosure Statement

Act 2001-955 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of $5,000. In circumstances where a contract is awarded by competitive bid, the disclosure statement shall be required only from the person receiving the contract and shall be submitted within ten (10) days of the award.

Upon being awarded the contract, Alabama State Law requires that the vendor must complete a Vendor Disclosure Statement. The 2-page form and the instructions are available online as noted per Appendix D. The completed forms must be returned to the Joint Purchase Agreement Administrator by Thursday, February 28th, 2019. The form is required by the vendor and covers the duration of the bid.

Vendor agrees, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama in compliance with the Scafe-Haigh Alabama Taxpayer & Citizen Protection Act (Act 2011-535). Upon being awarded the contract, Alabama State Law requires that the vendor must complete the Business Entity Employer Contractor Compliance form as proof that the vendor has enrolled in the E-Verify program as required by state law. The form and the instructions are available online as noted per Appendix D. E-Verify documentation, which is unavailable due to the Federal Government shutdown, will be deferred until such documentation may be obtained from any federal agency.

It is further noted that the terms and commitments contained herein shall not constitute a debt of the State of Alabama in violation of Section 213 of the Constitution of Alabama of 1901, as amended by Amendment Number 26. If any provision of the agreement shall contravene any statute or constitutional provision, either now in effect or which may be enacted during the term of this agreement, then the conflicting provision of this agreement shall be deemed null and void. Vendor understands, acknowledges, and agrees that its sole and exclusive remedy for any claim which may arise for or relate to this agreement is to file a claim with the Board of Adjustment of the State of Alabama.

In compliance with Act 2018-312, the vendor hereby certifies it is not currently engaged in, and will not engage in, the boycott of a person or an entity based in or doing business with a jurisdiction with which this state can enjoy open trade.

Berney Office Solutions has read, understands and will comply.

BID FORMAT AND ORGANIZATION

Bid Format

All bids must be typewritten on standard 8 ½ x 11 paper (larger paper is permissible for charts, spreadsheets, etc.) and placed within a binder with tabs delineating each section.
BERNEY
OFFICE SOLUTIONS

A Xerox Company

Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

838 Berney Office Solutions has read, understands and will comply.
839
840 4.1.1 Bid Organization
841 The bid response must be organized and indexed in the following format and must contain,
842 as a minimum, all listed items in the sequence indicated.
843 A. Letter of Transmittal
844 B. Evaluation Submission Form
845 C. Table of Contents
846 D. Bid Summary (optional)
847 E. Response to General Requirements and Specifications
848 Within each section of the bid, vendors should address the items in the order in which they
849 appear in this RFB.
850 Any bid that does not adhere to those requirements may be deemed non-responsive and
851 rejected on that basis. A bid summary may be included by vendor to provide the Evaluation
852 Committee with an overview of the technical and business features of the response;
853 however, this material will not be used in the evaluation process unless specifically
854 referenced from other portions of the vendor’s response.
855 Berney Office Solutions has read, understands and will comply.
856
857 4.1.2 Letter of Transmittal
858 Each response must be accompanied by a letter of transmittal. The letter of transmittal
859 MUST:
860 A. Identify the submitting organization
861 B. Identify the name and title of the person authorized by the organization to
862 contractually obligate the organization
863 C. Identify the name, title and telephone number of the person authorized to
864 negotiate the contract on behalf of the organization
865 D. Identify the names, titles and telephone numbers of persons to be contacted for
866 clarification
867 E. Explicitly indicate acceptance of the Conditions Governing the Procurement
868 F. Be signed by the person authorized to contractually obligate the organization
869 G. Acknowledge receipt of any and all amendments to this RFB.
870 Berney Office Solutions has read, understands and will comply.
871
872 EVALUATION
873 5.1 Evaluation Process
874 All responses will be reviewed for compliance with the mandatory requirements stated within the
875 RFB.
876 Bids deemed non-responsive will be eliminated from further consideration.
877 The System may contact the vendor for clarification of the response.
878
879 The Evaluation Committee may use other sources of information to perform the evaluation.
880
882 Responsive bids will be evaluated on factors that have been assigned a point value. The
883 responsible vendor(s) with the highest scores will be selected as finalist(s) based upon the bids
884 submitted. The responsible vendors, whose bids are most advantageous, taking into
885 consideration the evaluation factors, will be recommended for award. Please note, however,
886 that a serious deficiency in the response to any one factor may be grounds for rejection
887 regardless of overall score. This procurement is expected to result in a multiple source award. The
888 right to reject any or all bids, or any portions thereof, is reserved.
889 Berney Office Solutions has read, understands and will comply.
APPENDICES

6.1 Appendix A - Alabama Community College System Institutions and Other Participants

Community Colleges

Brevard State Community College, Sumiton, AL
Bishop State Community College, Mobile, AL
John C. Calhoun Community College, Decatur, AL
Central Alabama Community College, Alexander City, AL
Chattahoochee Valley Community College, Phenix City, AL
Coastal Alabama Community College Bay Minette, AL
Enterprise Community College, Enterprise, AL
Gadsden State Community College, Gadsden, AL
Jefferson State Community College, Birmingham, AL
J.F. Drake State Community and Technical College, Huntsville, AL
T.A. Lawson State Community College, Birmingham, AL
Ludlow B. Wallace Community College, Andalusia, AL
Northeast Alabama Community College, Rainsville, AL
Northwest Shoals Community College, Muscle Shoals, AL
Shelton State Community College, Tuscaloosa, AL
Snead State Community College, Boaz, AL
Southern Union State Community College, Wadley, AL
H Council Trenholm State Community College, Montgomery, AL
George C. Wallace Community College, Dothan, AL
Wallace State Community College, Hanceville, AL
George Corley Wallace State Community College, Selma, AL

Technical Colleges

J.F. Ingram State Technical College, Deatsville, AL
Reid State Technical College, Evergreen, AL

Military Academy

Marion Military Institute, Marion, AL

Statewide Development Training

Alabama Technology Network (ATN), Montgomery, AL

Other Participating Public Institutions of Higher Education

Alabama A & M University, Normal, AL
Alabama Fire College, Tuscaloosa, AL
Alabama State University, Montgomery, AL
Athens State University, Athens, AL
Auburn University-Montgomery, Montgomery, AL
Jacksonville State University, Jacksonville, AL
Troy University, Troy, AL
University of Alabama, Tuscaloosa, AL
University of North Alabama, Florence, AL
University of West Alabama, Livingston, AL

Other Participating Public Institutions K-12

Tuscaloosa County School System
My Company Locations

- Corporate Headquarters
- Manufacturing/Distribution Center
- Retail Store with Service Center
- Service Center

Huntsville (4 techs)
Decatur (2 techs)
Gadsden (3 techs)
Birmingham (7 techs)
Selma (2 techs)
Montgomery (3 techs)
Mobile (5 techs)
Dothan (2 techs)
This example contains the bare minimum information provided. Vendors are encouraged to submit their own report data in their own format.

<table>
<thead>
<tr>
<th>Fictitious Company Name</th>
<th>Quarterly Usage Report</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>First Quarter</td>
</tr>
</tbody>
</table>

| Procuring Entity Name 1 | Category 1 | $999,999,999 |
| Procuring Entity Name 2 | Category 1 | $999,999,999 |
| Procuring Entity Name n | Category 1 | $999,999,999 |

**GRAND TOTAL** $999,999,999
6.4 Appendix D - Vendor Disclosure and Immigration Compliance

Vendor disclosure forms and instructions are available at:

http://www.ago.state.al.us/Page-Vendor-Disclosure-Statement-Information-and-Instructions

Immigration Compliance information and forms are available at:


1. Click on Resources
2. Under the E-Verify Resources header, download and complete the “Business Entity Employer Contractor Compliance Form”
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

8.5 Appendix E - Evaluation Submission form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to JPA.

Vendor Name: Berney Office Solutions  Updated: February 11, 2019

JPA Website Address: www.berney.com/accs

<table>
<thead>
<tr>
<th>Name(s)</th>
<th>Phone Number(s)</th>
<th>E-mail Address(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary Contract Executive(s)</td>
<td>Doug Singleton 334-271-4750 Ext: 4009</td>
<td><a href="mailto:Doug.Singleton@Berney.com">Doug.Singleton@Berney.com</a></td>
</tr>
<tr>
<td>Sr. Account/Sales Manager(s) (by region if necessary)</td>
<td>David Washington 251-660-0710 Ext: 4603</td>
<td><a href="mailto:David.Washington@Berney.com">David.Washington@Berney.com</a></td>
</tr>
<tr>
<td></td>
<td>Matt Fulmer 256-883-8700 Ext: 8808</td>
<td><a href="mailto:Matt.Fulmer@Berney.com">Matt.Fulmer@Berney.com</a></td>
</tr>
<tr>
<td>Account/Sales Manager(s) (by region if necessary)</td>
<td>Don DeWeese 205-663-9991 Ext: 4704</td>
<td><a href="mailto:Don.DeWeese@Berney.com">Don.DeWeese@Berney.com</a></td>
</tr>
<tr>
<td>Technical Support</td>
<td>Mark Young 334-271-4750 Ext: 4014</td>
<td><a href="mailto:Mark.Young@Berney.com">Mark.Young@Berney.com</a></td>
</tr>
</tbody>
</table>

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

<table>
<thead>
<tr>
<th>Document Name</th>
<th>Page Number(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product and Services Delivery Overview</td>
<td>Product and Services Delivery Overview</td>
</tr>
<tr>
<td>Geographic Coverage</td>
<td>Geographic Coverage</td>
</tr>
<tr>
<td>Availability of Technical Support</td>
<td>Availability of Technical Support</td>
</tr>
<tr>
<td>Problem Resolution</td>
<td>Problem Resolution</td>
</tr>
<tr>
<td>Customer Satisfaction</td>
<td>Customer Satisfaction</td>
</tr>
<tr>
<td>Value Added Services</td>
<td>Value Added Services</td>
</tr>
<tr>
<td>Reporting</td>
<td>Reporting</td>
</tr>
<tr>
<td>Electronic Commerce</td>
<td>Electronic Commerce</td>
</tr>
<tr>
<td>Breadth of Offering</td>
<td>Breadth of Offering</td>
</tr>
<tr>
<td>Primary Account Representative</td>
<td>Primary Account Representative</td>
</tr>
<tr>
<td>References</td>
<td>References</td>
</tr>
<tr>
<td>Pricing Level and Guarantee</td>
<td>Pricing Level and Guarantee</td>
</tr>
</tbody>
</table>
Products and Services Delivery Overview

Berney Office Solutions, a Xerox Company (Berney); is the largest provider of office technology and solutions in Alabama and the surrounding areas. We are providing service for over 11,000 MFP/copiers and over 23,000 printers (including label printers).

We have continually provided our customers with effective, proactive solutions to keep them at the leading edge of technology. We provide businesses with complete, customized solutions from network integration and document management systems to digital multifunction copiers, printer service and supplies.

Berney Office Solutions has been serving customers for more than 55 years. Headquartered in Montgomery, we also have local support teams based out of Auburn, Birmingham, Dothan, Huntsville, and Mobile, AL. Berney employs approximately 200 people throughout Alabama and the Florida panhandle.

Berney Office Solutions sells the entire full line of Xerox products, from the desktop printers to the high end production units, with all finishing options. We also offer a wide range of software solutions, as well as Managed Print Services. With today’s technology, we integrate these solutions to help customers achieve their document workflow goals. Please see brochures and information included in this proposal.

Summary of Products

- **Xerox** – (hardware) - Printers, Scanners, Copiers and Multi-Function Devices
- **Xerox App Gallery** - Connects workers to Xerox® ConnectKey® devices. Examples include scan and convert paper into the format (MS Word or Excel) you need or translate documents from one language to another. Visit [https://appgallery.services.xerox.com](https://appgallery.services.xerox.com) for more information.
- **KIP** – (hardware) - Wide Format Scanning, Printing and Copying
- **Software** – From storing/retrieving documents and digital workflow systems, to applications that assist with your print policy, we are helping customers with their document initiatives. Please see attached information, for more details.
- **Managed Print Services** – Berney is a Certified Service Provider for numerous printer brands, including Xerox, HP, Brother, Kyocera and Zebra. Please see attached literature for more information.
Geographic Coverage

Berney provides service and support in each of the 67 counties in Alabama, with several office locations across the entire state of Alabama. Our staff includes certified trained customer service engineers, local administrative and delivery teams, production specialists, software analysts, managed print specialists, customer service and sales representatives.

Each higher education institution has a single point of contact at Berney locally to assist them with assessing their needs and helping them to determine how we could potentially assist in their document workflow goals. Whether that is acquiring one multi-function device or implementing a campus-wide fleet management solution, our local sales representative will bring the Berney team-members to assist with delivery, set-up, installation and training. Of course, customers have access to our on-site service team.

Each location has local sales and service management, as well as local Customer Service Engineers and Sales Representatives to support local customers. Additionally we have regional Production Specialists, Managed Print Specialists and Software Analysts.

Below is an overview of local sales and service resources across Alabama:
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Availability of Technical Support

Customers can access technical support via 800 telephone number; we also can accept service/technical requests via email or from our website or customer portal.

Each device we service has a unique identification number (ID number) and that is located on a label on each device. Customers provide their ID number and our Customer Care Center can pull the information on that specific device. (Location, address, contact information, service history, etc.)

Availability of Technical Support - Customer Care Center

With our in-house in-state Customer Care Center, our staff determines if our Help Desk can assist customers over the network/phone or if we need to dispatch a Customer Service Engineer. Our Customer Care Center is located here in Alabama, where we speak southern! With Customer Service Engineers trained in the field and our Customer Care Center, our customers have the best of both worlds. Each staff member goes through our level one networking training. Each staff member also has instant access to several Xerox web based tools to support customers and Customer Service Engineers across our entire company.

Berney Office Solutions has the unique ability to resolve majority of our many service calls right over the phone via our Help Desk.

- Avg. fix time = 30 minutes
- Call for: MFP, Printers, Network & Fax issues
- Clearing 35 + calls per day
- 8 Trained Customer Care Representatives
Availability of Technical Support – On-Site Service

Our Customer Care Center dispatches service calls to Customer Service Engineers, which they receive on their smart phone. This allows us to track the following:

- Time of Service Request
- Time Call is Dispatched to Customer Service Engineer
- Time Customer Service Engineer Arrives at Customer Site
- Time Call is Complete

This allows us to track Response Time, First Call Effectiveness and Total Call Time. Our team of factory trained & certified Customer Service Engineers have Service Vehicles equipped with GPS. This allows us to determine the closest Customer Service Engineer available for each service call. Additionally, each vehicle has an average of $12,000 of parts and inventory so we ensure we have what is needed when Customer Service Engineer arrives.

We are tracking every step of the process, and can provide that to each customer via email.

If you would like, you can receive email updates on Customer Service Engineer status, including when they arrive on-site and are completed with call. After the call is complete, you will receive a customer survey to complete. An example of the survey is to the right, with customer name redacted.
Availability of Technical Support – Technical Training

Our staff is trained and certified here at Berney. In addition to the in-house training they each receive on the hardware, they each also receive network connectivity training. With Customer Service Engineers crossed trained on hardware and networking, this allows each Customer Service Engineer to handle majority of their service related calls the first time.

Overview of hands-on classroom training:

Session 1: Networking Overview
- Identifying services that have been installed: Scan, Email, Fax, etc.
- Identifying page description languages (PDL) installed (PCL and PostScript)
  - Differences between PCL and PostScript. Identify when each language should be used in specific situations.

Session 2: Getting the MFD Online
- TCI/IP configuration
  - IPV4/IPV6
    - Configure static IP address, or establish DHCP reservation
    - Subnet Mask considerations
    - Configure default gateway
    - Configure DNS
    - Perform PING test from customer’s PC to verify network communication

Session 3: Identifying and installing print drivers.
- Identify server and desktop operating systems, applications, and finishing requirements to determine the proper PDL for the environment.
- Download and extract proper print drivers.
- Install print drivers.
- Configure print driver and accessories.

Session 4: Identifying components and settings for network scanning
- Scan to E-mail
  - Evaluate customer’s E-mail environment to determine SMTP relay, authentication, and encryption requirements.
  - Configure MFP to properly interface with customer’s environment.
  - Create and configure E-mail destinations.
- Scan to Folder
  - Determine scanning protocol (SMB/FTP)
    - Coordinate and configure SMB scan paths and authentication service account credentials with network administrator.
    - Coordinate and configure FTP server location, folder structure, and service account authentication with network administrator.
  - Create and configure folder scan definitions
Session 5: Configuring inbound fax forwarding (as applicable)
- Confirm Fax functionality.
- Create and test Fax Forwarding to E-mail features.

Session 6: Review and practical exams
- Perform setup and configuration exercises.
- Create and save cloning file.

Availability of Technical Support – Certified Trainers

In-House Training – XBS (Xerox Business Systems) sends Customer Service Engineers from all over the country to our corporate headquarters in Montgomery, AL for training. We have two (2) certified trainers in-house that provide instruction on Multi-Function Product (MFP), Production, Wide Format, Laser Printer repair and technical support. This staff also is available to help in-field training.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Problem Resolution

If a problem should arise, we use the proven Three Tiered Process, to satisfy our customer’s concerns. If resolution is not achieved with our first level of customer service, the problem will quickly escalate to the appropriate manager/supervisor. This applies to all Berney Office Solutions Offices. If need to, it will escalate to the VP of the appropriate division.

ACCS and its participants will be given the appropriate phone numbers and e-mail addresses for their service, equipment and solutions, first and second level of contacts. Doug Singleton will be the main point of contact for the contract.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Customer Satisfaction – Net Promoter Score

Berney Office Solutions started utilizing Net Promoter Score (NPS) approximately three (3) years ago to measure customer satisfaction. After each service call state-wide, customers are offered an opportunity to respond to an online survey. (Provided customer has opted to provide us their email address to participate in program.)

To the right you will see a comparison of our Berney Net Promoter Score since we began the program. As you can see, we have improved every year in the program.

Below you will find an overview of our most NPS (89.36) with 92.02% of those surveyed identifying as Berney Promoters. This is compared to other companies like Nordstrom (79) and Costco (75). Our VP of Service distributes this information internally every month, and management receives the survey details weekly.

Not only does this give us an objective analysis of Customer Satisfaction, it also gives customer a real-time way to grade our performance and give us feedback. We include these results for each client, in our Quarterly Account Reviews with each account.

The Net Promoter Score (NPS), is a straightforward loyalty metric that holds companies and employees accountable for how they treat customers. It allows for customer feedback, which is used in on-going training, opening doors to customer-centric change and improved performance.
Customer Satisfaction – Customer Guarantee

GUARANTEED RESPONSE TIME*
We guarantee an average response time of 4 hours for an on-site Customer Service Engineer regardless of which brand of equipment you use. Also, we guarantee an average response time of 30 minutes from our Help Desk for applicable calls. While many of our competitors send a first responder to meet service time guarantees, we send a certified trained Customer Service Engineer with parts to get your system back up and performing to your satisfaction.

UPTIME PERFORMANCE GUARANTEE*
We will provide you with a 96% quarterly uptime average, excluding time spent performing routine maintenance and connectivity response calls, regardless of which brand of equipment you use.

PERFORMANCE COMMITMENT*
We will provide temporary loaner equipment for any equipment that fails to operate in accordance with the manufacturers’ specifications. In the unlikely event that we are unable to repair such equipment, we will replace it with equipment of equal or greater functionality.

UPGRADE GUARANTEE*
We will work together with you in the event that you wish to add, exchange, or upgrade technology to ensure that you have the appropriate solutions to address your future business needs.

* Applies to equipment covered under the Berney Full Service Maintenance Agreement as outlined in the terms and conditions of the agreement.

Ben Blankenship
Ben Blankenship
President
Berney Office Solutions
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Value Added Services

Berney Office Solutions provides the following Value Added Services to our Customers:

- 360° App and Assessment
- Automated Supply Management
- Customer Portal
- Recycling

Value Added Services – 360° App and Assessment

The Berney 360° App is a non-invasive application that resides on a host inside the customer network and automatically creates a snapshot of all networked printing devices. The Berney 360° App will use SNMP v1, v2, or v3 to audit up to 20 IP addresses at a time, reporting back fleet information. The data collected is used to track volume and usage trends to create utilization reports. This tool allows us to be proactive in our response time and fleet management efforts.

Examples of Reports:
We can integrate this as part of our assessment to verify your technology infrastructure and allows you to understand true cost breakdown and usage patterns.

The Berney 360° App is powered by FMA, and allows for proactive management of your output devices across manufacturers throughout your entire enterprise. This also provides options for proactive supply alerts (depending on network environment); automates and simplifies meter reading activities, reducing manual intervention and delivering accurate results. Encrypted usage data is then sent directly to a secure server at predetermined intervals.

Berney 360° App reports are available upon request and part of our Account Review Program. These reports include actual device information such as manufacturer, model, serial number, page counts and current supply levels.

**Value Added Services – 360 Mapping App**

Once our Berney 360° App is on network, we can couple the volume information from our Assessment to create a graphical view of where output devices are located throughout the organization. This allows for our customer to have a much better understanding of workflows and peripheral usage patterns. This is very helpful with initiatives of consolidation or right-sizing output fleets. Examples are as follows:
The pins are color coded, based on type of device. When you “click” on pin, you get detailed information, included IP Address, Serial Number, Average Volumes and Photo.
Value Added Services – Automated Supply Management

Depending on customer network environment, Berney can provide Automated Supply Management. Working with our Berney 360°, we get proactive email alerts available to networked units when toner gets low. For example, color devices use four (4) toners – Cyan, Magenta, Yellow and Black (CMYK); our Customer Care team is notified if any reach 20% remaining. We then will contact the customer location/department to send them a replacement cartridge (included in our Service Agreement).

The reduces downtime, and avoids customers “running out” of toner. This provides Next Day Toner Delivery.

Value Added Services - Local and Statewide Warehouses
$ 3.5+ Million Dollars in Parts and Supplies on-hand at all times
Value Added Services – Customer Portal

The Berney Customer Portal is your online resource for your equipment needs. Provides 24/7 access to equipment and account information, real time look at:

- Service Calls
- Equipment Details
- Meter Readings
- Supply Orders
- Billing Information

This is laid out in Tile format with each tile showing an overview of each area of the portal. By clicking on the text labels within a tile you can view the details of that area.

- **Search Tile** -- Use the Search tile to search your account by for information by Type, such as Equipment, Invoice, Order or Service call.
- **Meters Tile** -- The meters tile shows you what machines have meter readings due now for billing and clicking on the Meters Due label will allow you to enter those readings. This tile also shows all meters for machines that are under contract, or have been under contract for historical purposes.
• **Equipment/Item Tile** -- The Equipment/Item tile shows you what equipment we have on record, current and historical, as well as how many of those machines are currently On Contract and how many are not under contract. You can click the label to find out more detail.

• **Account Summary and Invoices Tile** -- These two tiles will show you if your account has any outstanding invoices to be paid, the amount and summary of the invoice type. If you have a balance on the Account Summary you will also be able to pay your invoices using a credit card right in the portal.

• **Sales Orders Tile** -- The Sales Orders Tile will show you any New, Pending, Shipped orders for equipment or supplies, as well as a history of orders. You can click on any of the labels to drill down and see more detail about the orders.

• **Service Calls Tile** -- The Service Calls tile will show you any Pending, Scheduled, Dispatched or On Hold service calls on your equipment as well as a history of service calls. You can click each label to see a list of service calls and click the service call number to see the details of that call such as the date/times of when a tech was dispatch, arrived, completed or had to place the call on hold for parts and reschedule. You also see who the Customer Service Engineer is as well as the resolution to the call. On this tile you will also be able to place a New Service Call. You will be able to select an existing machine in our system, or enter a description, model, serial of a machine that is not in our system.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Count</th>
<th>Pct.</th>
</tr>
</thead>
<tbody>
<tr>
<td>5955OCT2</td>
<td>X595C XEROX B/W COPIER</td>
<td>47</td>
<td>17%</td>
</tr>
<tr>
<td>CB411A</td>
<td>P1006 LASERJET PRINTER</td>
<td>16</td>
<td>6%</td>
</tr>
<tr>
<td>E6867A</td>
<td>M604N HP LASERJET</td>
<td>14</td>
<td>5%</td>
</tr>
<tr>
<td>CS9J1A</td>
<td>HP LJ M402DN MONO PRINTER</td>
<td>14</td>
<td>5%</td>
</tr>
<tr>
<td>B405DN</td>
<td>VERSALINK B405 MONO LASER MFP</td>
<td>14</td>
<td>5%</td>
</tr>
<tr>
<td>S4M</td>
<td>Z54M ZEBRA LABEL PRINTER</td>
<td>13</td>
<td>4%</td>
</tr>
<tr>
<td>WC361SDN</td>
<td>X3615 XEROX WC361SDN MFP</td>
<td>10</td>
<td>3%</td>
</tr>
<tr>
<td>E6870A</td>
<td>M605D HP M605D PRINTER</td>
<td>6</td>
<td>2%</td>
</tr>
<tr>
<td>CE657A</td>
<td>P1102 LJ P1102W PRINTER</td>
<td>6</td>
<td>2%</td>
</tr>
<tr>
<td>5955APT2</td>
<td>X595A XEROX 5955APT2</td>
<td>6</td>
<td>2%</td>
</tr>
<tr>
<td>CS9F3A</td>
<td>M402N HP LJ M402N PRINTER</td>
<td>5</td>
<td>1%</td>
</tr>
<tr>
<td>ZT41O43-T010000Z</td>
<td>ZT410 ZEBRA PRINTER 300DPI</td>
<td>5</td>
<td>1%</td>
</tr>
</tbody>
</table>
Value Added Services – Sustainability Initiative & Recycling

Berney is working in conjunction with many colleges and higher education institutions throughout Alabama to assist them with their Sustainability Initiatives. Typically, most organizations have recycling in place for paper, plastic, aluminum, etc. Our program is focused on recycling print cartridges and other consumable items associated with MFP and laser printers. The program is very flexible, and we can customize based on the type of fleet and customer goals. Below is overview of options, which can be deployed individually, or together. The best part is there is ZERO charge to the customer to participate in any of these programs!

• Xerox Green World Alliance Options – Xerox Supply Items
  1. Individual Returns
     ▪ On Xerox web site, select an item by model or reorder number
     ▪ Return items via UPS
     ▪ Xerox pays return shipping for items on our Take Back list and all recycling costs
  2. Eco Box returns for over 4 items
     ▪ Order a kit of three boxes and bags—ships at no charge to you
     ▪ Fill box with used supplies, seal and ship via UPS
     ▪ Xerox pays for return shipping and all recycling costs
  3. Pallet returns for over 30 items
     ▪ Consolidate items on your own pallet
     ▪ Complete bill of lading and schedule pickup with Ryder Logistics
     ▪ Xerox pays for return shipping and all recycling costs

• Berney Office Solutions Options (for laser printer and non-Xerox supply items)
  1. Individual Returns
     ▪ The majority of toner cartridges arrive in boxes with pre-paid UPS shipping labels
       ▪ For those without label included, please use Bulk Return method below
     ▪ Customers can repackage used toner cartridges and attach shipping label
     ▪ Call UPS to pick up
     ▪ No charge to customer to return used cartridge
  2. Bulk Returns
     ▪ Order box—ships at no charge to you
     ▪ Fill box with used supplies, seal and ship via UPS
     ▪ Berney Office Solutions pays for return shipping and all recycling costs
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Reporting – Berney Office Solutions

Berney Office Solutions will provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this Request for Bid. Quarterly reports will be submitted to The System Office to JPA-Notification@accs.edu. Berney will submit an electronic PDF file.

Berney will collect the information state-wide, compile and forward to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. We plan to count quarters from the calendar (i.e., the end of March will be the end of the first quarter).

We are committed to this requirement, please see sample report below:

![Quarterly Usage Report First Quarter]

**ABC Community College**

- MFP Purchases: $25,000
- MFP Service Billing: $500
- MPS Service Billing: $0
- Software: $5,000

**XYZ Community College**

- MFP Purchases: $0
- MFP Service Billing: $0
- MPS Service Billing: $2,000
- Software: $7,000

**LACC**

- MFP Purchases: $17,500
- MFP Service Billing: $950
- MPS Service Billing: $1,500
- Software: $0

**GRAND TOTAL**

- $59,450
Measurement of Service Level Agreement metrics and open communication are important to any vendor/customer relationship. We strive to provide meaningful reports in several ways to allow ACCS Institutions and its Participants visibility into our Service Metrics, Utilization Rates and provide trend information.

- **Daily (or anytime) 24/7** – ACCS Institutions and its Participants, can view data via their unique Berney Web Portal. (Additional Portal details are provided in the Value Added Services – Customer Portal Section of our response)

- **Monthly Review** – A monthly report will provide view data (usage, # of service calls, average response times) and review any open items. This will be provided by On-Site Manager and Service Manager.

- **Quarterly Review** – Berney will meet with ACCS Institutions and its Participants, point-of-contact to review trends, SLAs, utilization reports, supply usage, service metrics (# of calls, average response time, total repair time, First Call effectiveness).

As part of the solution, Berney Office Solutions will provide secure web-based portal views of real time fleet data and metrics, in addition to traditional reporting during our regular communication meetings (and ad hoc reports as needed). Secure Web-based Portal

This tool is available to ACCS Institutions and its Participants are as follows:

- **Berney Portal**

Provide exceptional service by the ACCS institution the ability to manage their equipment on the web. With e-info™ web portal, customers can order supplies and check order status, initiate service request, monitor account information, view account summary, and input meter readings. This web based portal, gives real time access to all equipment under the SOW. With a secure login, ACCS Institutions and its Participants, will have the ability to access fleet data such as:

- Install Date
- Location
- ID Number
- Avg Volumes
- Fleet Install Mix
- Open Invoices

- Service Call History
- Open Service Calls
- Pending Supply Orders
- Make/Model
- Serial Number
Examples of reports and charts:

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>B&amp;W Volume Trends</td>
<td></td>
</tr>
<tr>
<td>Quarter 1: December – February</td>
<td>831,729</td>
</tr>
<tr>
<td>Quarter 2: March – May</td>
<td>1,249,156</td>
</tr>
<tr>
<td>Quarter 3: June – August</td>
<td>1,216,495</td>
</tr>
<tr>
<td>Total</td>
<td>3,297,380</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Color Volume Trends</td>
<td></td>
</tr>
<tr>
<td>Quarter 1: December – February</td>
<td>4,414</td>
</tr>
<tr>
<td>Quarter 2: March – May</td>
<td>6,655</td>
</tr>
<tr>
<td>Quarter 3: June – August</td>
<td>5,315</td>
</tr>
<tr>
<td>Total</td>
<td>16,383</td>
</tr>
</tbody>
</table>

Based on Scope of Work requirements, Berney Office Solutions utilizes other SNMP-based tools to capture data for reporting and fleet management. Data collected is presented to our customers during monthly and quarterly reviews to ensure that Berney properly understands and responds to the needs of each customer. Each quarterly review will be comprised of any and all data requested by ACCS Institutions and its Participants, as well as any data necessary for special projects, implementations, migrations, workflow strategies and new initiatives. The Suite of tools to support this effort may include:

- **CentreWare Web**
  - An onsite fleet management tool which provides the ability to automatically find and manage printers & multifunction devices in the enterprise. Supporting both Xerox and non-Xerox devices, CentreWare Web easily and securely discovers SNMP devices on multiple subnets in one automated step. Administrators can run scheduled discoveries for ongoing visibility or import a list of devices to be added to CentreWare Web. Administration wizards make it easy to manage configurations centrally. Firmware upgrades can automatically be configured to be run on specific groups of devices, during low network traffic hours and receive confirmations once upgrades are configured. The tool can send email alerts warning of low consumable levels and device errors such as fuser or drum malfunctions. This means fewer help desk calls and increased productivity!
Reporting – Berney Office Solutions – Quarterly Business Review

Berney Office Solutions is committed to Quarterly Business Review (QBR) process and prefers to meet customers every 3 months to review. This meeting serves as a strategic planning session to review status of key goals and initiatives and also opportunity to review trends, SLAs, utilization reports, supply usage, service metrics (# of calls, average response time, total repair time, First Call effectiveness, etc).

Below are examples of content from customer reviews, we have redacted or removed customer name.

![MFP Fleet Analysis](image1)

![Service Metrics](image2)
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Reporting – Berney Office Solutions – Quarterly Business Review

Service Metrics

1.01 hrs Average OnSite Response Time

94% of 52 corrective maintenance calls were responded to and completely resolved in under 4 hours

Service Metrics

1.5 hrs First Call Fix Avg Resolution Time (On-Site)

1.5 hrs was the average hours for first call fix from when call opened to problem resolution on 52 calls

September - November 2018 Printers with Highest AMV

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Model</th>
<th>Serial Number</th>
<th>Most Recent Total AMV</th>
</tr>
</thead>
<tbody>
<tr>
<td>HP</td>
<td>LaserJet 680M602</td>
<td>W4C075159B</td>
<td>5627</td>
</tr>
<tr>
<td>HP</td>
<td>LaserJet P2055</td>
<td>SNPC22711411</td>
<td>3897</td>
</tr>
<tr>
<td>BROTHER</td>
<td>HL-6000DN Color</td>
<td>US49187045415538</td>
<td>3347</td>
</tr>
<tr>
<td>HP</td>
<td>LaserJet 5400</td>
<td>CNM01006M</td>
<td>3201</td>
</tr>
<tr>
<td>BROTHER</td>
<td>HL-6000DN Color</td>
<td>US49187045415538</td>
<td>3347</td>
</tr>
<tr>
<td>HP</td>
<td>LaserJet 4050</td>
<td>CNM01006B75</td>
<td>2402</td>
</tr>
<tr>
<td>HP</td>
<td>LaserJet 680AM02</td>
<td>CNM01006135</td>
<td>2228</td>
</tr>
<tr>
<td>HP</td>
<td>LaserJet 8200</td>
<td>CNM01006135</td>
<td>3166</td>
</tr>
<tr>
<td>HP</td>
<td>LaserJet P4016</td>
<td>CNM01006135</td>
<td>1841</td>
</tr>
<tr>
<td>RICOH</td>
<td>Aficio SP C500DN</td>
<td>SF1001000084</td>
<td>1930</td>
</tr>
</tbody>
</table>
Electronic Commerce

Please see below examples of an internet website that will provide Equipment and Services Schedule (ESS). Berney Office Solutions will keep the schedule current and correct on a password protected web page.

Links on the site will provide access to account management resources such as service call placement, supplies ordering, and online support. The Online Support link will provide access to the Xerox Customer Support Forum, and helpful videos on equipment purchased.
Breadth of Offering

**Xerox Multi-Function Products (MFPs)** – No matter which Xerox multifunction printer (MFP) / all-in-one laser printer you choose, you'll get easy-to-use interfaces, reliable paper handling, advanced security and sophisticated tools for controlling costs. Turn your multifunction laser printer into a smart workplace assistant with WiFi connectivity, mobile printing, tablet-like touchscreens and cloud-connected apps. Please see attached brochures.

**Managed Print Services** – Berney Office Solutions helps higher education customers manage and control printing costs. Starts with identifying the size and quantity of your printer fleet. Based on our findings, and your goals, we can co-author a plan that covers both service and supplies of your printers, relieving IT personnel to manage networks, instead of being a printer repair person. See attached references.

**Wide Format Scanners/Printers/Copiers** – Full line of KIP Wide Format printers/scanners and copiers. Whether a one roll or multi-roll system is required, we have them with all the features and software that makes KIP an industry favorite.

**Software** – Berney offers several software solutions designed to maximize the impact of your documents.

- **Authentication and Cost Accounting** – Software that allows users to authenticate to the MFP using PIN codes, HID badge swipes, cell phones or a combination of these. Knowing who is standing at the MFP allows you to not only document the user’s activity, but to customize the user’s experience. Print jobs submitted can be released at any MFP in the environment giving users the flexibility to retrieve their print job from the device most convenient to them. Print rules allow administrators to automatically direct high-cost color prints and large jobs to the most effective device reducing overall print spend.

- **Electronic Document Management Solutions** – These systems create electronic repositories to replace paper-based business workflows. Gone are the days when paper documents are routed from place to place with high risk of misrouting and misplacement. Documents that require team collusion are be addressed electronically, and simultaneously by multiple team members whether in the office or using mobile devices “on the go”. A great enhancement to Business Continuity/Disaster Recovery plans!!

- **MiddleWare Systems** – MiddleWare is software that stands between hardware input/output devices (like MFPs and scanners), and back end Line-of-Business systems such as network folders, fax servers, document management systems, and print queues. Middleware leverages information extracted from the document and user input to route content properly and efficiently.

- **Mobile Print Systems** – Used to allow easy printing from mobile devices such as smart phones and tablets. These systems are typically integrated with Authentication/Cost Accounting deployments to provide resource tracking consistency.

- **Optical Mark Recognition (OMR)** - Allows users to create custom bubble sheets which can be filled out by students (academic testing), or respondents (surveys), then extract the data entered by students/respondents automatically after scanning the sheets in bulk with an MFD.
- Fax Servers – Provides a central processing point for inbound and outbound fax traffic. Creates a paperless method for users to send and receive faxes at the desktop or in a workgroup. Walkup paper-based faxes are transmitted electronically through the fax server with the same workflow experience that personnel are currently used to. Since faxes are processed and logged through a central telecom connection, management gains visibility and auditability into fax traffic.
- IT hardware – PCs, servers, networking infrastructure gear, voice systems.
- Hosted Solutions from world-class organizations such as Cisco, Microsoft, Barracuda, and XMedius.
- Xerox IT Services – The Xerox Managed IT Services team manages, maintains and supports your entire IT infrastructure, keeping your organization up and running at optimum performance while saving you time and money. From the data center to the desktop, we meet all your day-to-day IT challenges while leveraging specialized experts. We offer custom-designed support packages ranging from regular 8x5 monitoring to help desk agents that are available 24x7 to support your needs.
- Production Equipment – All the equipment needed for a world-class Print Shop, one of our specialties. Award winning Production solutions from Xerox Corporation. No matter what size jobs, media type or finishing needs, we have it all. Please see brochures below.
XEROX® ALTALINK®
COLOR MULTIFUNCTION PRINTER

Smart, secure and connected Workplace Assistant.

C8030/C8035/C8045/C8055/C8070
Xerox® AltaLink® C8030/C8035/C8045/C8055/C8070 Color Multifunction Printer

Xerox® AltaLink® devices provide new levels of capability and connectivity for mid-size and large workgroups and busy offices. With AltaLink®, your extended workforce has instant and secure access to the documents, data and workflows it needs to work faster and more efficiently — from every location and with any device.

SMART AND PRODUCTIVE

From its tablet-like user interface to its right out of the box mobile friendly connectivity options, the Xerox® AltaLink® C8000 Series is the color multifunction device today's workers have been waiting for.

Easy to manage as a standalone device or as part of an entire fleet, it's designed to enable fast multitasking and collaboration. Create customized 1-Touch Apps to automate multi-step workflows. Simply tap your new app to quickly perform the job you configured. And save time by scanning to multiple destinations, including a USB drive, network location and SMB share location, all in one operation.

With the touch of a button, you can go to our Xerox App Gallery and download simple, yet powerful, serverless apps to your AltaLink® device to increase user productivity and shorten everyday tasks.

Built-in mobile connectivity, including @PrintByXerox, Google Cloud Print™, Xerox® Print Service Plug-in for Android™, Airprint®, Mopria® and optional Wi-Fi Direct® provides the time-saving convenience your workforce wants and needs.

POWERFUL AND SCALABLE

Provide interactive training and support right from your desktop with our remote control panel. Enable serverless fleet management with Fleet Orchestrator. Configure a single device once, then let the Fleet Orchestrator deploy and manage configurations automatically and share automated workflows across devices.

Fewer maintenance hassles, less IT support, high-capacity paper trays and the ability to print on varying paper sizes add up to increased uptime and greater productivity. Scanning, printing and faxing can be done simultaneously, allowing for multitasking during peak periods — and your choice of finishing options means you can configure your AltaLink® device for any work environment and any document type, including booklets, brochures and pamphlets.

BUILT-IN SECURITY

Enjoy comprehensive security through our strategic approach to preventing intrusions and keeping documents and data safe. Our partnerships with McAfee® and Cisco® proactively address risks at the individual device, fleet and network level.

Multiple layers of security include data encryption, disk overwrite and industry certifications. The Innovative Configuration Watchdog ensures your AltaLink® devices remain configured in accordance with your security policies.

COLOR WHERE IT COUNTS

With high resolution output of 1200 x 2400 dpi, photo-quality color images and crisp text will give your documents clarity and impact. You can also upgrade your AltaLink® C8000 Series with the Xerox® EX-c C8000 Print Server Powered by Fiery®, enabling office users to quickly, efficiently and cost effectively print professional-looking documents.

XEROX® CONNECTKEY® TECHNOLOGY — THE NEXUS OF YOUR COMPLETE PRODUCTIVITY ECOSYSTEM

From Xerox — the company that created the modern workplace — we present the next revolution in workplace productivity. With a consistent user experience across a wide range of devices, mobile and cloud connectivity and a growing library of apps to expand functionality, you'll work faster, better and smarter.

Intuitive User Experience

An entirely new — and yet entirely familiar way to interact that includes a tablet-like experience with gesture-based touchscreen controls and easy customization.

Mobile and Cloud Ready

Instant connectivity to cloud and mobile devices right from the user interface, with access to pre-loaded, cloud-hosted services that let you work where, when and how you want.

Benchmark Security

Full multi-layer protection for both documents and data, ready to guard against and eliminate emerging threats andmeet or exceed regulatory compliance.

Enables Next Generation Services

Work more efficiently and manage resources more effectively. Easy integration of Xerox® Managed Print Services enables remote monitoring of service delivery and consumables, plus remote configuration for even more time savings.

Gateway to New Possibilities

Instantly extend your capabilities with access to the Xerox App Gallery, featuring real world apps designed to optimize digital workflows. Commission our network of partners to design innovative, business-specific solutions.

Find out more about how you'll work smarter at www.ConnectKey.com.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

**CHOSE THE CONFIGURATION THAT MEETS YOUR NEEDS**

1. Single-Pass Duplex Automatic Document Feeder (DADF) speeds time by simultaneously scanning both sides of two-sided documents at up to 139 impressions per minute.

2. Convenience Stacker (optional) stows up to 100 sheets of 20 lb/80 gsm media.

3. Bypass Tray handles up to 350 sheets of 20 lb/80 gsm media, also feeds up to 110 lb Cover/300 gsm media.

4. Two 520-sheet adjustable trays (standard with all configurations). Tray 1 handles media sizes up to 11.7 x 17 in A3 and Tray 2 handles media sizes up to 12 x 18 in A3.

5. Envelope Kit (optional—replaces Tray 1) provides trouble-free feeding of up to 60 envelopes.

6. High-Capacity Tandem Tray Module (optional) brings the total paper capacity up to 3,140 sheets.

7. Four Tray Module (optional with CB030/CB035) holds a total of 2,780 sheets.

8. High-Capacity Feeder (optional) holds 2,000 sheets of letter/AA paper, increasing the maximum paper capacity to 5,140 sheets.


10. BR Booklet Maker Finisher (optional) provides advanced finishing with the capability to create 64-page saddle-stitched booklets (2 to 16 sheets).

11. C-Fold/Z-Fold Unit (optional) adds three folds: C-fold, Z-fold, and Z-half-fold to the BR Finisher or BR Booklet Maker Finisher.

12. Offset Catch Tray (OCT) (standard on all configurations and included with all finishers).


14. Office Finisher LX (optional with CB030/CB035/CB040/CB055) gives you advanced finishing functions at a great value, and offers optional crossover core and red in-stitch booklet making capable of 60 page booklets (2 to 15 sheets).

15. Xerox® Integrated RFID Card Reader £1.0 (optional) adds card-based authentication with support for over 90 access cards.

16. Near Field Communication (NFC) Top-to-Pair allows users to tap their mobile device to the AllLink® CB000 user panel and instantly connect with the MFP.

**INTRODUCING MOBILE DEVICE-LIKE TOUCHSCREEN SUPERIORITY**

Meet our all-new, 10.1 inch color touchscreen — the user interface that sets a higher standard for customization, ease of use and reliability.

By providing a familiar “mobile” experience — with support for gestures input and back-forward apps that show a common look and feel — fewer steps are needed to complete even the most complex jobs.

A highly intuitive layout guides you through every task from start to finish, with a natural hierarchy placing commonly used functions front and center. Don’t like where a function or app is located? Want faster access to app settings? Easily customize the touchscreen’s layout to make it yours.

This unmatched balance of hardware technology and software smarts helps everyone who interacts with the AllLink® CB000 Series get more work done, faster. Try our new UI at [www.xerox.com/AutoLinkUI](http://www.xerox.com/AutoLinkUI).
### Xerox® AltaLink® C8030/C8035/C8045/C8055/C8070

**Color Multifunction Printer**

<table>
<thead>
<tr>
<th>Device Specification</th>
<th>AltaLink® C8030</th>
<th>AltaLink® C8035</th>
<th>AltaLink® C8045</th>
<th>AltaLink® C8055</th>
<th>AltaLink® C8070</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Speed</strong> (Color/Black and White)</td>
<td>Up to 39 ppm</td>
<td>Up to 39 ppm</td>
<td>Up to 55 ppm</td>
<td>Up to 55 ppm</td>
<td>Up to 70 ppm</td>
</tr>
<tr>
<td><strong>Monthly Duty Cycle</strong></td>
<td>Up to 90,000 pages</td>
<td>Up to 180,000 pages</td>
<td>Up to 300,000 pages</td>
<td>Up to 300,000 pages</td>
<td>Up to 700,000 pages</td>
</tr>
<tr>
<td><strong>Hard Drive/Processor Memory</strong></td>
<td>Minimum 512 MB DDR3/Intel Atom® Dual Core 1.91 GHz/2 MB Control/8 GB system memory</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Connectivity</strong></td>
<td>10/100/1000 Base-T Ethernet, High Speed USB 2.0 direct print, Wi-Fi Direct® with optional Xerox® USB Wireless Adapter, NFC Tap-to-Pair</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Documentation</strong></td>
<td>Xerox® ESM® 80 Printer Service Printout</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Copy and Print</strong></td>
<td>Copy Restraint: Up to 0,000,000 copies, Print Restraint: Up to 12,000,000 copies</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>First Copy Out Time (at first copy)</strong></td>
<td>8.1 seconds color/7.7 seconds black and white</td>
<td>8.1 seconds color/6.4 seconds black and white</td>
<td>7.2 seconds color/5.7 seconds black and white</td>
<td>5.7 seconds color/4.9 seconds black and white</td>
<td>4.7 seconds color/3.6 seconds black and white</td>
</tr>
<tr>
<td><strong>First Print Out Time (at first copy)</strong></td>
<td>6.5 seconds color/6.3 seconds black and white</td>
<td>6.6 seconds color/6.5 seconds black and white</td>
<td>6.2 seconds color/5.7 seconds black and white</td>
<td>5.7 seconds color/4.9 seconds black and white</td>
<td>4.7 seconds color/3.6 seconds black and white</td>
</tr>
<tr>
<td><strong>Page Description Languages</strong></td>
<td>Adobe® PostScript® 3, Adobe PDF version 13, PDF/X-3, 6, Optional XML, Page Specification (PS)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Paper Input</strong></td>
<td>Standard</td>
<td>Single-Sided Automatic Document Feeder: 1,000 sheets, Bypass Tray: 100 sheets, Custom sizes: 5.5 x 4.25 to 11 x 17 in [140 x 107 to 279 x 432 mm] (SEF)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Choose One</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Four Tray Module</strong></td>
<td>Tray 3 and 4</td>
<td>Available with C8030/C8035/C8045: 1,000 sheets 320 sheets each; Custom sizes: 5.5 x 7.2 to 12 x 18 in [140 x 180 to 305 x 457 mm] (SEF)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>High Capacity Tandem Tray Module</strong></td>
<td>2,000 sheets, Bypass Tray: 100 sheets, Custom sizes: 5.5 x 7.2 to 17 x 22 in [140 x 180 to 432 x 559 mm] (SEF)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Optional</strong></td>
<td>High-Capacity Feeder (HCF): 7,000 sheets, Size: 8.5 x 11 in [216 x 279 mm] long edge feed</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Paper Output/ Finishing</strong></td>
<td>Standard</td>
<td>Single-Sided Automatic Document Feeder: 1,000 sheets, Bypass Tray: 100 sheets, Custom sizes: 5.5 x 4.25 to 11 x 17 in [140 x 107 to 279 x 432 mm] (SEF)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Choose One</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>InTru® Technology</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>INTUITIVE USER EXPERIENCE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Customize</strong></td>
<td>Site function/Workflow customization with Xerox® ConnectKey</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Print Drives</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Xerox® Embedded Web Tools</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Remote Console/Preview</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Remote Console/Preview</strong></td>
<td>Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Drive, Xerox® Mobile Express Drive, Application Defaults, Xerox® Print Driver</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MACHINE AND READY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mobile Connectivity</strong></td>
<td>Apple AirPrint®, Google Cloud Print® Ready, Xerox® Print Service Plug-In for Android®, Xerox® Print Service Plug-In for Windows, NFC</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mobile Printing</strong></td>
<td>64-bit Print System, More at xerox.com/MobileSolutions, Optional: Xerox® Workplace Cloud Suite Mobile Service Plug-In, Learn more at xerox.com/MobileSolutions</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>BENCHMARK SECURITY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Network Security</strong></td>
<td>Secure Mode/Job Store, Secure Mode/Job Store, Encrypted Email, McAfee® VirusScan® with Intrusion Detection, SSL/TLS, Secure Management, Secure Print, Secure Fax, Secure Print, Secure Print</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Device Access</strong></td>
<td>User Authentication, User Authentication, Secure Mode/Job Store, Secure Mode/Job Store, Secure Mode/Job Store</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Data Protection</strong></td>
<td>Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Device Security</strong></td>
<td>Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption), Secure Hard Drive (AES 256-bit encryption)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SERVER GENERATION SERVICES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Print Management</strong></td>
<td>Xerox® Standard Accounting, Optional: Xerox® Workplace Cloud Suite, Secure Mode/Job Store, Secure Mode/Job Store, Secure Mode/Job Store</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Fleet/Device Management</strong></td>
<td>Xerox® Device Manager, Xerox® CentreWare Web, Xerox® Support Assistance, Auto Meter, Printern, Managed Print Services, Smart Device Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sustainability</strong></td>
<td>CryptoSure® Print, Print User ID on Margins, Earth Smart Print Settings</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>GATEWAY TO NEW POSSIBILITIES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Xerox® App Gallery</strong></td>
<td>Go to xerox.com/AppGallery to learn how you can extend the capabilities of your MFP and work in new ways with dedicated apps</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Maximum volume capacity expected may vary month. Not expected to be sustained on a regular basis.*

For more detailed specifications, including the latest certifications, go to www.xerox.com/AltaLinkC8000Specs.
XEROX® VERSALINK®
MULTIFUNCTION PRINTER


B7025/B7030/B7035
Xerox® VersaLink® B7025/B7030/B7035
Multifunction Printer

When it comes to seamless integration into your work environment and helping you get important tasks done faster, there's no smarter option than the affordable, reliable and supremely business-ready VersaLink® B7025/B7030/B7035 Multifunction Printer — featuring Xerox® ConnectKey® Technology.

Higher Performance. Optimized Efficiency.
Right out of the box, you'll count on your Xerox® VersaLink® B7000 Series Multifunction Printer to consistently and flawlessly perform the tasks that make your business work more efficiently. From IT-free installation wizards, to step-by-step configuration options, you're ready to go — hassle free.

And with an entirely re-engineered paper path and new LED print head technology, we've taken day-in, day-out reliability to an impressive level of excellence.

VersaLink® devices are loaded with features and time-saving Xerox® technologies designed to speed up information sharing and reduce inefficient workflows. Ensure information accuracy with Scan and Fax preview, and more with scanned documents built in optical character recognition (OCR).

When it comes to safeguarding critical documents and data, VersaLink® devices deliver benchmark security that protects all points of vulnerability, including protection from unauthorized device access, secure network communication, 256-bit hard disk encryption with secure overwrite and the ability to add security to individual documents.

Easy to Use. Easy to Customize.
With the VersaLink® B7000 Series Multifunction Printer's over-sized, customizable 7-inch color touchscreen, you can tap, swipe and pinch your way through tasks and functions with mobile-like ease.

Preloaded Xerox® ConnectKey® Apps help optimize office efficiency, and on-screen access to the extensive Xerox App Gallery provides expanded functionality — like the optional Xerox® Easy Translator Service app, which quickly translates scanned documents into numerous languages.

Get more done in less time by creating customized 1-Touch Apps to automate multi-step workflows for individuals or groups. Simply tap your new app to quickly perform the job you configured. And with Simple ID, individual users and groups enter a user ID and password once, and then enjoy fast, secure access to task-specific presets, individualized favorite contacts, and commonly used apps on a personalized home screen.

Intuitive User Experience
An entirely new — and yet entirely familiar way to interact that includes a touch-like experience, with gesture-based touchscreen controls and easy customization.

Mobile and Cloud Ready
Instant connectivity to cloud and mobile devices right from the user interface, with access to pre-loaded, cloud-hosted services that help you work where, when and how you want.

Benchmark Security
Fail multi-level protection for both documents and data, ready to guard against and eliminate emerging threats and meet or exceed regulatory compliance.

Enables Next Generation Services
Work more efficiently and manage resources more effectively. Easy integration of Xerox® Managed Print Services enables remote monitoring of service delivery and consumables.

Gateway to New Possibilities
Instantly extend your capabilities with access to the Xerox App Gallery, featuring real-world apps designed to optimize digital workflows. Commission our network of partners to design innovative, business-specific solutions.

Learn more about why Xerox is the only choice for today's mobile professionals by visiting www.xerox.com/Mobile.
1. A 110-sheet Duplex Automatic Document Feeder (DADF) scans two-sided black and white or color originals for copy, scan and fax jobs.

2. The optional Work Surface (included with Convenience/Stacker) gives you plenty of room to sort documents.

3. Card Reader/Key with embedded USB port.

4. An easily accessible USB port allows users to quickly print from or scan to any standard USB memory device.

5. The 100-sheet Bypass Tray handles media sizes from 3.5 x 3.5 inches to 11.0 x 18 inches and has a maximum paper capacity of 1,100 sheets (including Bypass Tray).

6. The standard 520-sheet Tray 1 handles media sizes from 5.5 x 7.17 inches to 11.0 x 17 inches and has a maximum paper capacity of 2,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 5,140 sheets.

1. USB ports can be disabled.

MULTIPLE PAPER TRAY OPTIONS TO FIT EVERY NEED:

7. The Simple Tray Module (optional with Desktop model) increases total paper capacity to 1,100 sheets (includes Bypass Tray). Or choose the optional Three Tray Module (not shown) to increase the total paper capacity to 2,100 sheets (includes Bypass Tray).

8. The optional Single Tray with Stand Module increases total paper capacity to 1,100 sheets (includes Bypass Tray) and provides storage for toner cartridges and other supplies.

9. The optional High Capacity Tandem Tray Module allows for a total paper capacity of up to 3,140 sheets (includes Bypass Tray).

10. The optional High Capacity Feeder holds 2,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 5,140 sheets.

ADD INCREASED VERSATILITY WITH FINISHING OPTIONS:

11. The Dual Catch Trays (optional with Desktop model) stack up to 250 sheets each, lower tray offsets.

12. The optional Office Finisher LE gives you advanced finishing functions at a great value and offers optional booklet making.

13. The optional Integrated Office Finisher provides 500 sheet stacking and 50 sheet, single position stapling.

INTRODUCING TOUCHSCREEN SUPERIORITY

Meet our all new, 7 inch color touchscreen — the user interface that sets a higher standard for customization, personalization and versatility.

By providing a familiar “mobile” experience — with support for optional input and task-focused apps that share a common look and feel — fewer steps are needed to complete even the most complex jobs.

A highly intuitive layout guides you through every task from start to finish with a natural hierarchy placing critical functions near the top of the screen and commonly used options front and center. Don’t know where a function or app is located? Customize the layout to make it yours.

This unmatched balance of hardware technology and software capability helps everyone who interacts with the Versalink® B7080 Series Multi-Function Printer get more work done, faster.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
XEROX® PRIMELINK®
COPIER/PRINTER

Production ready, office-friendly black and white.
Walk-up simplicity meets production-level capability in one compact device.

It's a copier. It's a scanner. It's a full-featured press capable of production-level performance. Meet the PrimeLink® B9100 Series—the incredibly reliable, endlessly configurable family of black and white printers from Xerox.

THE PRIME ADVANTAGE
The Xerox® PrimeLink® B9100 Series Copier/Printer is designed to support modern office workgroups and in-plant print shops with the widest breadth of capabilities on the market.

- A compact, high-performance configuration small enough to place near your work group—but configurable enough to handle a full range of black and white applications.
- A fast single-pass, dual-head color scanner copies or converts pages to widely used digital formats at speeds up to 270 images per minute (ipm).
- Access to Xerox® App Gallery right from the user interface, whereby you'll find cloud connected apps to automate complex, time-consuming tasks for business, education, healthcare, and more.
- Easy-to-use Xerox® Integrated Copy/Print Server for touchscreen control of copy, scan, and pre- and post-print functions.
- Optional Xerox® EX B9100 Series Print Server powered by Fiery® provides increased efficiency, automation, advanced job setup, and other performance boosting features to help you get more done, faster.
- Real-time data safety features and cloud backups ensure data safety and compliance with strict, industry-specific standards like HIPAA and FIPS 140-2.

REAL POSSIBILITIES
Opportunities are endless with PrimeLink. The same technologies that drive image quality and reliability in Xerox® Production Printers are adapted to its compact footprint.

- Xerox-developed VCSEL print technology uses 32 lasers to produce true high def (2400 x 2400 dpi) text and images, consistent print densities, and neutral grays.
- Our new EA-Eco LGK toner produces rich blacks, more consistent, smoother shades of gray, and better readability with its low-gloss matrix finish.
- Under the hood monitoring and automated toner density adjustments with our Simple Image Quality Adjustment (SIQA) for defect-free output.
- Automated technologies keep sheets on track at high speeds—even with heavier, lighter, or longer stocks—reducing jams and ensuring output accuracy.
- Save profiles for future use with the same stocks.
- Digital Image Registration Control Technology (DRC) measures each sheet position as it runs through the printer—making precise corrections digitally in real time for ultra-high precision registration.

SECURE AND RELIABLE REMOTE SERVICES
PrimeLink is your connection to hands- and worry-free services that keep your operation productive and profitable.

- Automatic Meter Read ensures more accurate billing and saves administrative time.
- Auto Supplies Replenishment monitors toner use and provides on-time, in-time delivery.
- Event-Based Data Push sends fault-specific data to a Xerox Digital Expert for faster resolution and reduced downtime.
- Rules-Based Self Help provides contextual help as well as a searchable database right at the embedded web server.
XEROX® PRIMELINK® PRINTER

The world’s #1* entry production color printer just got even better.
Xerox® PrimeLink® C9065 and C9070 Printer

The Xerox® PrimeLink® C9065/C9070 delivers the most adaptable capabilities on the market. From superior image quality and unmatched media flexibility to professional-grade finishing, automation and security, it takes entry level to the next level.

**SERVE AND PROTECT**

PrimeLink applies a strategic approach to security to keep your network and projects safe from prying eyes. Stop suspicious activity where it starts with our comprehensive approach to security:

- Multiple layers of security include data encryption, access controls, disk overwrite and industry certifications.
- AuditLog ensures an audit trail of operators’ key events. These logs are imperative for Administrators/Key Operators to use for troubleshooting, resource optimization and security audits.
- Secure Print holds documents for release until you are ready to retrieve them.
- Secure Scanning includes password protection for PDFs and folders, as well as encryption for scanning to email.

**FINISH STRONG**

PrimeLink delivers media latitude and finishing options that are best-in-class and unparalleled in an entry-level device.

Print on specialty stocks and heavy weight stocks up to 350 gsm. Print up to 26 (460 mm) with the Extra Long Sheet (ELS) capability up to 220 gsm. And print long runs without relinking the paper tray using high volume feeding options.

Finishing options are professional-grade, easy to navigate and nearly endless. Enjoy options ranging from full bleed trimmed booklets to punch, crease and fold.

**IMPROVE YOUR IMAGE**

Entry-level price points shouldn’t mean entry-level image quality. With PrimeLink, you can deliver stunning output on every job, every time.

It all starts with resolution. 2400 x 2400 dpi means you get outstanding fine-line detail and text with vivid images and smooth color transitions — even at speeds of up to 70 ppm. EFI® EPSON® technologies such as PANTONE® 600® and PANTONE® PLUS® ensure the color you want is the color you get.

A combination of Xerox® Emulsion Aggregation (EA) toner with ultra-low melt technology, 1.5 mm front-to-back registration and Simple Image Quality Adjustment (SIQA) means you get consistent quality from your first print to your last.

**WORK SMARTER, NOT HARDER**

Loosing deadlines are the norm. Now, there’s no reason to compromise. Adding a PrimeLink to your arsenal lets you upgrade your productivity in ways you couldn’t think possible.

Designed to promote multitasking and collaboration, it’s customizable to suit your work style. The Xerox® Integrated Color Workflow System is standard. Or you can choose from one of three optional EFI® servers for more capabilities and more volume. All you have to do is select the best fit based on your business applications and the level of automation and color accuracy you need.

The printer also has access to the Xerox® App Gallery. With apps that connect to leading applications including Bar®, Microsoft®, OneDrive®, Google Drive®, Dropbox® and Microsoft Office 365®, you can print and scan directly to and from the cloud, simplify workflows and automate complex tasks.

Plus, built-in mobile connectivity with XPrint™ allows your team stay-on-task when they’re on the go. With this feature, PrimeLink can securely accept print submissions from any email-enabled device — no extra software required.

It’s all there with the touch of a button. Say yes to more, and Xerox® PrimeLink® C9065/C9070 will help you deliver.

Industry Certifications for Image Quality

- ANSI register
- DIN ISO 12647
- SPC
- Xerox Printer Pro Print Accesories
- Xerox PRO亲近

| 80 | Page |
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Xerox® Primelink® C9065 and C9070 Printer

<table>
<thead>
<tr>
<th>Service Speed</th>
<th>Primelink C9065</th>
<th>Primelink C9070</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internal Print</td>
<td>1200 characters per second</td>
<td>1200 characters per second</td>
</tr>
<tr>
<td>Print Speed</td>
<td>60 ppm A4</td>
<td>60 ppm A4</td>
</tr>
<tr>
<td>Resolution</td>
<td>1200 dpi</td>
<td>1200 dpi</td>
</tr>
<tr>
<td>Duplex</td>
<td>Automatic</td>
<td>Automatic</td>
</tr>
<tr>
<td>Toner Cartridge</td>
<td>1 x C9065C</td>
<td>1 x C9070C</td>
</tr>
<tr>
<td>Maintenance Kit</td>
<td>1 x C9065MK</td>
<td>1 x C9070MK</td>
</tr>
</tbody>
</table>

Price Features:
- High-speed printing
- Long-life toner cartridges
- Automatic duplex printing
- Advanced security features

For more information, go to xerox.com/Primelink.
Xerox App Gallery

Get access to a growing number of Xerox® ConnectKey® Apps at the touch of a button.

Boost productivity by simplifying and shortening everyday tasks with ConnectKey Apps. These apps extend the capabilities of your Xerox® ConnectKey Technology-enabled multifunction printer (MFP) and help you make the most of your hardware investment without a dedicated server, PC or IT resource.

XEROX APP GALLERY PROVIDES INSTANT ACCESS TO THESE CONNECTKEY APPS:
- Cloud Connector Apps
- Productivity Apps
- Device Management Apps
- Scan Apps

Visit www.xerox.com/AppGallery to access and view our always-growing collection.

HOW TO INSTALL CONNECTKEY APPS:
Push Model via PC
Log in to your Xerox App Gallery account from your PC, select the apps you want to install and list the target MFP(s) for those apps.

Pull Model MFP “On-Box”
Simply download an app from the Xerox App Gallery button on the UI of your MFP. 2016 ConnectKey i-Series MFPs come standard with Xerox App Gallery already embedded on the user interface.

EASY SETUP AND NO IT.
ConnectKey Apps are designed to be very simple. If your machine is functional on the network, you should not need special IT help. ConnectKey Apps are digitally signed to assure their authenticity and the use of unauthorized apps is controlled by requiring administrator authentication to install apps on your MFP. No additional impact should be expected on your network.

SUPPORT:
All 2016 ConnectKey Technology-enabled MFP Printers and newer will support ConnectKey Apps. Please visit www.connectkey.com for a complete list of supported devices.

ConnectKey Apps will only work on 2016 ConnectKey Technology-enabled MFP Printers or newer on which you have administrator permissions to install software.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Xerox App Gallery

**POSSIBLE APPS**

This is only a partial list and a snapshot of Xerox® ConnectKey® Apps as of March 2016. Visit www.xerox.com/AppGallery to access and view our growing collection.

<table>
<thead>
<tr>
<th>ConnectKey App</th>
<th>License Download Fee Usage Fee</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Xerox App Gallery</td>
<td>Free Download Free Unlimited Use</td>
<td>Use this app to access, login, browse and download ConnectKey Apps from the Xerox App Gallery.</td>
</tr>
<tr>
<td>Mobile Print Cloud</td>
<td>Free Download Free Unlimited Use</td>
<td>The QL facility scan app enables easy printing from email. Submit an email to <a href="mailto:connectkey@xerox.com">connectkey@xerox.com</a> with any attachment(s) that you wish to print. New users will receive an email confirmation containing a password. Use your password at a Xerox device running the QL facility scan app to release your job.</td>
</tr>
<tr>
<td>Print and Scan for Google Drive</td>
<td>Free Download Free Unlimited Use</td>
<td>+ The left side QR code is for pairing a phone to the MFP. Inside Xerox mobile apps, you can connect with an IP address or the QR code has the information embedded. + The right side QR code contains an up-to-date list of mobile phone apps that work with your print-to-email and the MFP.</td>
</tr>
<tr>
<td>Print and scan to MyBox</td>
<td>Free Download Free Unlimited Use</td>
<td>Print and scan to MyBox, a cloud-based email account, which gives you access instant access to any-day materials. Print files from or scan documents to MyBox. For print, the app includes support for Microsoft Office, PDF, EPS, PCL, XPS, PS, and JPEG. For scan, the app supports output formats of PDF, PCL, XPS, JPEG and TIF.</td>
</tr>
<tr>
<td>Print and Scan to OneDrive</td>
<td>Free Download Free Unlimited Use</td>
<td>Print and scan to your cloud-based email account. Simply open the sharepoint process with cloud email services such as Google Gmail. Scan and email your documents. This simplified scan service requires no email setup. Supported scan output formats include PDF, XPS, JPEG and TIF.</td>
</tr>
</tbody>
</table>

**Customize Your Apps**

Xerox® ConnectKey Apps can be further customized and personalized for you by Xerox or your Xerox Partner with your Xerox® App Studio. Contact your partner to explore the possibilities.

©2017 Xerox Corporation. All rights reserved. Xerox, Xerox® and Designated Xerox® trademarks are trademarks of Xerox Corporation in the United States and/or other countries. The information in this brochure is subject to change without notice. Updated 2/17. B22156. SFTPS-38UB
DocuShare® for Student Records

Automated student records processing streamlines workflows, reduces costs and increases security.
The need for automated student records.

Student records are at the heart of many processes in K-12 schools and in higher education. A school must maintain a complete, cumulative record of student personal data, transcripts, grades and courses from the time of enrollment through graduation. The student file must be accessible, yet secure—for example, allowing a registrar access to the record to answer student or parent questions, while protecting highly confidential information such as student grades, individualized education program (IEP) requirements, and health data. Organizations must also prepare for frequent audits by state auditors. Finally, student records must legally be kept for years and available for inquiries.

Though schools widely use student information systems (SIS) and other enterprise applications, many core processes such as registration are still paper-based. When schools rely on paper records, they face cumbersome administrative processes, high storage costs and inefficiency.
Challenges for educational institutions include:

- The growth of paper files each year, requiring file cabinets and more room to store files either onsite or in offsite warehouses.
- The time it takes to search through file cabinets or boxes. This also affects preparing for audits because fees may result if the information is not produced within a required timeframe.
- The length of time it takes for parents to visit each different school in person when enrolling several children. Registration is also time-consuming for administrators.
- Heightened risk of lost information or exposure of sensitive data with paper files.
- The need for cost-efficient solutions due to dramatic cost-cutting in public education. A school’s livelihood often depends on “doing more with less.”

Content management is the solution.

DocuShare for Student Records provides schools and other educational institutions with the capture, document management, workflow and archive tools to create a secure, central digital repository of student records. The solution protects confidential information by strictly limiting access to only those who should see the records. At the same time, it enables search and retrieval of student files in seconds. For compliance, schools can opt to add lifecycle management, providing retention schedules and automated archiving to meet legal guidelines.

Schools reap the benefits.

With a content management solution, schools can:

- Digitize student files as they accumulate through intuitive scanning that captures key data for filing.
- Provide a central, searchable repository of student information.
- Enable capture of legacy files for quick access to historical data.
- Reduce the need for physical storage space for paper files and the storage costs associated with it.
- Dramatically cut time to prepare for audits.
- Protect confidential data to comply with mandates like HIPAA, FERPA and CIPA.
- Manage the full lifecycle of records, including automated archiving after a student leaves.
- Support green initiatives by reducing paper use and printing.

DocuShare for Student Records helps streamline student record review, management and archiving.

Step 1.
Administrator or non-technical employee scans information to add to student file at MFP.

Step 2.
Scanned document automatically sorted into student folder based on ID entered at MFP.

Step 3.
File linked to student record in Student Information System (SIS) for rapid information retrieval.

Step 4.
Document level access controls ensure effective, auditable management and access.
Automate your document-driven business processes.
Capture and secure delivery of paper and electronic documents into business applications

What is Nuance AutoStore®

AutoStore is a server-based application which orchestrates the capture and secure delivery of paper and electronic documents into business applications. It is well suited for organizations of all sizes who want to eliminate error-prone manual document handling. Whether you’re handling invoices, claims, applications or order forms, AutoStore can automate your document-driven business processes to help lower costs, improve operational efficiency, communication and collaboration, and support compliance with laws and regulations.

AutoStore utilizes your existing infrastructure and captures information from your multifunction peripherals, smartphones, emails, fax servers, shared/public folders, FTP sites, Microsoft® Office® applications, PC desktops, XML data streams and other sources. The captured information is then processed based on your organization’s predetermined workflow. Scanned images are enhanced for improved readability, text can be converted into editable electronic information, barcodes can be read, resulting in rich information to be used for later retrieval. Once processing is complete, the documents and the keywords describing them are distributed to any number of locations. Destinations can be faxed, emailed, stored in a document management system (DMS), on FTP sites, in secure network folders, or even multiple destinations simultaneously. All of this is performed effortlessly with just the push of a button on the front panel of the device. That’s it. The workflow happens immediately, ensuring your information goes where you want it to go quickly and accurately every time.

This is all possible due to AutoStore’s customizable workflows and personalized MFP menu panels. With the help of the AutoStore Process Designer, workflows can be pre-configured and saved to reduce the amount of manual steps required by the end user. This simple and easy to use capability eliminates manual processes, which helps reduce user errors and results in accurate and efficient document processing.

Key features
- Works with all major manufacturers
- Integrated LDAP connector
- Bidiirectional database lookups
- Document image processing
- 40+ free back-end connectors
- 1D/2D barcode recognition
- Capture paper and electronic documents from any source
- Front panel browse-to-scan
- Route to SharePoint®
- One touch multi-route
- PDF & PDF/A support
- Personalized scan menus
- Capture from any email account
- Send to email
- MRC PDF compression
- Open XML document support
- Camera and smartphone image processing
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

One touch multi-route
Route your documents to multiple people simultaneously or to multiple backed systems just with a push of a button. Create specialized scanning workflows that can be associated with customizable buttons on the MFPs front panel. One touch of a button automates distribution of invoices, purchase orders, bills and other time-critical documents to streamline internal communications and reduce the risk of manual errors and expensive rework processing.

PDF and PDF/A support
Scan your documents to text-searchable PDF or PDF/A formats that can searched for information easily and accurately.

Personalized scan menus
Once a user is authenticated, personalized scan menus appear which are specific to the individual or department. The MFP front panel user interface can be enhanced using custom icons and names to represent the workflow action on screen accurately.

Capture from any email account
Capture email and other documents as soon as they enter the organization. Turn them into actionable digital information, including header, body text and all attachments and deliver the information into business applications for immediate, appropriate processing or archive them for corporate compliance purposes.

Send to email
Send scanned documents directly to an email address with one press of a button. Select the correct workflow, fill in the needed details and AutoStore will scan the document, convert it to your format of choice (e.g., text-searchable PDF file) and attach it to an email. Send it to yourself or to multiple addresses. After sending the document, a copy of the email can be stored in the sent items list of your mailbox.

MRC PDF compression
Attack file bloat at the core by automatically creating highly compressed PDF files 1/10th the size of the original, reducing storage needs and minimizing impact on slower mail servers and choked bandwidth.

Open XML document support
Now you can scan hardcopy originals to the latest Microsoft® Word® (.docx), Excel® (.xlsx) or PowerPoint® (.pptx) easily, and store them as accurate, properly formatted and editable Office documents.

How AutoStore works
Successful information management can help elevate a company from startup to success. So, it’s important to make sure your company has the best resources and technology available to handle both print and electronic documents. With more than 150 integrations, AutoStore has the capability to help manage your information workload. The following is a partial list of our process and route components. Please visit our website at http://www.nuance.com/for-business/autostore/index.htm for a complete listing.

Capture information from:
- Multifunction peripherals (MFPs)
- Smartphones
- Copiers
- Scanners
- Desktops
- Microsoft® Office® applications
- Fax servers
- Email (SMTP, POP3, IMAP)
- Desktops (secure and unsecure)
- FTP sites (secure and unsecure)
- Device importing and grouping (Sales, Marketing, Accounting, Post Office, etc.)

Device features:
- One-touch multi-route
- Scan settings granularity controls
- Bi-directional database lookups
- Integrated LDAP connection
- Various index fields
- Encryption of jobs
- Generation of menus / forms

Process using:
- Full text recognition
- Zonal text recognition
- Hand printed character recognition (ICR)
- Forms recognition (structured/semi-structured)
- Optical Mark Reading (OMR)
- Image Cleanup
- MRC PDF Compression
- Barcode recognition (1D/2D)
- Bates stamp
- Encryption/Decryption
- Forms Overlay
- Reporting
- Automated email notification

Enterprise features:
- Load balancing
- Multi-GPU capable
- Multi-OCR engine capable
- Centralized management
- Authentication services

Route information directly to:
- Network folders
- Fax servers
- Printers
- ODBC-compliant databases
- Send to HTTP
- Secure FTP sites
- Send to XML & WebDAV
- Document Management Systems and Cloud Services from vendors such as Microsoft®, Google®, EMC®, OpenText®, FileNet®, Interwoven®, IBM®, Docuware®, and more.
- CSV, command files
- Captains RightFax™

Security features:
- Authentication (Common Access Cards, Windows, Active Directory, LDAP)
- Restricted network access
- Outbound fax or email validation
- Outbound fax filtering
- Redact sensitive information
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

System requirements:

Hardware
- Microsoft® Windows® operating system (OS) running on computer with at least a 2 GHz Processor
- Minimum 2 GB of RAM is necessary but 4 GB or greater is recommended
- Minimum of 10 GB of hard disk space
- NIC Card

Operating System
Supported Microsoft® Windows® operating systems:
- Windows Server 2012 R2:
  - Standard and Datacenter
- Windows Server 2012: Standard and Datacenter — with the latest service pack
- Windows Server 2008 R2:
  - Standard, Enterprise, and Datacenter with the latest service pack
- Windows Server 2008 (32/64 bit): Standard, Enterprise, and Datacenter with the latest service pack
- Windows 8/8.1 (32/64 bit):
  - Pro and Enterprise
- Windows 7 (32/64 bit):
  - Professional, Ultimate, and Enterprise with the latest service pack
- Windows 10

Additional Software
- Microsoft® .NET Framework 3.5
- Microsoft® .NET Framework 4.0
- Microsoft® .NET Framework 4.5

To learn more about Nuance AutoStore please call 1-800-327-0163 or visit nuance.com/go/autostore

About Nuance Communications, Inc.
Nuance Communications, Inc. is a leading provider of voice and language solutions for businesses and consumers around the world. Its technologies, applications and services make the user experience more compelling by transforming the way people interact with devices and systems. Every day, millions of users and thousands of businesses experience Nuance’s proven applications. For more information, please visit: www.nuance.com

Copyright © 2015, Nuance Communications, Inc. All rights reserved. Nuance and the Nuance logo are trademarks and/or registered trademarks of Nuance Communications, Inc. or its affiliates in the United States and/or other countries. All other brand and product names are trademarks or registered trademarks of their respective companies.

NUANCE
**Capture**
Join paper and electronic document streams into uniform processes. Capture both paper and electronic documents from virtually any source—a desktop PC/Mac, a network scanner MFP/MFD or copier, and even your smartphone. AutoStore works with all leading copiers, smartphones, scanners and MFPs and works the same way across all platforms, every time. With AutoStore, changing or introducing a new device is as easy as plugging it into the network.

**Process**
Process all types of documents including images and forms into a variety of formats such as text, searchable Adobe® PDFs or Microsoft® Word. Easy to use image enhancing features help improve document quality. Process using OCR, barcode, image management, document services and document conversion to brain up your network.

**Route**
Using the most current information, eliminating delays and using speed for a competitive advantage is what the real-time enterprise is all about. Deliver your documents instantly to one or multiple destinations, including PCs, fax applications, line of business applications, email, FTP sites, network folders and archives, as well as document management systems.

Unite paper and electronic forms processing*
Forms processed or signed electronically are converted to images equivalent to those generated through manual paper driven document processing.

* Requires Nuance Business Connect License. (Formerly NSI Mobile)

**What sets AutoStore apart?**
Works with all major manufacturers
With AutoStore, changing or introducing a new device is as easy as plugging it into the network. You can switch to another copier or scanner that best suits your business needs without having to switch to another capture workflow technology.

**Integrated LDAP connector**
Using the front panel of the multifunction device, it's easy to browse through your company's contact list to find the contact you wish to email. Just select and confirm to scan securely to one or multiple addresses. Or, search by domain name and have AutoStore return a list of addresses that can be selected with just a touch.

**Bi-directional database lookups**
Easily search and retrieve database information for display on the MFP panel. With the database lookup capability, the value entered in one index field triggers a database search to fill the other fields automatically, accelerating the indexing task while delivering greater accuracy.

**Document image processing**
Clean images are essential to any document imaging workflow. AutoStore advanced document image processing functions are a powerful collection of functions that can aid scanned documents of artifacts and imperfections such as hole punches, skewed angles, borders, dust speckles and more.

**40+ free backend connectors**
AutoStore uses backend connectors to connect seamlessly with popular enterprise software applications to become an enterprise content management tool that delivers results. Our connectors are free and directly supported and maintained by Nuance.

**1D/2D barcode recognition**
AutoStore can automate routine, error-prone tasks such as naming, batching, splitting, filing and indexing scanned documents using information contained in 1D/2D barcodes printed within the documents. Documents can be routed and indexed using barcode information, or separated based on detection of a barcode.

**Capture paper and electronic documents**
Join paper and electronic business activities into a uniform process. AutoStore captures documents from devices and digital copiers, and also content from smartphones, emails and faxes, network folders, FTP sites, Microsoft® Office applications, PC desktops, web clients, XML data streams and other sources.

**Front panel browse-to-scan**
Browse-to-scan using the front panel of your multifunctional device. Send your documents to any accessible Windows® network folder or Microsoft® SharePoint® document library. Once the destination is set, your documents will automatically be digitized, indexed and stored in the appropriate location and format of your choice.

**Route to SharePoint**
Scan directly into Microsoft® SharePoint®. Your documents can be stored as searchable PDFs or standard Microsoft® Office file formats, allowing you to retrieve them using a simple search within SharePoint. A document's SharePoint URL can be emailed back to you automatically, providing an easily accessible link for future reference.
Print Monitoring and Control

PaperCut Solutions for Education

PaperCut™ is designed for schools and universities of all sizes. From browser access for students and staff to mixed platform support (Windows, Macintosh OS X and Novell), PaperCut can handle the unique challenges of campus networks. Flexible group level controls including monitoring, quotas, charging, print job filtering and hold/release queues allow you to precisely manage your print resources.

Problems Solved with PaperCut Software:

Wasteful printing and large documents tie up our printers
You can set an upper document size to stop unusually large print jobs. Other filters include a maximum number of copies, color and duplex printing. There is even a filter to stop “double submitted” jobs caused by accidently clicking the Print icon twice.

Users don’t like change
PaperCut is designed to be phased into production. You can implement silent monitoring as a first phase, then add quotas and printer rules, and introduce user pays printing when the processes are well established. Our Implementation Guide will show you how to roll out PaperCut without disrupting the workflow of your staff and students.

“Guest” account users and wireless users are anonymous on the network
Anonymous users can be authenticated for printing using the PaperCut client software, a hold/release queue or PaperCut’s user web tools.

Print management systems are too expensive
Our special educational pricing won’t break your budget because you won’t pay extra for the number of servers, workstations, printers or operating systems on your network. Your savings from reduced consumption or from offsetting printing costs with user pays printing means that PaperCut is software that truly pays for itself.

We want a system that integrates with our current internet sites and policies
You can tailor the end-user web interface to look like part of your internet. If you want to further extend PaperCut or provide additional integration with your systems, you can use the full set of APIs included as standard with PaperCut, fully documented with example source code.

Students are printing non-school related documents
PaperCut has the ability to allow approved administrators to browse and review the content of print activity within your environment. Print Archiving can assist in audit processes, information security and allowing administrators to reprint already printed documents.

We don’t have a large staff to install and administer a print management system
PaperCut is self-maintaining with features like automatic synchronization with users, groups and printers, automatic configuration of new user accounts, and automatic periodic quotas. Users can add value to their own accounts with “top up e-tokens” or by using the optional payment gateway for credit card payments using online systems like PayPal. Browser-based one-click reports and scheduled automatic email reports make it easy to monitor and report activity.

The IT department appears “reactive” to problems rather than “proactive”
PaperCut automatically tracks printer errors and can be configured to send email or SMS messages to admin or helpdesk staff when a printer requires attention.

©2003 PaperCut Software International Pty Ltd. All rights reserved.
**XEROX® IT SERVICES**

Remote Learning Package

- Computers shipped to homes
- Desktop printers shipped to homes
- Assets tagged and tracked
- Online collaboration tools
- 24/7 remote IT support
- Easy repair program

Helping students and teachers connect while working remote.

---

**LAPTOPS OR CHROMEBOOKS**

Computers

- Shipped to location of choice, including students homes
- Pre-imaged based on your specs
- Asset tagged and power checked
- Multi-brand options
- External monitors, keyboards, headsets and other accessories available
- 1:1 phone session to help with set up and product walk-through
- Easy step-by-step Quick Start Guide
- Purchase and lease options
COLLABORATION SERVICES

Online Tools

- No phone line needed
- Voice & Video collaboration using computer + WiFi
- Multi-student meetings
- Single student 1:1 meetings
- Record meetings
Maximize tools like: Skype, WebEx, Microsoft Teams and Zoom

PRINT/COPY/SCAN/FAX

Desktop Printers

- Home delivery
- Plug-n-play set up
- Easy step-by-step Quick Start Guide
- Multifunctional (print/copy/scan/fax)
- Apps to help students streamline homework
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

24/7 IT PHONE SUPPORT

IT SUPPORT

- 1:1 or group training available for laptop and technology set-up
- Warranty and accident protection options

EASY REPAIR

Quick Fix

- Student sends in their damaged laptop or Chromebook to our repair center
- Our team repairs and ships back, direct to students home
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

HOW TO BUY

Purchase Options

- Purchase
- Lease
- Deferred payment options available

RAPID DEPLOYMENT AVAILABLE

We’re Here to Help

© 2020 Xerox Corporation. All rights reserved. Xerox® is a trademark of Xerox Corporation in the United States and/or other countries.
2018–2019 Xerox® Production Portfolio

Intelligent Solutions for a Transforming World
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

XEROX DIGITAL HOT SPOT WEBSITE
This website provides one-stop access for Xerox production print customers to business building resources, industry insights and business development webinars.

It’s also your connection with the Xerox Premier Partners Global Network to find a digital print partner with the right experience and equipment for your needs.

XEROX CUSTOMER BUSINESS DEVELOPMENT PROGRAM
More than 100 resources, tools and professional services designed to support efforts such as sales and marketing, business planning, operations and new application development. Customers have access to:

- Xerox® ProfitAccelerator® and ProfitQuick® digital business tools and kits to create marketing plans, calculate ROI, target vertical markets, conduct open houses, manage a sales force and more.
- Consulting and training services, business development webinars and white papers/case studies

XEROX PREMIER PARTNERS GLOBAL NETWORK
A collection of the world’s top printers and marketing services providers, this global network builds digital business through information sharing, innovation, insights and business collaboration.

Exclusive membership benefits include business enhancement tools, regional networking opportunities and first looks at emerging technologies and solutions. You can expand your own capabilities, or the geographies you serve, by finding a print partner via our Global Directory. You can search by application, location, equipment and more.

For more information about our business development support, visit:
xeroxdigitalhotspot.com
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Xerox® Production Workflow and Software Solutions
Redefine the Flow of Work
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

INNOVATE AND GROW

WEB-TO-PRINT
Enable seamless online ordering with personalization, while increasing sales opportunities for print and non-print via the web, 24/7.
- XMPe® PersonalEffect® StoreFlow™

VARIABLE DATA PUBLISHING
Create applications that deliver high-value, relevant 1:1 communications with unmatched throughput and print efficiency.
- Xerox® FreeFlow® Variable Information Suite
- XMPe® uDirect®
- XMPe® PersonalEffect® Print

CROSS-MEDIA MARKETING
Leverage digital media (email, web browsers, mobile apps and social media) to complement print and deliver messages through multiple diverse channels.
- XMPe® Circle®
- XMPe® uDirect® Video
- XMPe® PersonalEffect® e-Media Cloud
- XMPe® PersonalEffect® TransMedia
- Xerox® FreeFlow® Digital Publisher

INCREASE PRODUCTIVITY

AUTOMATION
Integrate multiple systems seamlessly while automating every step in the print and ePublishing process.
- Xerox® FreeFlow® Core
- Xerox® FreeFlow® Digital Publisher
- XMPe® Circle®

JOB MANAGEMENT
Automate processes across the entire fleet to get jobs in and out faster, improves output quality.
- Xerox® FreeFlow® Core
- XMPe® PersonalEffect® StoreFlow™

COLOR MANAGEMENT
Deliver consistent, accurate, reproducible and dependable color with Xerox® Confident Color.
- Xerox® IntegratedPLUS Automated Color Management

PREPRESS
Simplify job preparation activities and reduce errors with these powerful prepress tools.
- Xerox® FreeFlow® Core
- Xerox® FreeFlow® MakeReady
- Xerox® FreeFlow® Express to Print
- XMPe® PersonalEffect® StoreFlow™

FEEDING AND FINISHING
Complete jobs with a professional finish—be it wise bound, perfect bound, saddle stitched, folded, creased or cut. Run finishing device inline, offline, or in dual mode, providing high-speed, high-quality and high-value output.
- Xerox® and Partner Solutions
- Xerox® IntegratedPLUS Finishing Solution

Intelligent Solutions for a Transforming World
Color Cut Sheet Solutions
Invest with Confidence
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

XEROX® COLOR C60/C70 PRO PRINTERS
- Print speeds of up to 70 pages per minute (ppm) color and 75 ppm black and white
- Copy, fax (optional) and scan functionality
- Simple Image Quality Adjustment with user-adjustable from-to-back registration, density uniformity and image transfer corrections for perfect prints
- Capture, print, store, manage and distribute with easy job flows
- Expanded application offerings such as rugged polyester labels, menus, vinyl window clings and liners
- Print server choices for fast, repeatable job programming

XEROX® VERSANT® 180 PRESS
- Print speed of up to 80 ppm with copy/scan functionality
- Compact belt fuser provides the ability to print on a wide variety of stocks from 52 to 350 gsm including envelopes
- Simple Image Quality Adjustment for push-button easy front-to-back registration, density uniformity and image transfer that automatically corrects for perfect prints
- Performance Package option delivers increased speed of 80 ppm on all stocks and an inline spectrophotometer for color automation

XEROX® VERSANT® 3100 PRESS
- Automation and productivity to meet production demands with media flexibility at speeds up to 100 ppm, duplexing, 350 gsm, envelope and long sheet printing
- Fully automated color and production print optimization with the Xerox-exclusive Full Width Array simplifies time-consuming tasks, including baselining the press, correcting image-to-media alignment, optimizing density uniformity, color management, profiling and calibration
- Production feeding and integrated finishing provides the ability to automate print workflow creating a wide variety of finished output, such as full bleed booklets up to 120 pages

Xerox® Versant® Presses feature Ultra-HD resolution which combines 2400 x 2400 resolution and up to 10-bit RIP rendering, delivering four times the pixels on a page, expanding halftone screens for smoother, cleaner resolution and stunning image quality.

Intelligent Solutions for a Transforming World
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Color Cut Sheet Solutions

XEROX® IRIDESS™ PRODUCTION PRESS

- Proud recipient of the 2018 PIA InterTech Award for Xerox® Color FLX Technology innovation and graphic communication new business impact potential with digital specialty effects
- Color FLX Technology that utilizes up to six color stations, CMYK and Specialty Dry Inks including Silver, Gold, White and/or Clear in a single pass with "spot on" registration
- Six color speed at 120 ppm (Letter/A4) with production automation using functions like EQ Press Check, EQ Swap and Full Width Array alignment, profiling and calibration
- Wide media latitude on coated and uncoated stocks from 52-400 gsm with sheet lengths up to 67.76" (1.2 meter) and 28.5" (729 mm) auto-duplex, plus Mixed Media Xeroradiation (M2X) for optimized productivity

XEROX® IGEN® 5 PRESS

- The optional 5th print station enables you to extend the press's gamut with Orange, Green or Blue to match over 90% of the PANTONE® PLUS Coated Library
- White or Clear Dry Ink in the 5th print station will create unique digital print enhancements on high-value applications
- Quality and productivity are guaranteed with advanced automation that eliminates the press from beginning to end
- The press design allows you to select the exact configuration you need—speed, four or five print stations, and feeding/finishing that meets your production and application requirements
- The optional Thick Stock Capability expands media latitude up to 24 pt/610 microns

TAKE YOUR PRINT BEYOND CMYK

- Learn how to transform color into opportunities to differentiate, drive growth and ignite remarkable results.
- Take a closer look at how digital enhancements with the Xerox® Iridessa™ Production Press and the Xerox Igen® 5 Press are breathing new life into printing applications.
- Learn more about our Specialty Dry Inks: xerox.com/specialtydryinks
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

XEROX® BRENTA® HD PRODUCTION INKJET PRESS

- The versatility of a cut sheet press with the economics of aqueous inkjet, helping reduce overall print costs
- Four distinct drop sizes used to ensure consistent, vibrant quality and smoother text and fine lines—while giving print providers the flexibility to manage ink usage
- Automated missing jet detection and correction guards the quality of your prints every time the press is used
- Inline spectrophotometer automates press linearization and the creation of custom profiles for the full range of paper stocks
- Advanced process controls ensure real-time image quality corrections, paper-handling consistency and overall press optimization
- New optional speed kit enables productivity up to 300 impressions per minute

PRINT FEEDING AND FINISHING SOLUTIONS

With the wide range of sheet feeding, roll feeding and print finishing solutions available for your Xerox® production equipment, you can add the capabilities that best suit your job mix and improve your digital printing workflow.
Learn more at xerox.com/finishing
Color Continuous Feed/Inkjet
Invest with Confidence
# Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

<table>
<thead>
<tr>
<th>XEROX® TRIVOR® 2400 HIGH DENSITY MONO INKJET PRESS</th>
<th>XEROX® TRIVOR® 2400 HIGH DENSITY COLOR INKJET PRESS</th>
<th>XEROX® TRIVOR® 2400 HIGH FUSION INKJET PRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Printing speeds up to 656 feet per minute (200 meters per minute)</td>
<td>• Printing speeds up to 551 feet per minute (168 meters per minute)</td>
<td>• Printing speeds up to 328 feet per minute (100 meters per minute), color uncoated up to 250 feet per minute (76 meters per minute), color coated</td>
</tr>
<tr>
<td>• High Density, aqueous pigmented ink for high-quality printing on low-cost, untreated plain paper or a full range of inkjet treated and matte coated stocks</td>
<td>• High Density, aqueous pigmented ink for high-quality printing on low-cost, untreated plain paper or a full range of inkjet treated and matte coated stocks</td>
<td>• High Fusion, specially formulated aqueous inks achieve outstanding visual resolution on full range of standard offset coated stocks, including matte, silk, and gloss</td>
</tr>
<tr>
<td>• Four resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi, VHQ mode and five drop volumes: 3, 6, 9, 11, 13 picoliters</td>
<td>• Three resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi and five drop volumes: 3, 6, 9, 11, 13 picoliters</td>
<td>• Print directly to offset coated papers without the use of primers, treatments or coatings for less complexity and low-cost prints</td>
</tr>
<tr>
<td>• Recommended duty cycle: Up to 48 million mono letter/A4 ipm</td>
<td>• Recommended duty cycle: Up to 57 million color letter/A4 ipm</td>
<td>• Two resolutions: 600 x 600 dpi, 1200 x 600 dpi and three drop volumes: 3, 6, 9 picoliters</td>
</tr>
<tr>
<td>• Field upgradeable to color configuration</td>
<td>• Field upgradeable to High Fusion configuration</td>
<td>• Recommended duty cycle: Up to 30 million color letter/A4 ipm</td>
</tr>
</tbody>
</table>

The Xerox® Trivor® and Xerox® Halito® Presses have the highest performance, single-engine duplex system in the industry with the smallest footprint.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

**Color Continuous Feed/Inkjet**

**XEROX® RIALTO® 900 INKJET PRESS**
- Printing speeds up to 157 feet per minute (48 meters per minute)
- Simplify production with a press designed from the ground up for green button ease-of-use
- Deliver new high-value applications with stunning image quality using the new inline dynamic perforator
- Scale-up to continuous productivity with the new dual high capacity stacker
- Recommended duty cycle: 1.5 to 5 million letter/A4 images per month (in CMYK, 600 x 600 dpi resolution)

**XEROX® IMPIKA® REFERENCE INKJET PRESS**
- Printing speeds range from 164 to 417 feet per minute (50 to 127 meters per minute)
- High Density, aqueous pigmented ink for high quality printing
- Configurations range from 1-up single engine duplex to dual engine 2-up duplex; fully upgradable
- Optional MICR printing
- Three resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi and five drop volumes: 3, 6, 9, 11, 13 picoliters
- Recommended duty cycle: 2 to 35 million letter/A4 images per month (in CMYK, 600 x 600 dpi resolution)

**XEROX® IMPIKA® EVOLUTION INKJET PRESS**
- Printing speeds range from 164 to 833 feet per minute (50 to 253 meters per minute)
- High Density, aqueous pigmented ink for high quality printing
- Very High Quality (VHQ) mode combines two drop sizes to optimize visual resolution for direct mail and loyalty applications
- Three resolutions: 360 x 600 dpi, 600 x 600 dpi, 1200 x 600 dpi and five drop volumes: 3, 6, 9, 11, 13 picoliters
- Recommended duty cycle: 4 to 70 million letter/A4 images per month (in CMYK, 600 x 600 dpi resolution)

---

Combine the versatility of cut sheet with the economics of inkjet. See the Xerox® Brenva® HD Production Inkjet Press on Page 9.
Monochrome Solutions

XEROX® D95A/D110/D125/D136 COPIER/PRINTER AND PRINTERS

- High-speed print engines deliver output up to 100, 110, 125 and 136 ppm
- Standard color scanning (on copier/printer only) allows full color communication via email or digital file distribution (JPEG, TIFF, PDF)
- Unparalleled ease of use
- 2400 x 2400 dpi print resolution delivers consistent, high-quality reproduction of text, solids, photos and graphics, with exceptional registration for printed professional results
- Robust set of inline finishing options to expand application capabilities

XEROX NUVERA® EA PRODUCTION SYSTEMS

- Single-engine presses deliver output at speeds up to 100, 120, 144 or 157 ppm
- Two-engine presses deliver output at speeds up to 200, 288 or 314 ppm — extremely productive for duplex (two-sided) print jobs
- Innovative EA toner produces fine line with maximum detail
- Uninterrupted production time with load-while-run paper trays and unload while-run stacking
- Offset-like image quality at 4800 x 600 dpi/156 lpi, on a wide range of coated, uncoated and specialty stocks
- Over a dozen inline finishing options available—from simple stacking to perfect bound books

XEROX NUVERA® MX PRODUCTION SYSTEMS

- Economical, high-quality, secure MICR toner for check and transaction printing applications
- Ensures instant character recognition and consistent uniformity from check to check
- Integrity features such as Media Log and Check Production (Integrity optional) to ensure error-free prints
- Select from software and hardware options to best meet your needs and price points
- Media to match your applications—consistently high image quality on popular coated and uncoated stocks
HIGH-VALUE APPLICATIONS WITH THE XEROX® PRODUCTION PORTFOLIO

Xerox® advanced digital printing technology and services enable a wide range of applications that can fuel businesses, boost profits and strengthen client relevancy. The end-to-end capabilities of the Xerox® portfolio—from digital cut sheet to continuous feed—deliver cost savings and efficiencies in the production of high-value applications ranging from direct marketing, personalized catalogs and transactional marketing to book publishing, packaging and photo publishing.

LEARN MORE AT XEROX.COM/PACKAGING

PRINTING BEYOND PAPER SOLUTIONS

Inside the packaging space, every digital print segment is expected to see rapid growth. With packaging printing solutions ranging from smart packaging to folding cartons, Xerox can help you deliver big value to your clients and capture the huge growth that awaits.

LEARN MORE AT XEROX.COM/PACKAGING

Learn more about how these high-value applications can drive results:
Xerox.com/applicationopportunity
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

BROCHURE
XMEDIUSFAX® FOR THE EDUCATION MARKET
DOCUMENT CHALLENGES IN THE EDUCATION MARKET

Educational institutions, from primary schools to post-secondary organizations, send and receive important and confidential documents, ranging from purchase orders to student records. School districts and universities have centralized and localized administrative departments that handle accounting, purchasing, financial transactions and student information management for their entire organization. This can often translate into large volumes of highly sensitive inbound and outbound faxes at any given level of educational institution.

At the same time, elementary schools, colleges and universities face cost reductions and budget constraints. Each saved dollar in communication infrastructure and phone bills can be invested in programs that improve educational excellence and administrative efficiency.

Educational institutions look for key factors in document transmission:

**Must Be Secure**
Security is one of the most important issues confronting academic institutions. The privacy of confidential information such as student profiles, attendance records and grades are a must. College and university officials have to deal with a host of potential threats. Illegally accessing the student information to change grades or destroy proprietary school information must be prevented. Potential security violation is higher if paper faxes are left in an open and easily accessible office where anyone can view and take personal and confidential information.

**Must Be Reliable**
Education’s finance and purchasing services departments need to track information to verify and prove that breaches do not occur and to classify the extent of exposure if they happen. Education’s finance and purchasing services departments need to track information to verify and prove that breaches do not occur and to classify the extent of exposure if they happen.

**Must Be Accessible From Anywhere And From Any Device**
Students and faculties want to be able to log onto the network using a variety of devices, including laptops, tablets, and smart phones. They also need to be able to access the network from a variety of locations, both on and off campus. Distance learning has also made it more important than ever that students be granted access to resources from remote locations. In such a heterogeneous environment, data security is even more critical as risks of security breach are higher.

**Must Be Efficient And Cost-Effective**
Education institutions must automate repetitive tasks, increase their administrative efficiencies and reduce paper waste. Cost-effective communication tools are required without compromising security and integrity of the information manipulated by school administrators, teachers and the entire staff.
IMPROVING COMMUNICATION WITH XMEDIUSFAX® TO ENHANCE EDUCATION

XMedius has a proven track record in the education market across North America. For many years, school districts, colleges and universities have been using XMediusFAX® solutions:

- XMedius helped numerous education institutions to rationalize and secure their fax services and support their teaching, research, as well as administrative functions
- XMedius helps medical faculties to meet HIPAA compliance
- XMedius facilitates regulatory compliance to FERPA (Family Educational Rights and Privacy Act) on the protection of students’ privacy with regards to educational records
- XMedius has vast experience integrating their fax solutions in financial and student information systems
- XMediusFAX® is powered by the most advanced Voice-Over-IP (VoIP) infrastructures, existing applications, groupware tools, IP PBXs, voicemail systems and multifunction devices (MFDs)

Our customers in the education field rely on XMediusFAX® to improve their communication experience, thanks to uncompromised security and tracking of all sent and received faxes, as well as automatic storage of faxes in the appropriate student record.

Ensure Security, Accountability Entities Within An Educational Ecosystem And Traceability

With XMediusFAX®, faculty administrators can easily and securely transmit student records. They can also effectively track the delivery of a document, securely forward a fax message to their staff for quick and appropriate action. Medical faculties have a lot of confidential patient data that are passed back and forth between students, healthcare professionals and patients. They have to make sure patient information is not inadvertently made available to the wrong recipient.

- Built-in advanced user and administration control, manage- ment and encryption features support education institutions’ compliance requirements such as the FERPA (Family Educational Rights and Privacy Act) on the protection of students’ privacy with regards to educational records.
- Faxes are routed over telephone lines, Internet, Intranet, WAN and LAN environments and inbound faxes are directed to the appropriate destination without human intervention, to limit unauthorized access to personal client information.
- Sensitive documents in TIFF or PDF format are routed to “approved” recipients and designated secure printers.
- Monitoring and reporting features create an audit trail of all sent and received faxes.

Ensure Continuous Data Availability And Fast Document Delivery

The XMediusFAX® survivability features offer advanced capabilities that provide failover solutions and “self-healing” mechanisms through a variety of deployment models (i.e., high availability, disaster recovery, remote branch survivability) to ensure administrative ongoing activities and minimum downtime.

Ensure Smooth Document Transmission Across All Entities Within An Educational Ecosystem

XMediusFAX® centralizes and consolidates all types of faxed documents across schools within a district, buildings of a campus, various departments, and all stakeholders involved in the educational field.
Increase Productivity

XMediusFAX® boosts productivity by typically 90% over traditional, manual faxing:

- Administrator and teacher workload are reduced: they can focus on their core mission, providing high quality educational services. Delivery, receipt and tracking of sent and received information is completely automated. There’s no more printing, punching in fax numbers, waiting to see if the fax goes through and walking away from the fax only to find later that the document was never sent.
- As a boardless implementation, new fax channels can easily be added to increase the fax volume capacity.

Save Money & Increase ROI

The solution typically pays for itself within 1 - 6 months

- In multi-branch organizations, long-distance charges are drastically reduced through XMediusFAX®’s built-in Least Cost Routing (LCR).
- LCR automatically transmits faxes by using the most economical path and also takes advantage of off-hour telephone rates for non-critical faxes.
- XMediusFAX® eliminates costly analog phone lines, hardware, maintenance and supplies, therefore, enabling organizations to potentially save tens of thousands of dollars per year.
- XMediusFAX® reduces the need to print on paper, which in turn reduces toner and machine maintenance costs. The reduction of paper can also save real-estate space in terms of the need for stored documents.

Integrate Seamlessly Within Their IT Environment

- Business processes are streamlined by integrating XMediusFAX® with existing VoIP infrastructures, applications, groupware tools, IP PBXs, voicemail systems and MFPs.
- XMediusFAX® utilizes existing resources and reduces costs since no specialized fax hardware is required.
- XMediusFAX® integrates with email, student information systems and financial software applications.
FLEXIBLE OPTIONS FOR THE EDUCATION MARKET

“I just need basic faxing services, and I want to keep my costs down.”

XMediusFAX® Express
For lighter fax usage

What’s included: the essential faxing capabilities with up to 4 fax channels and email integration for a small to medium-sized user group (up to 100 users).

“My staff sends and receives large volumes of faxes. I want to make my staff more responsive and professional and therefore, increase its productivity and quality of services delivered to students and other entities.”

XMediusFAX® Enterprise
For medium to large organizations.

What’s included: more features to manage large fax volumes, high levels of security, advanced integration into IP telephony environments and monitoring & reporting capabilities.

“Fax communications have a central role in my school district and I want a cost-effective solution for processing confidential documents across our vast network.”

XMediusFAX® Service Provider
For large organizations and service providers.

What’s included: more features to manage large fax volume and deliver high levels of scalability, survivability, security and advanced integration capabilities.

OUR NETWORK OF PLATFORM INTEGRATIONS

XMediusFAX® is powered by the most advanced T.38 FoIP integration for VoIP platforms. XMediusFAX® has won numerous awards in the IP telephony space. By combining XMediusFAX® with your multifunction devices (MFD) we can enhance and provide an enriched faxing solution for educational institutions. XMediusFAX® has also been integrated with different third-party software and is recognized as the most reliable and mature IP fax solution on the market.

ABOUT XMEDIUS

XMedius is a leading global provider of enterprise-grade solutions for Secure Document Exchange. It allows companies to safely exchange vital and confidential information, either through on-premises or cloud deployments. Founded in 1996, the Company is headquartered in Montreal, Canada, and operates in North America, Latin America, Europe and Asia Pacific. With more than 12,800 live deployments, addressing SMBs, large Enterprises, and Service Providers, XMedius solutions address a wide spectrum of markets including finance, health, government, manufacturing, retail, legal, and education.

For more information, please visit: http://www.xmedius.com

© XMedius Solutions Inc., XMediusFAX® Version 6.0 January 2016. All rights reserved. The presentation and each of the elements, including the brands and logos appearing in this document are protected by the applicable laws on intellectual property. Nothing in the presentation and the elements appearing therein should be reproduced in whole or in part, without written permission of XMedius Solutions Inc., a member of a worldwide organization. XMedius Solutions Inc. reserves the right to make improvements to its products or services or to modify its marketing plans at any time without prior notice. XMedius Solutions Inc. endeavors to keep this information current in the document, but shall not be held responsible for any changes or modifications. All the information provided in this document is for reference only without any formal guarantee. Consequently, this information shall, in no case be considered as contractual either or be substituted for the conclusion of a representation of XMedius Solutions Inc.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Doug Singleton will be your Primary Account Representative. As your Account Manager, he will be your single-point-of-contact for your ongoing office document needs. Doug will provide a consistent level of support throughout your relationship with Berney Office Solutions. You will also have the full support of our sales and service organizations state-wide.

Doug has over 23 years selling products to large accounts. Also, Doug has knowledge of the document imaging industry including applications and customer requirements. Doug grew up in Montgomery and attended all public schools here, before receiving his diploma from Huntington College.

Doug can be reached at the following telephone numbers;
334-271-4750 ext. 4009 (office)
334-201-0199 (cell)
doug.singleton@berney.com
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

References

Below is a sampling of various size customers throughout the Berney footprint, with detailed contact information. We can provide additional references upon request.

<table>
<thead>
<tr>
<th>Customer</th>
<th>Address</th>
<th>Contact</th>
<th>Dates of Service</th>
<th>Description of Services Provided</th>
</tr>
</thead>
<tbody>
<tr>
<td>University of South Alabama and Health System</td>
<td>Mobile, AL</td>
<td>Robert Brown Purchasing Director <a href="mailto:rbrown@southalabama.edu">rbrown@southalabama.edu</a> (251) 460-6586</td>
<td>2003 - Present</td>
<td>Managed Print Service provider of MFP network/print/scan devices for over 500 devices.</td>
</tr>
<tr>
<td>Jefferson State Community College</td>
<td>Birmingham, AL</td>
<td>Stephen L. Moore Chief Information Office <a href="mailto:smoore@jeffersonstate.edu">smoore@jeffersonstate.edu</a> (205) 856-8504</td>
<td>2014 - Present</td>
<td>Managed Print Service Provider for desktop printers and MFP’s for campus.</td>
</tr>
<tr>
<td>J. F. Ingram Technical State Community College</td>
<td>Deatsville, AL</td>
<td>Hubert Griffin Information Technology Manager <a href="mailto:hubert.griffin@istc.com">hubert.griffin@istc.com</a> (334) 285-5177 ext. 3249</td>
<td>2013 - Present</td>
<td>Copiers, Managed Print Services as well as high-end scanning solutions.</td>
</tr>
<tr>
<td>Southeast Health</td>
<td>Dothan, AL</td>
<td>Matthew T. Wilson Manager Technical Support <a href="mailto:hubert.griffin@itsc.edu">hubert.griffin@itsc.edu</a> (334) 285-5177 ext. 3249</td>
<td>2018 - Present</td>
<td>Copiers, Managed Print Services, On-site Support, Cost Allocation Software.</td>
</tr>
<tr>
<td>Wallace Community College (Selma Branch)</td>
<td>Selma, AL</td>
<td>Robby Bennett Director of IT and Technology Services <a href="mailto:robbi.bennett@wccs.edu">robbi.bennett@wccs.edu</a> (334) 546-2325</td>
<td>2009 - Present</td>
<td>Copiers, Managed Print Services as well as high-end scanning solutions.</td>
</tr>
</tbody>
</table>
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Pricing Level and Guarantee

Berney Office Solutions is pleased to offer a fixed rate for all equipment, services, supplies and solutions. We also guarantee that ACCS, and its member institutions will benefit from any and all special pricing discounts, should any be announced during the term of the contract. We will update the product line, when replacement models or new models and/or solutions are announced.

The discount rates are firm, except for potentially multiple placements, print volumes, onsite support and/or fleet configurations, where the rate may be negotiated. This also holds true for service rates, Managed Print Services, and all Multi-Function Devices/Products.

<table>
<thead>
<tr>
<th>Discount Rate off MSRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Xerox A3 Multi-Function Products</td>
</tr>
<tr>
<td>Xerox A4 Multi-Function Products</td>
</tr>
<tr>
<td>Accessories, peripherals, (finishers, large paper trays...)</td>
</tr>
</tbody>
</table>

MFP Service (maintenance rates) vary from model to model. Please see MFP maintenance prices in Equipment and Services Schedule by model.

| Managed Print Services                  | 30% |

We deliver all items from our inventory warehouse (Montgomery, AL) where it is professionally installed and expert training is provided.

Doug Singleton, VP of Major Accounts

David Washington, Senior VP of Sales
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox VersaLink B&amp;W MFP Series</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mainframe - 25 ppm</td>
<td>B7025S2</td>
<td>100S14108</td>
<td>VersaLink B7025 Black &amp; White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 25ppm, 7&quot; UI, 110 Sheet Duplex Document Handler, 2-520 Sheet Trays, 100 Sheet Bypass Tray, Offset Catch Tray, Network Accounting, Security Kit (Image Overwrite &amp; Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled</td>
<td>$7,100</td>
<td>$3,905</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097S04902</td>
<td>25ppm MFP Initialization Kit</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Mainframe - 25ppm             | B7025H2     | 100S14111 | VersaLink B7025 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 25ppm, 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, Scan Kit, Billing Impression Mode Enabled | $8,100     | $4,455     |
|                               |             | 097S04902 | 25ppm MFP Initialization Kit                                                                                                                                                                               |            |            |

| Mainframe - 30ppm             | B7030S2     | 100S14108 | VersaLink B7030 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 30ppm, 7" UI, 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 | $8,100     | $4,455     |
|                               |             | 097S04903 | 30ppm MFP Initialization Kit                                                                                                                                                                               |            |            |

| Mainframe - 30ppm             | B7030H2     | 100S14111 | VersaLink B7030 Black & White Laser Multifunction Printer, Print, Copy, Scan, up to 30ppm, 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, Scan Kit, Billing Impression Mode Enabled | $9,100     | $5,005     |
|                               |             | 097S04903 | 30ppm MFP Initialization Kit                                                                                                                                                                               |            |            |

| Mainframe - 35ppm             | B7035S2     | 100S14108 | VersaLink B7035 Black & White Laser Multifunction Printer, Print, Copy, Scan, STAND config, up to 35ppm, 7" UI, 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 | $9,100     | $5,005     |
|                               |             | 097S04904 | 35ppm MFP Initialization Kit                                                                                                                                                                               |            |            |

| Mainframe - 35ppm             | B7035H2     | 100S14111 | VersaLink B7035 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 | $10,100    | $5,555     |
|                               |             | 097S04904 | 35ppm MFP Initialization Kit                                                                                                                                                                               |            |            |

Maintenance $0.0063 per impression
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Accessory Details</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Xerox VersaLink B&amp;W Series Accessories</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>May Choose One</strong></td>
<td>INTFIN</td>
<td>097S04911</td>
<td>Integrated Office Finisher</td>
<td>$999</td>
<td>$749</td>
</tr>
<tr>
<td></td>
<td>OFFINLX</td>
<td>097S04848</td>
<td>Office Finisher - 50 sheet staple</td>
<td>$1,999</td>
<td>$749</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K17730</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>May Choose One</strong></td>
<td>PSCRIPT3</td>
<td>497K17810</td>
<td>PostScript Kit</td>
<td>$450</td>
<td>$338</td>
</tr>
<tr>
<td></td>
<td>NO-PS3</td>
<td>320S01120</td>
<td>No PostScript Kit (Non-shippable - ValueQuix ONLY)</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Optional-May Choose Only One</strong></td>
<td>FAX-1LIN</td>
<td>497K17750</td>
<td>Embedded 1-Line Fax w/ iFax</td>
<td>$1,095</td>
<td>$821</td>
</tr>
<tr>
<td></td>
<td>FAX-3LIN</td>
<td>497K17760</td>
<td>Embedded 3-Line Fax w/ iFax</td>
<td>$1,495</td>
<td>$1,121</td>
</tr>
<tr>
<td></td>
<td>FOIPFAX</td>
<td>497K17820</td>
<td>Fax Over IP</td>
<td>$1,095</td>
<td>$821</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K03850</td>
<td>Booklet Maker Unit (Only available for OFFINLX)</td>
<td>$1,199</td>
<td>$899</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K03860</td>
<td>2/3 Hole Punch (Only available for OFFINLX)</td>
<td>$795</td>
<td>$596</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K17720</td>
<td>Envelope Tray Kit Feed Kit (holds up to 60 envelopes; replaces Tray 1)</td>
<td>$349</td>
<td>$262</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K19070</td>
<td>SmartCard Mounting Kit</td>
<td>$59</td>
<td>$44</td>
</tr>
<tr>
<td></td>
<td></td>
<td>498K14141</td>
<td>Foreign Device Interface</td>
<td>$349</td>
<td>$262</td>
</tr>
<tr>
<td></td>
<td></td>
<td>320S00290</td>
<td>Unicode International Printing Kit</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td></td>
<td></td>
<td>498K08250</td>
<td>Convenience Stapler - 50 sheet</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K04730</td>
<td>Left Hand Workshelf</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K18120</td>
<td>RFID Card Reader Install Kit for B7000 w/ Reader. (Includes TWIN4 reader, label)</td>
<td>$279</td>
<td>$209</td>
</tr>
<tr>
<td></td>
<td></td>
<td>320S01058</td>
<td>Healthcare MFP</td>
<td>$579</td>
<td>$434</td>
</tr>
<tr>
<td></td>
<td></td>
<td>497K16750</td>
<td>Wireless Print Kit</td>
<td>$56</td>
<td>$42</td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox VersaLink Color MFP Series</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mainframe - 20ppm</strong></td>
<td>C7020S2</td>
<td>100S14286</td>
<td>VersaLink C7020 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 &amp; Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled</td>
<td>$6,849</td>
<td>$3,767</td>
</tr>
<tr>
<td></td>
<td>C7020T2</td>
<td>097S04936</td>
<td>20ppm MFP Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 20 ppm</strong></td>
<td>C7025S2</td>
<td>100S14286</td>
<td>VersaLink C7025 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 &amp; Encryption) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled</td>
<td>$9,399</td>
<td>$5,169</td>
</tr>
<tr>
<td></td>
<td>C7025T2</td>
<td>097S04937</td>
<td>20ppm MFP Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 25 ppm</strong></td>
<td>C7030S2</td>
<td>100S14286</td>
<td>VersaLink C7030 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, Searchable PDF, Network Accounting, Security Kit (Image Overwrite &amp; Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled</td>
<td>$11,449</td>
<td>$6,297</td>
</tr>
<tr>
<td></td>
<td>C7030T2</td>
<td>097S04938</td>
<td>30ppm MFP Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 30 ppm</strong></td>
<td>C7031S2</td>
<td>100S14286</td>
<td>VersaLink C7031 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 &amp; Encryption), EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled</td>
<td>$12,099</td>
<td>$6,654</td>
</tr>
<tr>
<td></td>
<td>C7031T2</td>
<td>097S04939</td>
<td>30ppm MFP Initialization Kit</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**B&W Maintenance** $0.0075 per impression
**Color Maintenance** $0.05 per impression
### Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Accessories</th>
<th>Optional Accessories for Xerox VersaLink C7020 / C7025 / C7030</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>May Choose One</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Xerox VersaLink Color MFP Series</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Market Code</td>
<td>Part #</td>
</tr>
<tr>
<td></td>
<td>INTFIN</td>
<td>097S04911</td>
</tr>
<tr>
<td></td>
<td>OFFNLX</td>
<td>097S04848</td>
</tr>
<tr>
<td></td>
<td>497K17730</td>
<td>Horizontal Transport Kit</td>
</tr>
<tr>
<td>May Choose One</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>PSCRIPT3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>NO-PS3</td>
</tr>
<tr>
<td>Optional-May Choose Only One</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAX-1LIN</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAX-3LIN</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FOIP-FAX</td>
</tr>
<tr>
<td>Optional-May Choose Any</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>HCFB2W</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FINLX-BM</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FINLX-3HP</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ENVELTRAY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CARDRDR</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>UNCODE</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CNVSTPLR</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>RFD70</td>
</tr>
<tr>
<td></td>
<td></td>
<td>HC-KNO2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>WiFiVL</td>
</tr>
</tbody>
</table>
### Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox AltaLink B&amp;W MFP Series</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mainframe - 45ppm</td>
<td>B8045H2</td>
<td>400S03920</td>
<td>AltaLink B8045 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled</td>
<td>$14,820</td>
<td>$8,151</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097S04858</td>
<td>45ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Maintenance $0.0054 per impression</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mainframe - 55ppm</td>
<td>B8055H2</td>
<td>400S03920</td>
<td>AltaLink B8055 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled</td>
<td>$19,345</td>
<td>$10,640</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097S04859</td>
<td>55ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Maintenance $0.0054 per impression</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mainframe - 65ppm</td>
<td>B8065H2</td>
<td>400S03933</td>
<td>AltaLink B8065 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled</td>
<td>$24,845</td>
<td>$13,665</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097S04865</td>
<td>65ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Maintenance $0.0045 per impression</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mainframe - 75ppm</td>
<td>B8075H2</td>
<td>400S03933</td>
<td>AltaLink B8075 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled</td>
<td>$29,395</td>
<td>$16,167</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097S04866</td>
<td>75ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Maintenance $0.0045 per impression</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mainframe - 90ppm</td>
<td>B8090H2</td>
<td>400S03933</td>
<td>AltaLink B8090 Multifunctional Copier/Printer/Scanner with 200 Sheet Single Pass Color Document Handler, 4-Trays (4,600 sheets), 100 sheet Bypass Tray, Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security), EIP, Scanning Kit, PostScript, Billing Impression Mode Enabled</td>
<td>$38,745</td>
<td>$21,310</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097S04871</td>
<td>90ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Maintenance $0.0038 per impression</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

### Accessories for Xerox AltaLink B8045 / B8055 / B8065 / B8075 / B8090

<table>
<thead>
<tr>
<th>Xerox AltaLink B&amp;W MFP Series</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCT-B80</td>
<td>497K16600</td>
<td>Offset Catch Tray (Not Avail on B8090)</td>
<td>$400</td>
<td>$300</td>
<td></td>
</tr>
<tr>
<td>OFC-B80</td>
<td>097S04759</td>
<td>Office Finisher - 2K sheet, 50 sheet staple (Not avail on B8090)</td>
<td>$2,500</td>
<td>$300</td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K16590</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OFCBM-B80</td>
<td>097S04758</td>
<td>Office Finisher w/ Booklet Maker - 50 sheet staple, 15 booklet (Not avail on B8090)</td>
<td>$4,500</td>
<td>$300</td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K16590</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HVFIN</td>
<td>097S04811</td>
<td>High Volume Finisher - 3K Sheet w/ 100 Sheet Multi-positon Staple (Not avail on B8045 or B8055)</td>
<td>$4,750</td>
<td>$300</td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K16590</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HVFIN-BM</td>
<td>097S04809</td>
<td>High Volume Finisher w/ Booklet Maker - 3K Sheet w/ 100 Sheet Multi-positon Staple, Saddle Stitch &amp; V-Fold (Not avail on B8045 or B8055)</td>
<td>$6,250</td>
<td>$300</td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K16590</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Must Choose One**

- **HVFIN**
- **HVFIN-BM**

**Optional-May Choose Only One**

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>FAX-1LINE</td>
<td>497K16430</td>
<td>1 Line Fax</td>
<td>$1,095</td>
<td>$821</td>
</tr>
<tr>
<td></td>
<td>497K16440</td>
<td>2 Line Fax</td>
<td>$1,399</td>
<td>$1,049</td>
</tr>
</tbody>
</table>

**Optional-May Choose Any**

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>HICAPFDR</td>
<td>097S04760</td>
<td>3,300 Sheet High Capacity Feeder</td>
<td>$2,200</td>
<td>$1,650</td>
</tr>
<tr>
<td>HCF-SEF</td>
<td>497K17070</td>
<td>A3 (11”x17”) Short Edge Feed Kit for 3300-Sheet High Capacity Feeder</td>
<td>$1,000</td>
<td>$750</td>
</tr>
<tr>
<td>HCF-SEL</td>
<td>497K16970</td>
<td>Legal (8.5”x14”) Short Edge Feed Kit for 3300-Sheet High Capacity Feeder</td>
<td>$1,000</td>
<td>$750</td>
</tr>
<tr>
<td>3HOLEPCH</td>
<td>497K14960</td>
<td>3-Hole Punch Kit for OFC-B80 &amp; OFCBM-B80 (Not Available w/ OCT or HVF or HVFIN-BM)</td>
<td>$795</td>
<td>$596</td>
</tr>
<tr>
<td>2HPLGL</td>
<td>498K14080</td>
<td>Legal 2-Hole Punch Kit (Not Available w/ OCT) If ordering 2HPLGL w/ HVFIN or HVFIN-BM, you must also order the 3HP-HVF</td>
<td>$795</td>
<td>$596</td>
</tr>
<tr>
<td>3HP-HVF</td>
<td>498K14040</td>
<td>3-Hole Punch Kit for HVF Finishers (HVFIN &amp; HVFIN-BM)</td>
<td>$795</td>
<td>$596</td>
</tr>
<tr>
<td>3FLD-HVF</td>
<td>097S03670</td>
<td>C/Z Tri-Folder for use w/ HVFIN-BM only</td>
<td>$6,500</td>
<td>$4,875</td>
</tr>
<tr>
<td>ENVKIT2</td>
<td>497K18180</td>
<td>Envelope Tray Feed Kit (holds up to 50 envelopes); Replaces Tray 2</td>
<td>$199</td>
<td>$149</td>
</tr>
<tr>
<td>SMARTRDR</td>
<td>497K15600</td>
<td>Common Access Card Reader</td>
<td>$199</td>
<td>$149</td>
</tr>
<tr>
<td></td>
<td>498K17546</td>
<td>Enablement Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SIPR-RDR</td>
<td>497K16920</td>
<td>SIPRNet DOD Network Enablement Kit</td>
<td>$399</td>
<td>$149</td>
</tr>
<tr>
<td></td>
<td>497K15600</td>
<td>Common Access Card Reader</td>
<td></td>
<td></td>
</tr>
<tr>
<td>WC59FI</td>
<td>497K14650</td>
<td>Foreign Interface Device</td>
<td>$175</td>
<td>$131</td>
</tr>
<tr>
<td>UNICODE</td>
<td>320S00290</td>
<td>Unicode International Printing Kit</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td>CONVSTPL3</td>
<td>498K06250</td>
<td>Convenience Stapler - 50 sheet</td>
<td>$225</td>
<td>$169</td>
</tr>
<tr>
<td></td>
<td>497K17150</td>
<td>Left Hand Worksheet</td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>XPS-ENBL</td>
<td>320S00693</td>
<td>XPS Enablement Kit</td>
<td>$499</td>
<td>$374</td>
</tr>
<tr>
<td>MCAFEEIC</td>
<td>320S00665</td>
<td>McAfee Integrity Control Enablement Kit</td>
<td>$499</td>
<td>$374</td>
</tr>
<tr>
<td>RFID-B80</td>
<td>497K17960</td>
<td>RFID Card Reader Install Kit for B8000 w/ Reader. (Includes integrated cover assembly, TWN4 reader, label)</td>
<td>$279</td>
<td>$209</td>
</tr>
<tr>
<td>HC-KNO2</td>
<td>320S01058</td>
<td>Healthcare MFP</td>
<td>$579</td>
<td>$434</td>
</tr>
<tr>
<td>WIRELESS</td>
<td>497K11500</td>
<td>Wireless Print Kit</td>
<td>$99</td>
<td>$74</td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox AltaLink Color MFP Series</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mainframe - 30ppm</strong></td>
<td>C8030T2</td>
<td>100S14273</td>
<td>AltaLink C8030 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 30/30ppm, 3-Trays (3-520), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$14,748</td>
<td>$8,111</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04824 30 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>B&amp;W Maintenance $0.0075 per impression</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Color Maintenance $0.05 per impression</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 30ppm</strong></td>
<td>C8030H2</td>
<td>100S14274</td>
<td>AltaLink C8030 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 30/30ppm, High Cap Tandem Tray (2-520 &amp; Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$15,148</td>
<td>$8,331</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04824 30 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 35ppm</strong></td>
<td>C8035T2</td>
<td>100S14273</td>
<td>AltaLink C8035 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 35/35ppm, 3-Trays (3-520), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$16,648</td>
<td>$9,196</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04828 35 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 35ppm</strong></td>
<td>C8035H2</td>
<td>100S14274</td>
<td>AltaLink C8035 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 35/35ppm, High Cap Tandem Tray (2-520 &amp; Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$17,048</td>
<td>$9,376</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04828 35 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 45ppm</strong></td>
<td>C8045T2</td>
<td>100S14271</td>
<td>AltaLink C8045 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 45/45ppm, High Cap Tandem Tray (2-520 &amp; Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$20,754</td>
<td>$11,415</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04832 45 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 45ppm</strong></td>
<td>C8045H2</td>
<td>100S14271</td>
<td>AltaLink C8045 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 45/45ppm, High Cap Tandem Tray (2-520 &amp; Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$24,854</td>
<td>$13,670</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04834 45 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 55ppm</strong></td>
<td>C8055H2</td>
<td>100S14271</td>
<td>AltaLink C8055 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 55pp b/w, 50pp color, High Cap Tandem Tray (2-520 &amp; Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$31,000</td>
<td>$17,050</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04838 55 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Mainframe - 70ppm</strong></td>
<td>C8070H2</td>
<td>100S14269</td>
<td>AltaLink C8070 Multifunctional Copier/Printer/Scanner with 130 Sheet Single Pass Color Document Handler, 70/70ppm, High Cap Tandem Tray (2-520 &amp; Trays 3/4 2,000 sheets), 100 Sheet Bypass Tray, Dual OCT (2x250), Network Accounting, Server Fax, Internet Fax, Data Security Kit (Image Overwrite, Encryption, McAfee Enhanced Security) EIP, PostScript, Billing Impression Mode Enabled</td>
<td>$31,000</td>
<td>$17,050</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>097S04838 70 ppm Initialization Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>B&amp;W Maintenance $0.0075 per impression</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Color Maintenance $0.05 per impression</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

### Accessories for Xerox AltaLink C8030 / C8035 / C8045 / C8055 / C8070

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTFIN</td>
<td>097S04911</td>
<td>Integrated Office Finisher (Avail on 30-35ppm only)</td>
<td>$999</td>
<td>$749</td>
</tr>
<tr>
<td>OFC-C80</td>
<td>097S04920</td>
<td>Office Finisher (2K sheet capacity w/ 50 sheet staple) (Not avail on C8070)</td>
<td>$2,500</td>
<td>$1,875</td>
</tr>
<tr>
<td>BRF-C80</td>
<td>097S04617</td>
<td>Business Ready Finisher w/ 2/3 hole punch (3K sheet capacity w/ 50 sheet staple)</td>
<td>$2,995</td>
<td>$749</td>
</tr>
<tr>
<td></td>
<td>497K18161</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BRFB-C80</td>
<td>097S04618</td>
<td>Business Ready Booklet Maker Finisher w/ 2/3 hole punch (1,500 sheet stacker)</td>
<td>$4,995</td>
<td>$749</td>
</tr>
<tr>
<td></td>
<td>497K18161</td>
<td>Horizontal Transport Kit</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Must Choose One

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>HCFB2W</td>
<td>097S04615</td>
<td>2,000 Sheet High Capacity Feeder</td>
<td>$1,299</td>
<td>$974</td>
</tr>
<tr>
<td></td>
<td>498K18310</td>
<td>Power Card</td>
<td>$2,600</td>
<td>$749</td>
</tr>
<tr>
<td>ENVELTRY</td>
<td>497K18170</td>
<td>Envelope Tray Feed Kit (holds up to 60 envelopes, replaces Tray 1)</td>
<td>$349</td>
<td>$262</td>
</tr>
<tr>
<td>FINLX-BM</td>
<td>497K03850</td>
<td>Booklet Maker unit (only avail for OFC-C80)</td>
<td>$1,199</td>
<td>$596</td>
</tr>
<tr>
<td>FINLX-3HP</td>
<td>497K03860</td>
<td>2/3 Hole Punch (only avail for OFC-C80)</td>
<td>$795</td>
<td>$149</td>
</tr>
<tr>
<td>SMARTRDR</td>
<td>497K15600</td>
<td>Common Access Card Reader</td>
<td>$199</td>
<td>$149</td>
</tr>
<tr>
<td></td>
<td>498K17546</td>
<td>Enablement Kit</td>
<td>$596</td>
<td>$149</td>
</tr>
<tr>
<td>SIPP-RDR</td>
<td>497K16620</td>
<td>SIPPNet DOD Network Enablement Kit</td>
<td>$399</td>
<td>$299</td>
</tr>
<tr>
<td>UNICODE</td>
<td>320S00290</td>
<td>Unicode International Printing Kit</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td>STAPLERKT</td>
<td>498K08250</td>
<td>Convenience Stapler - 50 sheet</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td></td>
<td>497K05610</td>
<td>Left Hand Workshelf</td>
<td>$499</td>
<td>$374</td>
</tr>
<tr>
<td>XPS-ENBL</td>
<td>320S00663</td>
<td>XPS Enablement Kit</td>
<td>$499</td>
<td>$374</td>
</tr>
<tr>
<td>McAFFEEIC</td>
<td>320S00665</td>
<td>McAfee Integrity Control Enablement Kit</td>
<td>$499</td>
<td>$374</td>
</tr>
<tr>
<td>YRC</td>
<td>098S04888</td>
<td>Foreign Interface Kit</td>
<td>$175</td>
<td>$131</td>
</tr>
<tr>
<td>RFID-C80</td>
<td>497K18650</td>
<td>RFID Card Reader Install Kit for C8000 w/ Reader. (Includes USB Y cable, TWN4 reader, label)</td>
<td>$279</td>
<td>$209</td>
</tr>
<tr>
<td>HC-KNO2</td>
<td>320S01058</td>
<td>Healthcare MFP</td>
<td>$579</td>
<td>$434</td>
</tr>
<tr>
<td>WIRELESS</td>
<td>497K11500</td>
<td>Wireless Print Kit</td>
<td>$99</td>
<td>$74</td>
</tr>
<tr>
<td></td>
<td>497K05270</td>
<td>Mobility Plate</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Optional-May Choose Any

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>EFI Bundles</td>
<td>497N04238</td>
<td>EFL Fiery Options Bundle including Spot-On, Auto Trapping, Hot Folders, Virtual Printers</td>
<td>$2,199</td>
<td>$1,649</td>
</tr>
<tr>
<td>ETHUBKIT</td>
<td>497N01224</td>
<td>Ethernet Hub Option Kit</td>
<td>$550</td>
<td>$413</td>
</tr>
</tbody>
</table>

## EFI Integrated Controller

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>EFISERV1</td>
<td>097N02286</td>
<td>EFI Fiery Network Server includes Paper Catalog</td>
<td>$2,995</td>
<td>$2,246</td>
</tr>
</tbody>
</table>
# Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox PrimeLink B9000 Series</th>
<th>Mainframe</th>
<th>Product Code</th>
<th>Part #</th>
<th>Description</th>
<th>Unit Quantity</th>
<th>Comments</th>
<th>Total Cost</th>
<th>Total AOCS Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>B9100</strong></td>
<td>ECQ</td>
<td>1006514012</td>
<td>097504774</td>
<td>PrimeLink B9100 Copier/Printer</td>
<td>630 lbs</td>
<td></td>
<td>$50,250</td>
<td>$50,250</td>
</tr>
<tr>
<td></td>
<td>SEB</td>
<td>097504774</td>
<td>497K20440</td>
<td>LMount Install Kit</td>
<td>17.2 lbs</td>
<td></td>
<td>$32,487</td>
<td>$32,487</td>
</tr>
<tr>
<td></td>
<td>PVZ</td>
<td>097505139</td>
<td>6550543310</td>
<td>PRIMECHECK B9000 100/110/125/136 COMMON STARTER KIT</td>
<td>14 lbs</td>
<td></td>
<td>$20,660</td>
<td>$20,660</td>
</tr>
<tr>
<td><strong>B9110</strong></td>
<td>ECQ</td>
<td>1006514010</td>
<td>097504774</td>
<td>PrimeLink B9110 Copier/Printer</td>
<td>630 lbs</td>
<td></td>
<td>$59,740</td>
<td>$59,740</td>
</tr>
<tr>
<td></td>
<td>SEB</td>
<td>097504774</td>
<td>497K20440</td>
<td>LMount Install Kit</td>
<td>17.2 lbs</td>
<td></td>
<td>$32,487</td>
<td>$32,487</td>
</tr>
<tr>
<td></td>
<td>PVZ</td>
<td>097505139</td>
<td>6550543310</td>
<td>PRIMECHECK B9000 100/110/125/136 COMMON STARTER KIT</td>
<td>14 lbs</td>
<td></td>
<td>$20,660</td>
<td>$20,660</td>
</tr>
<tr>
<td><strong>B9125</strong></td>
<td>ECQ</td>
<td>1006514201</td>
<td>097504774</td>
<td>PrimeLink IOT 110/125/136 (High Speed)</td>
<td>630 lbs</td>
<td></td>
<td>$73,700</td>
<td>$73,700</td>
</tr>
<tr>
<td></td>
<td>SEB</td>
<td>097504774</td>
<td>497K20440</td>
<td>LMount Install Kit</td>
<td>17.2 lbs</td>
<td></td>
<td>$40,836</td>
<td>$40,836</td>
</tr>
<tr>
<td></td>
<td>PVZ</td>
<td>097505139</td>
<td>6550543310</td>
<td>PRIMECHECK B9000 100/110/125/136 COMMON STARTER KIT</td>
<td>14 lbs</td>
<td></td>
<td>$20,660</td>
<td>$20,660</td>
</tr>
<tr>
<td><strong>B9136</strong></td>
<td>ECQ</td>
<td>1006514510</td>
<td>097504774</td>
<td>PrimeLink IOT 110/125/136 (High Speed)</td>
<td>630 lbs</td>
<td></td>
<td>$91,500</td>
<td>$91,500</td>
</tr>
<tr>
<td></td>
<td>SEB</td>
<td>097504774</td>
<td>497K20440</td>
<td>LMount Install Kit</td>
<td>17.2 lbs</td>
<td></td>
<td>$50,325</td>
<td>$50,325</td>
</tr>
<tr>
<td></td>
<td>PVZ</td>
<td>097505139</td>
<td>6550543310</td>
<td>PRIMECHECK B9000 100/110/125/136 COMMON STARTER KIT</td>
<td>14 lbs</td>
<td></td>
<td>$20,660</td>
<td>$20,660</td>
</tr>
</tbody>
</table>

**Accessories**

<table>
<thead>
<tr>
<th>Bypass Tray</th>
<th>Must Choose Only 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>B91MSI</td>
<td>497K051930 Manual Sheet Inserter (MSI) bypass</td>
</tr>
<tr>
<td>B91XLS</td>
<td>497K158170 MISXLS, 497K15880 Banner Feeder Guide, 497K15871 Top Tray Extension</td>
</tr>
</tbody>
</table>

**Feeders**

<table>
<thead>
<tr>
<th>Must Choose Only 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCH2FT</td>
</tr>
<tr>
<td>OCH1FT</td>
</tr>
<tr>
<td>HCF2T</td>
</tr>
<tr>
<td>HCF2T136</td>
</tr>
<tr>
<td>MISCHITE</td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

### Finishers

<table>
<thead>
<tr>
<th>OCT/16 Finishing / Oki</th>
<th>Equipment</th>
<th>Description</th>
<th>EDQ Only</th>
<th>QTY</th>
<th>Price</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCT 407K02420</td>
<td>Offset Catch Tray</td>
<td>407K02420 Corrugation Roll Kit - 2.2 lbs</td>
<td>400</td>
<td>$300</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HRAP/STAK 46K16310</td>
<td>High Capacity Stacker - 412.3 lbs</td>
<td>46K16310 Power Cord</td>
<td>$13,000</td>
<td>$9,750</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NRV 063900550</td>
<td>Dolly</td>
<td>407K17460 Fill IP Cable</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRST/PRF 46K15310</td>
<td>PR Standard Finisher</td>
<td>46K15310 Power Cord</td>
<td>$7,150</td>
<td>$5,360</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRST/PRF 467K16710</td>
<td>PR Blanket Module</td>
<td>467K16710 2/3 Hole Punch Module</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRST/PRF 46K154750</td>
<td>PR Booklet Maker</td>
<td>46K154750 Power Cord</td>
<td>$12,400</td>
<td>$9,300</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRST/PRF 467K16710</td>
<td>PR Blanket Module</td>
<td>467K16710 2/3 Hole Punch Module</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRST/PRF 46K154711</td>
<td>Partner Finishing Interface</td>
<td>46K154711 Power Cord</td>
<td>$13,900</td>
<td>$10,425</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRST/PRF 467K16710</td>
<td>Production Ready Standard Finisher Plus, 3K Straight, 100 sht staple uncoated, 35 sht coated</td>
<td>467K16710 2/3 Hole Punch Module</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Card Readers

<table>
<thead>
<tr>
<th>Card Reader</th>
<th>Equipment</th>
<th>Description</th>
<th>QTY</th>
<th>Price</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>467K16120</td>
<td>RFID Reader</td>
<td>467K16120 USB Hub - 9 ft</td>
<td>429</td>
<td>$322</td>
<td></td>
</tr>
<tr>
<td>467K21650</td>
<td>CAC/PIV Card Reader and Enablement Kit - 1 lb</td>
<td>467K21650 CAC/PIV Card Reader and Enablement Kit</td>
<td>90</td>
<td>$74</td>
<td></td>
</tr>
<tr>
<td>467K21660</td>
<td>CAC/PIV Card Reader and Enablement Kit - 2 lbs</td>
<td>467K21660 CAC/PIV Card Reader and Enablement Kit</td>
<td>299</td>
<td>$224</td>
<td></td>
</tr>
</tbody>
</table>

### Accessories

<table>
<thead>
<tr>
<th>Accessory</th>
<th>Equipment</th>
<th>Description</th>
<th>QTY</th>
<th>Price</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>467K092650</td>
<td>Convenience Stapler</td>
<td>467K092650</td>
<td>299</td>
<td>$224</td>
<td></td>
</tr>
<tr>
<td>467K177150</td>
<td>ID Cooling / Decoer</td>
<td>467K177150</td>
<td>2,000</td>
<td>$1,500</td>
<td></td>
</tr>
<tr>
<td>467K10820</td>
<td>ESD Protection Kit</td>
<td>467K10820</td>
<td>999</td>
<td>$749</td>
<td></td>
</tr>
<tr>
<td>467K14141</td>
<td>Foreign Interface Kit</td>
<td>467K14141</td>
<td>150</td>
<td>$112</td>
<td></td>
</tr>
<tr>
<td>467K094540</td>
<td>GCC Advanced Punch Pro</td>
<td>467K094540</td>
<td>900</td>
<td>$675</td>
<td></td>
</tr>
<tr>
<td>467K21660</td>
<td>GCC die</td>
<td>467K21660</td>
<td>19,900</td>
<td>$15,925</td>
<td></td>
</tr>
<tr>
<td>467K17460</td>
<td>Fill IP Cable</td>
<td>467K17460</td>
<td>4,700</td>
<td>$3,275</td>
<td></td>
</tr>
<tr>
<td>467K17460</td>
<td>GCC Filler</td>
<td>467K17460</td>
<td>4,700</td>
<td>$3,275</td>
<td></td>
</tr>
<tr>
<td>467K20450</td>
<td>HYBRID WATERMARK - 1 lb</td>
<td>467K20450</td>
<td>995</td>
<td>$746</td>
<td></td>
</tr>
<tr>
<td>467K17460</td>
<td>Interface Cable</td>
<td>467K17460</td>
<td>4,700</td>
<td>$3,275</td>
<td></td>
</tr>
<tr>
<td>467K13310</td>
<td>Power Cord</td>
<td>467K13310</td>
<td>5,700</td>
<td>$4,275</td>
<td></td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Part No.</th>
<th>Description</th>
<th>Instruction/Notes</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>097504055</td>
<td>PR CREASE AND TWO SIDED TRIMMER FOR EFI FIERY SOLUTIONS</td>
<td>NOT Available on EDQ (B9100). Available with any PR Finisher with EFI Fiery Server for ECQ only.</td>
<td>$30,000</td>
<td>$22,500</td>
</tr>
<tr>
<td>498K19310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097204752</td>
<td>Square Fold Trimmer - only used w/ Prod Ready Booklet Fin</td>
<td>Requires Production Ready Booklet Maker Finisher (PRB9M8MFN)</td>
<td>$15,000</td>
<td>$11,250</td>
</tr>
<tr>
<td>498K19310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>407K20470</td>
<td>Searchable PDF (OCR) Kit - 1 lb</td>
<td></td>
<td>$2,500</td>
<td>$2,128</td>
</tr>
<tr>
<td>407K20990</td>
<td>High Compression PDF Kit - 1 lb</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097503669</td>
<td>Tape Bind</td>
<td>Requires Interface Module (INTERFACE) &amp; Standard Finisher Plus (STDFINP2S)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>500K30110</td>
<td>Nationalization Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K20480</td>
<td>USB HUB Kit</td>
<td>For use with 3rd party proximity/RIFD card readers</td>
<td>$150</td>
<td>$113</td>
</tr>
<tr>
<td>497K20010</td>
<td>US S008 INSTALL KIT - 8.6 lbs</td>
<td>Option for ADA requirements for mounting UI</td>
<td>$223</td>
<td>$167</td>
</tr>
<tr>
<td>097K20340</td>
<td>EFi Printer Server NX One - 25 lbs</td>
<td>CBE required for install. If customer does not order NX1STATN and plans to use a monitor, they will need to procure (outside of Xerox) a &quot;DisplayPort to VGA&quot; adapter converter to connect the server to the monitor.</td>
<td>$13,500</td>
<td>$10,125</td>
</tr>
<tr>
<td>497K20000</td>
<td>EDP Interface Kit - .44 lb</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K10920</td>
<td>ESD Protection Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Product Code</th>
<th>Description</th>
<th>Comments</th>
<th>Qty</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DCM446802</td>
<td>PrimeLink CS960 w/ 250 sheet Single Pass DADF / FT integrated DMP&lt;br&gt;</td>
<td>DADF inverter / TTM / 2°-20° / 1°-15° / 1°-20° / 1°-15° / 1°-20° / 1°-15° / 1°-20°&lt;br&gt;</td>
<td>1</td>
<td>$36,108 &lt;br&gt; $13,956</td>
</tr>
<tr>
<td>DCM446690</td>
<td>Full Color model w/ 10.4&quot; SVGA</td>
<td></td>
<td>1</td>
<td>$40,809 &lt;br&gt; $22,740</td>
</tr>
<tr>
<td>DCM446102</td>
<td>PrimeLink CS960 w/ 250 sheet Single Pass DADF / FT integrated DMP&lt;br&gt;</td>
<td>DADF inverter / TTM / 2°-20° / 1°-15° / 1°-20° / 1°-15° / 1°-20° / 1°-15° / 1°-20°&lt;br&gt;</td>
<td>1</td>
<td>$36,108 &lt;br&gt; $13,956</td>
</tr>
<tr>
<td>DCM446440</td>
<td>Full Color model w/ 10.4&quot; SVGA</td>
<td></td>
<td>1</td>
<td>$40,809 &lt;br&gt; $22,740</td>
</tr>
</tbody>
</table>

### Accessories

<table>
<thead>
<tr>
<th>Product Code</th>
<th>Description</th>
<th>Qty</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>45024280</td>
<td>550 Sheet Offset Catch Tray</td>
<td>1</td>
<td>$490 &lt;br&gt; $390</td>
</tr>
<tr>
<td>45020905</td>
<td>Right Wing Thats</td>
<td>1</td>
<td>$620 &lt;br&gt; $500</td>
</tr>
<tr>
<td>45018740</td>
<td>Business Ready (BR) Finisher w/ 20 hole punch, 3K stack, 10-50 sheet</td>
<td>Does NOT require Interface Device Module (IFDM) / IFMDM / IFMDM</td>
<td>1</td>
</tr>
<tr>
<td>45018740</td>
<td>Vertical Transport</td>
<td>1</td>
<td>$2,250 &lt;br&gt; $2,264</td>
</tr>
<tr>
<td>45018740</td>
<td>Business Ready (BR) Booklet Finisher w/ 20 hole punch, 3K stack, 20 sheet</td>
<td>Does NOT require Interface Device Module (IFDM) / IFMDM / IFMDM</td>
<td>1</td>
</tr>
<tr>
<td>45018740</td>
<td>Vertical Transport</td>
<td>1</td>
<td>$4,995 &lt;br&gt; $3,748</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Standard Finisher)</td>
<td>1</td>
<td>$8,600 &lt;br&gt; $8,413</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$8,600 &lt;br&gt; $8,413</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Default Finisher)</td>
<td>1</td>
<td>$12,980 &lt;br&gt; $10,986</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$12,980 &lt;br&gt; $10,986</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Must order qty 3)</td>
<td>1</td>
<td>$14,000 &lt;br&gt; $10,996</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$14,000 &lt;br&gt; $10,996</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Default Finisher)</td>
<td>1</td>
<td>$5,000 &lt;br&gt; $4,278</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$5,000 &lt;br&gt; $4,278</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Must order qty 3)</td>
<td>1</td>
<td>$5,000 &lt;br&gt; $4,278</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$5,000 &lt;br&gt; $4,278</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Default Finisher)</td>
<td>1</td>
<td>$7,000 &lt;br&gt; $5,426</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$7,000 &lt;br&gt; $5,426</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Must order qty 3)</td>
<td>1</td>
<td>$7,000 &lt;br&gt; $5,426</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$7,000 &lt;br&gt; $5,426</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Default Finisher)</td>
<td>1</td>
<td>$8,700 &lt;br&gt; $7,279</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$8,700 &lt;br&gt; $7,279</td>
</tr>
<tr>
<td>45018740</td>
<td>Production Ready (PR) Finisher (Must order qty 3)</td>
<td>1</td>
<td>$8,700 &lt;br&gt; $7,279</td>
</tr>
<tr>
<td>45018740</td>
<td>Interface Device Module (IDM) / IFDM / IFMDM</td>
<td>1</td>
<td>$8,700 &lt;br&gt; $7,279</td>
</tr>
</tbody>
</table>

---

**Note:** Prices listed are for standard configurations. Customizations and additional options may incur extra costs.
### Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Equipment Description</th>
<th>Model/Code</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>High Cap Feeder (letter size 2,000 sheets)</td>
<td>0072003037</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power Cord</td>
<td>0072003012</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chute FF3.1 &amp; FF3.2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overhead High Capacity Feeder, One Tray</td>
<td>0072004088</td>
<td>1,599</td>
<td>5,998</td>
</tr>
<tr>
<td>Overhead High Capacity Feeder, Two Trays</td>
<td>0072005089</td>
<td>7,499</td>
<td>5,998</td>
</tr>
<tr>
<td>XLWREP</td>
<td>0072002010</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Banner Feed Kit</td>
<td>0072002080</td>
<td>529</td>
<td>529</td>
</tr>
<tr>
<td>XZLURM</td>
<td>0072002040</td>
<td>999</td>
<td>999</td>
</tr>
<tr>
<td>USB Hub Kit</td>
<td>0072001240</td>
<td>110</td>
<td>110</td>
</tr>
<tr>
<td>Universal Media Plate for all config (under separate opt)</td>
<td>0072001270</td>
<td></td>
<td></td>
</tr>
<tr>
<td>FreeFlow VI Design: Pro SW &amp; License</td>
<td>0072001340</td>
<td>2,481</td>
<td>2,481</td>
</tr>
<tr>
<td>FreeFlow VI Compose SW &amp; License</td>
<td>0072001350</td>
<td>3,738</td>
<td>3,738</td>
</tr>
</tbody>
</table>

**YOU MUST CHOOSE A CONTROLLER**

<table>
<thead>
<tr>
<th>Controller Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>DMP Control</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Optional</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DNP April Integrated Only</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>If a customer requires Postscript printing capability with the DMP Controller, <em>you must also order the part number shown. List price includes Postscript.</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PostScript</td>
<td>8,094</td>
<td>4,134</td>
<td></td>
</tr>
</tbody>
</table>

### Print Server Entry Level DWE

<table>
<thead>
<tr>
<th>Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>ETPYEPE</td>
<td>0072002150</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ETPYEPE</td>
<td>0072002160</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Options for Print Server Entry Level DWE

<table>
<thead>
<tr>
<th>Option Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>HPPOST</td>
<td>0072002230</td>
<td>2,720</td>
<td>2,720</td>
</tr>
<tr>
<td>EPI Hub Kit</td>
<td>0072002240</td>
<td>971</td>
<td>971</td>
</tr>
<tr>
<td>EPI Spot On</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Print Server Entry Integrated DWE

<table>
<thead>
<tr>
<th>Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>ETPYEPE</td>
<td>0072002150</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ETPYEPE</td>
<td>0072002160</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Options for Print Server Entry Integrated DWE

<table>
<thead>
<tr>
<th>Option Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>HPPOST</td>
<td>0072002230</td>
<td>2,720</td>
<td>2,720</td>
</tr>
<tr>
<td>EPI Hub Kit</td>
<td>0072002240</td>
<td>971</td>
<td>971</td>
</tr>
<tr>
<td>EPI Spot On</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Print Server Standalone NX Pro DWE

<table>
<thead>
<tr>
<th>Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>ETPYEPE</td>
<td>0072002150</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ETPYEPE</td>
<td>0072002160</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Options for Print Server Standalone NX Pro DWE

<table>
<thead>
<tr>
<th>Option Model/Code</th>
<th>Included Cost</th>
<th>Optional Cost</th>
<th>Price with Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>HPPOST</td>
<td>0072002230</td>
<td>2,720</td>
<td>2,720</td>
</tr>
<tr>
<td>EPI Hub Kit</td>
<td>0072002240</td>
<td>971</td>
<td>971</td>
</tr>
<tr>
<td>EPI Spot On</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

### Xerox Color V180B Color Press

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>100S14009</td>
<td>Xerox Versant 180 Press with Color Scanner, single paper size, 3 paper trays, 250 sheet bypass tray</td>
<td>$9,900.00</td>
<td>$22,945.00</td>
<td></td>
</tr>
<tr>
<td>097S04774</td>
<td>10.4 SVGA Vertical Unit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>650S42700</td>
<td>Nationalization Kit - power cord, CRU Kit &amp; tools, rigger doc</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K10301</td>
<td>UK Install Kit for HCF or OCF</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>009R12560</td>
<td>Waste Toner Bottle</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**80 ppm B/W 80 ppm Color**

### B&W Maintenance $.0079 per impression

### Color Maintenance $.04 per impression

### Accessories

#### Accessories for V180

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>497K02420</td>
<td>Offset Catch Tray</td>
<td>$800.00</td>
<td>$225.00</td>
<td></td>
</tr>
<tr>
<td>497K06880</td>
<td>Fan Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K02450</td>
<td>Right Wing Table</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097S04617</td>
<td>Business Ready (BR) Finisher w/ 2/3 hole punch, 3K stack, 50 sheet staple</td>
<td>$2,995.00</td>
<td>$2,246.00</td>
<td></td>
</tr>
<tr>
<td>097S04610</td>
<td>Vertical Transport</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097S04618</td>
<td>Business Ready (BR) Booklet Maker Finisher w/ 2/3 hole punch, 3K stack, 50 sheet staple, 15 sheet booklet</td>
<td>$4,995.00</td>
<td>$3,746.00</td>
<td></td>
</tr>
<tr>
<td>097S04610</td>
<td>Vertical Transport</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097S04749</td>
<td>Production Ready Standard Finisher, 3K stack, 100 sheet staple uncoated, 35 sheet coated</td>
<td>$6,550.00</td>
<td>$4,913.00</td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td>$8,850.00</td>
<td>$7,500.00</td>
<td></td>
</tr>
<tr>
<td>497K18370</td>
<td>Top Tray Extension Kit (for XLS support)</td>
<td>$11,800.00</td>
<td>$10,000.00</td>
<td></td>
</tr>
<tr>
<td>097S04750</td>
<td>Production Ready Booklet Maker Finisher, 2K stack, 120 sheet Staple &amp; 30 sheet booklet uncoated, 500 sheet top tray</td>
<td>$12,000.00</td>
<td>$10,000.00</td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
<tr>
<td>497K18370</td>
<td>Top Tray Extension Kit (for XLS support)</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
<tr>
<td>097S04751</td>
<td>Production Ready Standard Finisher Plus, 3K stack, 100 sheet staple uncoated, 35 sheet coated</td>
<td>$13,000.00</td>
<td>$10,000.00</td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
<tr>
<td>497K18370</td>
<td>Top Tray Extension Kit (for XLS support)</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
<tr>
<td>097S05930</td>
<td>High Capacity Stacker</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
<tr>
<td>497K17470</td>
<td>Interface Cable, Middle</td>
<td>$13,000.00</td>
<td>$9,750.00</td>
<td></td>
</tr>
</tbody>
</table>

## 80 ppm B/W

**Must Choose One**

- V31FIN: Production Ready Standard Finisher, 3K stack, 100 sheet staple uncoated, 35 sheet coated
- V31FINP: Production Ready Standard Finisher Plus, 3K stack, 100 sheet staple uncoated, 35 sheet coated
- V31BOOK: Production Ready Booklet Maker Finisher, 2K stack, 120 sheet Staple & 30 sheet booklet uncoated, 500 sheet top tray
- V31HCS: High Capacity Stacker

You must order this finisher when using inline 3rd party finishing avail via TXC. Requires Interface Decurler Module (INTRFMOD); May use optional C/Z Folder (VCZFOLD), 3-hole punch (VPUNCH), or Insertor (VINTERPSR).
## Accessories for V180

### Accessories for V180

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>V80OHCF</td>
<td>097054615</td>
<td>High Cap Feeder - one tray (2,000 Sheets, letter, up to 300gsm) Only avail on V180B</td>
<td>$2,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>V80OHCF</td>
<td>097054949</td>
<td>Single Tray Overtone High Capacity Feeder (2K sheets, up to 13x19&quot;, 300 gsm top tray is inline) Includes post card insert</td>
<td>$5,995</td>
<td>$4,496</td>
</tr>
<tr>
<td>V802HCF</td>
<td>09714940</td>
<td>3x Install Kit</td>
<td>$9,995</td>
<td>$7,496</td>
</tr>
<tr>
<td>V802HCF</td>
<td>09714942</td>
<td>3x Install Kit</td>
<td>$9,995</td>
<td>$7,496</td>
</tr>
<tr>
<td>V319HC2F2</td>
<td>097054656</td>
<td>High Cap Feeder - for Chaining</td>
<td>$9,995</td>
<td>$7,496</td>
</tr>
<tr>
<td>INTRFMOD</td>
<td>097054745</td>
<td>Interface Decurler Module (IDM) for Base Only</td>
<td>$2,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>VSQFILT</td>
<td>097054752</td>
<td>Interface Module Power Cord Square Fold Trimmer - only used w/ Prod Ready Booklet Fin</td>
<td>$15,000</td>
<td>$11,250</td>
</tr>
<tr>
<td>TRIMBUFFR</td>
<td>09717460</td>
<td>Interface Cable</td>
<td>$30,000</td>
<td>$22,500</td>
</tr>
<tr>
<td>PRTRIM</td>
<td>097054098</td>
<td>Trim Crease &amp; 2-sided Trimmer</td>
<td>$30,000</td>
<td>$22,500</td>
</tr>
<tr>
<td>VINTERPSR</td>
<td>097054746</td>
<td>Interface Module Power Cord</td>
<td>$2,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>VCFZFOLD</td>
<td>097054748</td>
<td>C &amp; Z Folder Option for Production Ready Standard or Booklet Finisher</td>
<td>$5,700</td>
<td>$4,275</td>
</tr>
<tr>
<td>VPUNCH</td>
<td>09716710</td>
<td>2/3 Hole Punch for 3AE &amp; 4AE</td>
<td>$600</td>
<td>$450</td>
</tr>
<tr>
<td>GBCADVPUN</td>
<td>097062204</td>
<td>GBC Advanced Punch</td>
<td>$13,900</td>
<td>$10,425</td>
</tr>
<tr>
<td>DBLPUNUP</td>
<td>09705578</td>
<td>Double Punch upgrade to Advanced Punch Pro Advanced Punch Pro is required</td>
<td>$250</td>
<td>$188</td>
</tr>
<tr>
<td>NEV</td>
<td>098503050</td>
<td>Dolly Cart (for use with High Capacity Stackers) Max qty 3 Requires High Cap Stacker</td>
<td>$985</td>
<td>$746</td>
</tr>
<tr>
<td>CONVSTPL</td>
<td>498K10250</td>
<td>Convenience Stacker</td>
<td>$2,995</td>
<td>$2,224</td>
</tr>
<tr>
<td>VGROUPA</td>
<td>300S01843</td>
<td>FreeFlow VI Compose SW and License</td>
<td>$5,000</td>
<td>$3,750</td>
</tr>
<tr>
<td>NWT</td>
<td>300S01844</td>
<td>FreeFlow VI Design Pro SW &amp; License</td>
<td>$3,495</td>
<td>$2,621</td>
</tr>
<tr>
<td>EMVSUKE</td>
<td>497N01789</td>
<td>Envelope Support Kit (Can order up to 2) Requires Advanced High Cap Feeder V802HCF</td>
<td>$250</td>
<td>$188</td>
</tr>
<tr>
<td>USBNENABL3</td>
<td>497K14870</td>
<td>USBE Enablement Kit (Activates USB Hub Kit, makes USB ports functional via pin coded slot)</td>
<td>$229</td>
<td>$170</td>
</tr>
<tr>
<td>NETACCTNG</td>
<td>497K14310</td>
<td>Network Accounting</td>
<td>$150</td>
<td>$113</td>
</tr>
<tr>
<td>HCSUNIFT</td>
<td>497K17820</td>
<td>Stackor UI Fixed Angle Kit for 508 compliance Allows the HCS UI to be mounted at an angle</td>
<td>N/C</td>
<td>N/C</td>
</tr>
<tr>
<td>CACNABLE</td>
<td>497K06860</td>
<td>Common Access (CAC) Enablement Kit Requires USB Enablement Kit (USBNENABL2)</td>
<td>$199</td>
<td>$149</td>
</tr>
<tr>
<td>QPSIGN</td>
<td>497K08660</td>
<td>Quick Print Sign</td>
<td>$500</td>
<td>$375</td>
</tr>
<tr>
<td>REMOFTOUT</td>
<td>325006614</td>
<td>Remote Service Opt Out Instructions</td>
<td>N/C</td>
<td>N/C</td>
</tr>
<tr>
<td>V31BOOK</td>
<td>097054750</td>
<td>Production Ready Booklet Maker Finisher, 2K stack, 120 shf Staple &amp; 30 shf Booklet uncoated, 500 sheet top tray For Chaining - Requires Interface Decurler Module Upstream; Compatible w/ Square Fold Trimmer</td>
<td>$11,800</td>
<td>$8,860</td>
</tr>
<tr>
<td>V31FIN2</td>
<td>097054751</td>
<td>Production Ready Booklet Maker Finisher Plus, 3k stack, 100 shf staple uncoated, 35 shf coated</td>
<td>$6,550</td>
<td>$4,913</td>
</tr>
<tr>
<td>V31HCS2</td>
<td>097054753</td>
<td>High Capacity Stacker For Chaining - Upstream finishing requires Interface Decurler Module (INTRFMOD) - Cannot be ordered w/ another V31HCS</td>
<td>$13,000</td>
<td>$9,750</td>
</tr>
<tr>
<td>TXC</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>GBC All</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

**Total:** $11,980

### V180 Color

- **Market Code:** V180B Color
- **Press:** TXC

## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Accessory Type</th>
<th>Xerox Color V180B Color Press</th>
<th>Market Code</th>
<th>Part #</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Integrated Fiery Color Server</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Must Choose A Server</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>V180EFI</strong></td>
<td>Xerox EX-I 180 Integrated Fiery Color Server (includes Graphic Arts Basic package)</td>
<td>097N02264</td>
<td>$8,990</td>
<td>$8,990</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Xerox EX-I 180 Mounting Plate</td>
<td>497K14880</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Accessories for Integrated Fiery Color Server</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May Choose Any</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EXIMPLOE</td>
<td>Fiery Imposition License Activation Kit</td>
<td>497N05470</td>
<td>$2,550</td>
<td>$1,913</td>
<td></td>
</tr>
<tr>
<td>PROFILE4</td>
<td>Color ProFile Suite &amp; Spectrophotometer</td>
<td>497N00587</td>
<td>$2,200</td>
<td>$1,650</td>
<td></td>
</tr>
<tr>
<td>HUBSPORT</td>
<td>Ethernet Hub Option</td>
<td>497N01224</td>
<td>$495</td>
<td>$371</td>
<td></td>
</tr>
</tbody>
</table>

| **External Fiery Print Server** | | | | | |
| **V180EXB1** | Xerox EX Pro 180 Print Server (Win 10) (incl Fiery s/w, Graphic Arts Basic Pkg & Impose) | 097N02306 | $25,000 | $18,750 |
| **Accessories for External Fiery Print Server** | | | | | |
| May Choose Any | | | | | |
| EXHDD | Hard Drive Security Option | 497N02527 | $995 | $746 |
| EXFAO | FiX - Stand, Monitor, Keyboard, Mouse | 497N02849 | $4,000 | $3,000 |
| PROFILE4 | Color ProFile Suite & Spectrophotometer | 497N0587 | $2,200 | $1,650 |
| HUBSPORT | Ethernet Hub Option | 497N01224 | $495 | $371 |
| GAPREM | Graphic Arts Premium Package | 497N0107 | $6,200 | $4,650 |
| EXCOMPOSE | Fiery Compose License Activation Kit | 497N05471 | $1,500 | $1,125 |

| **Xerox FreeFlow Print Server** | | | | | |
| **V180FFPS** | Xerox FreeFlow Print Server | 097S04817 | | |
| 097S04915 | 19" LCD Monitor | $30,500 | $22,875 |
| 320S00128 | FreeFlow Print Server Software License (Non-Shippable) | | | |
| 498K10020 | Power Strip Kit | | | |
| 301K3140 | FreeFlow Server Software & Documentation Kit | | | |
| **Accessories for External FreeFlow Controller** | | | | | |
| May Choose Any | | | | | |
| SPECTROX | Spectrophotometer | 497N11570 | $675 | |
| FPSIPD01 | IPDS Software License (Non-Shippable) | 320S00128 | $15,000 | |
| FPSSTND02 | Stand for Server | 097S04800 | $938 | |
| XCPHOTO | Photo Automation Tool Software (Non-Shippable) | 320S00659 | $375 | |
| XCPHOTO | Photo Automation Tool Software Kit | 320S00659 | $500 | |

May Choose Any

V180EFI 8,990

May Choose Any

V180FFPS 30,500

$22,875

$375

$8,990
## Equipment and Services Schedule

### 80 ppm B/W 80 ppm Color

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>V180P</td>
<td>100S14009</td>
<td>Xerox Versant 180 Press w/ Color Scanner, Single Pass Doc Handler, 3 Paper Trays, 250 Sheet Bypass Tray</td>
<td>$85,900</td>
<td>$47,245</td>
</tr>
<tr>
<td></td>
<td>99704774</td>
<td>10.4 SVGA Vertical UI</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>99704744</td>
<td>Interface Cooling Module w/ X-Rite Inline Spectrophotometer</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>498K18310</td>
<td>Power Cord for Interface Module</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>650S42700</td>
<td>Nationalization Kit - power cord, CRU Kit &amp; tools, rigger doc</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>008R12990</td>
<td>Waste Toner Bottle</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>V180P</td>
<td>B&amp;W Maintenance $.0079 per impression</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>V180P</td>
<td>Color Maintenance $.04 per impression</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Accessories

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>V31FIN</td>
<td>09704749</td>
<td>Production Ready Standard Finisher, 3K stack, 100 sht staple uncoated, 35 sht coated</td>
<td>$6,550</td>
<td>$4,913</td>
</tr>
<tr>
<td></td>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K18370</td>
<td>Top Tray Extension Kit (for XLS support)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>V31BOOK</td>
<td>09704750</td>
<td>Production Ready Booklet Maker Finisher, 2K stack, 120 sht Staple &amp; 30 sht Booklet uncoated, 500 sheet top tray</td>
<td>$11,800</td>
<td>$8,850</td>
</tr>
<tr>
<td></td>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K18370</td>
<td>Top Tray Extension Kit (for XLS support)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>V31FINP</td>
<td>09704751</td>
<td>Production Ready Standard Finisher Plus, 3K sht, 100 sht staple uncoated, 35 sht coated</td>
<td>$12,000</td>
<td>$9,000</td>
</tr>
<tr>
<td></td>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K18370</td>
<td>Top Tray Extension Kit (for XLS support)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>09704117</td>
<td>Partner Finishing Interface</td>
<td></td>
<td></td>
</tr>
<tr>
<td>V31HCS</td>
<td>09704171</td>
<td>High Capacity Stacker</td>
<td>$13,000</td>
<td>$9,750</td>
</tr>
<tr>
<td></td>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>497K17470</td>
<td>Interface Cable, Middle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accessories</td>
<td>Accessories for V180</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-------------</td>
<td>---------------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>V180P Color</strong></td>
<td><strong>Press</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Market Code</strong></td>
<td><strong>Part #</strong></td>
<td><strong>Description</strong></td>
<td><strong>List Price</strong></td>
<td><strong>ACCS Price</strong></td>
</tr>
<tr>
<td>VBOCHF</td>
<td>097304494</td>
<td>Single Tray Oversize High Capacity Feeder (2K sheets, up to 13x19&quot;, 300 gsm, top tray is storage) Includes post card insert</td>
<td>$5,995</td>
<td>$4,406</td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K14940</td>
<td>UI Install Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VBO2CHF</td>
<td>097304991</td>
<td>Two Tray Oversize High Capacity Feeder (4K sheets, up to 13x19&quot;, up to 350gsm)</td>
<td>$9,995</td>
<td>$7,496</td>
</tr>
<tr>
<td>497K14940</td>
<td>UI Install Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K10060</td>
<td>Lower Docking Bracket for CHCF</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097304666</td>
<td>High Cap Feeder - for Chaining</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>V31AHCF2</td>
<td>498K18310</td>
<td>Power Cord</td>
<td>$9,995</td>
<td>$7,496</td>
</tr>
<tr>
<td>497K18930</td>
<td>USB Active Extension Cable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Used when chaining 2 Feeders; Requires V802OHCF</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VSQFLTRIM</td>
<td>097304752</td>
<td>Square Fold Trimmer - only used w/ Prod Ready Booklet Fin</td>
<td>Requires Production Ready Booklet Finisher (V180DQK)</td>
<td>$15,000</td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>V802CHF</td>
<td>097304747</td>
<td>Trimmer Buffer Module</td>
<td>Requires Production Ready Booklet Fin or Prod Ready Std Fin Plus</td>
<td>$30,000</td>
</tr>
<tr>
<td>497K17460</td>
<td>Interface Cable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>V803CHF</td>
<td>097304958</td>
<td>Trim Crease &amp; 2-sided Trimmer</td>
<td>Requires Production Ready Booklet Fin or Prod Ready Std Fin Plus</td>
<td>$30,000</td>
</tr>
<tr>
<td>497K17460</td>
<td>3M Cable Interface Cable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VRPTLR</td>
<td>097304746</td>
<td>Interposer/Inserter Module</td>
<td>Requires for Prod Ready Std Fin, Prod Ready Booklet Finisher or Prod Ready Std Fin Plus</td>
<td>$2,000</td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>V32FOLD</td>
<td>097304748</td>
<td>C &amp; Z Folder Option for Production Ready Standard or Booklet Finisher or Prod Ready Std Fin Plus</td>
<td>Used w/ Prod Ready Standard Finisher, Prod Ready Booklet Maker Finisher or Prod Ready Standard Finisher Plus; Not used with BR Fin's</td>
<td>$5,700</td>
</tr>
<tr>
<td>497K17460</td>
<td>Interface Cable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VPUNCH</td>
<td>097304770</td>
<td>2/3 Hole Punch for 3AE &amp; 4AE</td>
<td>Used w/ Prod Ready Fin (3AE) &amp; Prod Ready Booklet Fin (4AE)</td>
<td>$800</td>
</tr>
<tr>
<td>497K16710</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GBVAPOUN</td>
<td>097304224</td>
<td>GBC Advanced Punch</td>
<td>Requires Production Ready Finisher, Finisher Plus or Booklet Maker Finisher or High Cap Stacker</td>
<td>$13,900</td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497N04604</td>
<td>Die</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097N02204</td>
<td>3M Cable Interface Cable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K17460</td>
<td>Interface Cable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DBLPUNUP</td>
<td>097304578</td>
<td>Double Punch upgrade to Advanced Punch Pro</td>
<td>Advanced Punch Pro is required</td>
<td>$250</td>
</tr>
<tr>
<td>497K14940</td>
<td>UI Install Kit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NVT</td>
<td>098350500</td>
<td>Ondexx Cart (for use with High Capacity Stacker) Max qty 3</td>
<td>Requires High Cap Stacker</td>
<td>$995</td>
</tr>
<tr>
<td>CONSTPL</td>
<td>498K05260</td>
<td>Convenience Stapler</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td>HDBLCSQ</td>
<td>303051684</td>
<td>Feed Flow VI Complete SW and License</td>
<td>$5,000</td>
<td>$3,750</td>
</tr>
<tr>
<td>097305600</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>V31BOOK</td>
<td>097304799</td>
<td>Envelope Support Kit (Can order up to 2)</td>
<td>Requires Advanced High Cap Feeder V802OHCF</td>
<td>$290</td>
</tr>
<tr>
<td>497K14870</td>
<td>UI Install Kit (Note: Does not include Kits, must use port functional via pin coded w/x)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>097K17410</td>
<td>Network Accounting</td>
<td>$150</td>
<td>$113</td>
<td></td>
</tr>
<tr>
<td>HCSUITK</td>
<td>497K18720</td>
<td>Stacker UI Fixed Angle Kit for 508 compliance</td>
<td>Allows the HCS UI to be mounted at an angle</td>
<td>N/C</td>
</tr>
<tr>
<td>097304928</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VBNC</td>
<td>497K18930</td>
<td>USB Active Extension Cable</td>
<td>Requires Production Ready Booklet Finisher (V180DQK)</td>
<td>$15,000</td>
</tr>
<tr>
<td>498K18310</td>
<td>Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>QPSIGN</td>
<td>497K06860</td>
<td>Quick Print Sign</td>
<td>$500</td>
<td>$375</td>
</tr>
<tr>
<td>REMOPTOUT</td>
<td>303006864</td>
<td>Remote Service Opt Out Instructions</td>
<td>N/C</td>
<td></td>
</tr>
<tr>
<td>VS1BOOK2</td>
<td>097304750</td>
<td>Production Ready Booklet Maker Finisher, 2K stack, 120 aht Staple &amp; 30 aht Booklet uncoated; 500 sheet top tray For Chaining - Requires Interface Decurler Module Upstream; Compatible w/ Square Fold Trimmer</td>
<td>$11,800</td>
<td>$8,850</td>
</tr>
<tr>
<td>498K18310</td>
<td>Top Tray Extension</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K18370</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VS1FIN2</td>
<td>097304749</td>
<td>Production Ready Standard Finisher, 3k stack, 100 aht staple uncoated, 35 sheet coated For Chaining - Requires Interface Decurler Module Upstream (Interface Decurler Module INTRFMOD)</td>
<td>$6,550</td>
<td>$4,913</td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K18370</td>
<td>Top Tray Extension</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VS1FINP2</td>
<td>097304751</td>
<td>Production Ready Standard Finisher Plus, 3k sh, 100 aht staple uncoated, 35 sheet coated</td>
<td>For Chaining - Requires Interface Decurler Module INTRFMOD when ordering HCS</td>
<td>$12,000</td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord (must order Qty 2)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K18370</td>
<td>Top Tray Extension</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VS1HCS2</td>
<td>097304711</td>
<td>Partner Finishing Interface</td>
<td>For Chaining - Upstream finishing requires Interface Decurler Module (INTRFMOD) - Cannot be ordered w/ another V802OHCF</td>
<td>$13,000</td>
</tr>
<tr>
<td>498K18310</td>
<td>Interface Module Power Cord</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K17470</td>
<td>Interface Module, Middle</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TXC</td>
<td>N/A</td>
<td>N/A</td>
<td>Phlockmatic Pro Booklet Maker 35/50 Available with a Service Contract. Pricing is available via the TXC Quote Tool or by contacting TXC.</td>
<td>N/A</td>
</tr>
</tbody>
</table>

---

### Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Accessory</th>
<th>Server Accessories for V180</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Xerox Color V180P Color Press</strong></td>
<td><strong>Market Code</strong></td>
</tr>
<tr>
<td><strong>Must Choose a Server</strong></td>
<td></td>
</tr>
</tbody>
</table>

#### External Fiery Print Server Pro

<table>
<thead>
<tr>
<th>Accessory</th>
<th><strong>V180EXP1</strong></th>
<th>Market Code</th>
<th>Part #</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>External Fiery Print Server Pro</td>
<td>Xerox EX Pro 180 Print Server (Win 10) (incl Fiery SW, Graphic Arts Basic Plug &amp; Impose)</td>
<td>709K12025</td>
<td>097N02306</td>
<td>$35,000</td>
<td>$26,250</td>
</tr>
<tr>
<td>Install Kit for All Stocks Rated Speed (ASRS)</td>
<td>301K99930</td>
<td>497N04849</td>
<td>FAC - Stand, Monitor, Keyboard, Mouse</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fiery Compose License Activation Kit</td>
<td>497N05471</td>
<td>497N03067</td>
<td>Color Profile Site &amp; Spectrophotometer</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Accessories for External EFI Fiery Controller

<table>
<thead>
<tr>
<th>Accessory</th>
<th><strong>EXHDD</strong></th>
<th>Market Code</th>
<th>Part #</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>May Choose Any</td>
<td>Hard Drive Security Option</td>
<td>497N04827</td>
<td>097N04827</td>
<td>$995</td>
<td>$746</td>
</tr>
<tr>
<td><strong>HUB5PORT</strong></td>
<td>Network Switch/Ethernet Hub 5 Port Option</td>
<td>497N01224</td>
<td>301N79930</td>
<td>$495</td>
<td>$371</td>
</tr>
<tr>
<td><strong>GAPREM</strong></td>
<td>Graphic Arts Premium Package</td>
<td>497N02107</td>
<td>497N03067</td>
<td>$6,200</td>
<td>$4,650</td>
</tr>
</tbody>
</table>

#### Xerox FreeFlow Print Server

<table>
<thead>
<tr>
<th>Accessory</th>
<th><strong>V180FFPS</strong></th>
<th>Market Code</th>
<th>Part #</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Xerox FreeFlow Print Server</td>
<td>Xerox FreeFlow Print Server</td>
<td>709K12025</td>
<td>097S04817</td>
<td>$30,500</td>
<td>$22,875</td>
</tr>
<tr>
<td>19” LCD Monitor</td>
<td>907S04916</td>
<td>320S01012</td>
<td>FreeFlow Print Server Software License (Non-Shippable)</td>
<td>Follow the software activation process</td>
<td></td>
</tr>
<tr>
<td>Stand for Server</td>
<td>320S00128</td>
<td>097S04600</td>
<td>Power Strip Kit</td>
<td>$1,250</td>
<td>$938</td>
</tr>
<tr>
<td>Spectrophotometer</td>
<td>320S00459</td>
<td>320S00128</td>
<td>Photo Automation Tool Software (Non-Shippable)</td>
<td>Follow the software activation process</td>
<td></td>
</tr>
<tr>
<td><strong>FFPSIPDS1</strong></td>
<td>IPDS Software License (Non-Shippable)</td>
<td>301K23650</td>
<td>320S00128</td>
<td>$20,000</td>
<td>$15,000</td>
</tr>
<tr>
<td><strong>FFPSSTND2</strong></td>
<td>Stand for Server</td>
<td>301K23650</td>
<td>301K23650</td>
<td>$1,250</td>
<td>$938</td>
</tr>
<tr>
<td><strong>XCPHOTO</strong></td>
<td>Photo Automation Tool Software Kit</td>
<td>301K23650</td>
<td>301K23650</td>
<td>$375</td>
<td>$375</td>
</tr>
</tbody>
</table>

---

**A Xerox Company**
# Equipment and Services Schedule

## Xerox VersaLink Color Printer Series

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>45 PPM</td>
<td>C8000DT</td>
<td>VersaLink C8000 Color Laser Printer, up to 45 PPM, Letter/Legal/Tabletoid, 12x18&quot;, 5&quot; 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)</td>
<td>$2,949</td>
<td>$2,212</td>
</tr>
<tr>
<td>55 PPM</td>
<td>C9000DT</td>
<td>VersaLink C9000 Color Laser Printer, up to 55 PPM, Letter/Legal/Tabletoid, 12x18&quot;, 5&quot; 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.</td>
<td>$4,668</td>
<td>$3,501</td>
</tr>
</tbody>
</table>

### B&W Maintenance $.0175 per impression

### Color Maintenance $.079 per impression

## Accessories

### Accessories for V180

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>097S04969</td>
<td>097S04970</td>
<td>Two Tray Module (1,040 sheets Tabloid)</td>
<td>$1,138</td>
<td>$854</td>
</tr>
<tr>
<td>097S04970</td>
<td>497K17880</td>
<td>Envelope Tray Feed Kit (Replaces Tray 1; holds up to 50 envelopes)</td>
<td>$349</td>
<td>$262</td>
</tr>
<tr>
<td>097S04845</td>
<td>497K17440</td>
<td>High Capacity Feeder (2 sheets - requires Tandem or 2-Tray Module)</td>
<td>$1,479</td>
<td>$1,109</td>
</tr>
<tr>
<td>097S04971</td>
<td>497K17370</td>
<td>Horizontal Transport Kit for Business Ready Finisher</td>
<td>$1,309</td>
<td>$982</td>
</tr>
<tr>
<td>097S04974</td>
<td>497K16750</td>
<td>Business Ready Finisher with Booklet Maker &amp; 2/3 hole punch, multi-position staple, saddle stitch, V-fold, 1500+500 sheet Tray (Requires Tandem or Two Tray Module)</td>
<td>$3,757</td>
<td>$3,757</td>
</tr>
<tr>
<td>097S04981</td>
<td>497K03860</td>
<td>Booklet Unit for Office Finisher</td>
<td>$795</td>
<td>$596</td>
</tr>
<tr>
<td>097S04984</td>
<td>497K03850</td>
<td>Booklet Unit for Office Finisher</td>
<td>$1,199</td>
<td>$899</td>
</tr>
<tr>
<td>097S04985</td>
<td>497K03845</td>
<td>Office Finisher LX Gap Filler</td>
<td>$279</td>
<td>$209</td>
</tr>
<tr>
<td>097S04986</td>
<td>498K14141</td>
<td>Foreign Device Interface Adapter</td>
<td>$56</td>
<td>$42</td>
</tr>
<tr>
<td>097S04974</td>
<td>497K18120</td>
<td>Integrated, programmable RFID card reader. Installs inside MFP’s built-in card reader bay. (Includes TWN4 reader, USB Y Cable, top cover)</td>
<td>$349</td>
<td>$262</td>
</tr>
</tbody>
</table>

## Additional Accessories

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>497K03845</td>
<td>497K16750</td>
<td>Wireless Print Kit</td>
<td>$682</td>
<td>$512</td>
</tr>
<tr>
<td>097S04971</td>
<td>097S04974</td>
<td>Xerox Precise Color Management System (X-Rite Spectrophotometer) (Avail C9000 only)</td>
<td>$341</td>
<td>$256</td>
</tr>
</tbody>
</table>
### Equipment and Services Schedule

**Xerox VersaLink Color Printer Series**

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>C8000DT</td>
<td>10051449</td>
<td>VersaLink C8000 Color Laser Printer, up to 45 PPM, Letter/Legal/Tabloid, 12x18&quot;, 5&quot;</td>
<td>$2,949</td>
<td>$2,212</td>
</tr>
<tr>
<td>C9000DT</td>
<td>100514452</td>
<td>VersaLink C9000 Color Laser Printer, up to 55 PPM, Letter/Legal/Tabloid, 12x18&quot;, 5&quot;</td>
<td>$4,668</td>
<td>$3,501</td>
</tr>
</tbody>
</table>

**B&W Maintenance $0.0175 per impression**

**Color Maintenance $0.079 per impression**

### Accessories

**Accessories for V180**

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>097S04969</td>
<td></td>
<td>Two Tray Module (1,040 sheets Tabloid)</td>
<td>$1,138</td>
<td>$854</td>
</tr>
<tr>
<td>097S04970</td>
<td></td>
<td>Tandem Tray Module (2K sheets letter/A4)</td>
<td>$1,479</td>
<td>$1,109</td>
</tr>
<tr>
<td>497K17880</td>
<td></td>
<td>Envelope Tray Feed Kit (Replaces Tray 1; holds up to 50 envelopes)</td>
<td>$349</td>
<td>$262</td>
</tr>
<tr>
<td>097S04845</td>
<td></td>
<td>High Capacity Feeder (2K sheets - requires Tandem or 2-Tray Module)</td>
<td>$1,479</td>
<td>$1,109</td>
</tr>
<tr>
<td>497K17440</td>
<td></td>
<td>Horizontal Transport Kit for Business Ready Finisher</td>
<td></td>
<td></td>
</tr>
<tr>
<td>097S04981</td>
<td></td>
<td>Business Ready Finisher with Booklet Maker &amp; 2/3 hole punch; multi-position staple, saddle stitch, V-fold, 1500+500 sheet Tray (Requires Tandem or Two Tray Module)</td>
<td>$3,757</td>
<td>$2,818</td>
</tr>
<tr>
<td>497K17370</td>
<td></td>
<td>Office Finisher LX Gap Filler</td>
<td></td>
<td></td>
</tr>
<tr>
<td>497K17180</td>
<td></td>
<td>Booklet Unit for Office Finisher</td>
<td>$795</td>
<td>$596</td>
</tr>
<tr>
<td>497K18120</td>
<td></td>
<td>2/3 Hole Punch for Office Finisher</td>
<td>$1,199</td>
<td>$899</td>
</tr>
<tr>
<td>497K16750</td>
<td></td>
<td>Wireless Print Kit</td>
<td>$56</td>
<td>$42</td>
</tr>
<tr>
<td>498K14141</td>
<td></td>
<td>Foreign Device Interface Adapter</td>
<td>$349</td>
<td>$262</td>
</tr>
<tr>
<td>097S04971</td>
<td></td>
<td>Productivity Kit - Hard Disk Drive (320GB)</td>
<td>$341</td>
<td>$256</td>
</tr>
</tbody>
</table>

**Xerox Precise Color Management System (X-Rite Spectrophotometer) (Avail C9000 only)**

<table>
<thead>
<tr>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>097S04974</td>
<td></td>
<td>Xerox Precise Color Management System (X-Rite Spectrophotometer) (Avail C9000 only)</td>
<td>$682</td>
<td>$512</td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox VersaLink B&amp;W A4 (B400 &amp; B405)</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>47 PPM Printer</td>
<td>B400DN</td>
<td>100S14177</td>
<td>VersaLink B400 Black &amp; White Laser Printer, up to 47 PPM, Letter/Legal, 5&quot; UI, 1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray Automatic 2-sided Printing, 110V</td>
<td>$796</td>
<td>$597</td>
</tr>
<tr>
<td>47 PPM MFP</td>
<td>B405DN</td>
<td>100S14169</td>
<td>VersaLink B405 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan, Fax up to 47 PPM, Letter/Legal, 5&quot; UI, 1200 dpi, USB, EIP, Postscript, Network Accounting, Ethernet, NFC, 550-Sheet Paper Tray, 150-Sheet Multi Purpose Tray, 60-Sheet RADF, 110V</td>
<td>$1,001</td>
<td>$751</td>
</tr>
</tbody>
</table>

### Maintenance $0.012 per impression

<table>
<thead>
<tr>
<th>Accessories</th>
<th>Optional Accessories for Xerox VersaLink B&amp;W A4 (B400 &amp; B405)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optional-May Choose Any</td>
<td>STNDSTORE 497K13660 Stand with Storage $343 $257</td>
</tr>
<tr>
<td></td>
<td>WCTRAY1 497K13630 550-Sheet Feeder for B405 MFP (can order up to qty 3) $230 $173</td>
</tr>
<tr>
<td></td>
<td>PHTRAY1 497K13620 550-Sheet Feeder for B400 Ptr (can order up to qty 3) $230 $173</td>
</tr>
<tr>
<td></td>
<td>097S04913 Productivity Kit (Includes 16GB SSD) $343 $257</td>
</tr>
<tr>
<td></td>
<td>WIFIVL 497K16750 Wireless Network Adapter $56 $42</td>
</tr>
<tr>
<td></td>
<td>RFIDKIT2 497K18120 RFID Card Reader Kit for B405 MFP $219 $164</td>
</tr>
<tr>
<td></td>
<td>RFIDKIT 497K18380 RFID Card Reader Kit for B400 Ptr $219 $164</td>
</tr>
<tr>
<td></td>
<td>UNICODE 320S00290 Xerox Unicode International Printing Kit $299 $224</td>
</tr>
</tbody>
</table>
# Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox VersaLink B&amp;W A4 (B600 Series)</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>58 PPM Printer</td>
<td>B600DN</td>
<td>100514320</td>
<td>VersaLink B600 Black &amp; White Laser Printer, up to 58 PPM, Letter/Legal, 5&quot; 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 &amp; Mailbox Capable</td>
<td>$1,002</td>
<td>$752</td>
</tr>
<tr>
<td>65 PPM Printer</td>
<td>B610DN</td>
<td>100514322</td>
<td>VersaLink B610 Black &amp; White Laser Printer, up to 65 PPM, Letter/Legal, 5&quot; 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 &amp; Mailbox Capable</td>
<td>$1,320</td>
<td>$990</td>
</tr>
<tr>
<td>58 PPM MFP</td>
<td>B605S</td>
<td>100514331</td>
<td>VersaLink B605 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7&quot; 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</td>
<td>$2,277</td>
<td>$1,708</td>
</tr>
<tr>
<td>58 PPM MFP</td>
<td>B605X</td>
<td>100514333</td>
<td>VersaLink B605 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7&quot; 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, Standard 250 GB HDD, 110V</td>
<td>$2,333</td>
<td>$2,050</td>
</tr>
<tr>
<td>58 PPM MFP</td>
<td>B605SL</td>
<td>100514333</td>
<td>VersaLink B605 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7&quot; 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, Finisher &amp; Mailbox Capable</td>
<td>$2,333</td>
<td>$1,708</td>
</tr>
<tr>
<td>65 PPM MFP</td>
<td>B605XL</td>
<td>100514340</td>
<td>VersaLink B605 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan up to 58 PPM, Letter/Legal, 7&quot; 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, Standard 250 GB HDD, 110V, Finisher &amp; Mailbox Capable</td>
<td>$2,333</td>
<td>$2,050</td>
</tr>
<tr>
<td>65 PPM MFP</td>
<td>B615SL</td>
<td>100514326</td>
<td>VersaLink B615 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan up to 65 PPM, Letter/Legal, 7&quot; 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, Finisher &amp; Mailbox Capable</td>
<td>$3,188</td>
<td>$2,391</td>
</tr>
<tr>
<td>65 PPM MFP</td>
<td>B615XL</td>
<td>100514329</td>
<td>VersaLink B615 Black &amp; White Laser Multi Function Printer, Print, Copy, Scan up to 65 PPM, Letter/Legal, 7&quot; 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, Standard 250 GB HDD, 110V, Finisher &amp; Mailbox Capable</td>
<td>$3,701</td>
<td>$2,776</td>
</tr>
</tbody>
</table>

Maintenance $0.012 per impression
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Accessories</th>
<th>Accessories for Xerox VersaLink B&amp;W A4 (B600 Series)</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>097504994</td>
<td>Stand with Storage on casters (w/ storage) (can add up to 2 add’l trays)</td>
<td>$284</td>
<td>$213</td>
<td></td>
</tr>
<tr>
<td>097504948</td>
<td>High Capacity Feeder on casters, 2,000 Sheets (on casters) (can only add 1 add’l tray)</td>
<td>$739</td>
<td>$554</td>
<td></td>
</tr>
<tr>
<td>097504949</td>
<td>550-Sheet Feeder (can have up to 4 Trays unless Stand or High Cap Feeder are selected)</td>
<td>$342</td>
<td>$257</td>
<td></td>
</tr>
<tr>
<td>097504954</td>
<td>Caster Base for 3 or 4 Trays</td>
<td>$227</td>
<td>$170</td>
<td></td>
</tr>
<tr>
<td>097504952</td>
<td>Finisher (Avail w/ B600 &amp; B610 Ptr &amp; B605SL/XL &amp; B615SL/XL MFP only) May choose only 1 Finisher or Mailbox</td>
<td>$568</td>
<td>$426</td>
<td></td>
</tr>
<tr>
<td>097504953</td>
<td>Mailbox (Avail w/ B600 &amp; B610 Ptr &amp; B605SL/XL &amp; B615SL/XL MFP only) May choose only 1 Finisher or Mailbox</td>
<td>$568</td>
<td>$426</td>
<td></td>
</tr>
<tr>
<td>PRODUCTKT 497K18360</td>
<td>Productivity Kit (Includes 250GB Solid State HDD) Expands onboard capacity for storage for B600DN, B610DN, B605S, B605SL, B615SL</td>
<td>$227</td>
<td>$170</td>
<td></td>
</tr>
<tr>
<td>WIFIVL 497K16750</td>
<td>Wireless Network Adapter</td>
<td>$56</td>
<td>$42</td>
<td></td>
</tr>
<tr>
<td>UNICODE 320S00290</td>
<td>Xerox Unicode International Printing Kit (Requires PRODUCTKT)</td>
<td>$299</td>
<td>$224</td>
<td></td>
</tr>
<tr>
<td>HC-KNO2 320S01058</td>
<td>Healthcare MFP Enablement</td>
<td>$579</td>
<td>$434</td>
<td></td>
</tr>
<tr>
<td>RFIDKIT1 497K18380</td>
<td>RFID Card Reader Kit (includes USB Extender Cable, Snap in Holder, 2 Raceways TWN4 Reader) for “Printers” only</td>
<td>$279</td>
<td>$209</td>
<td></td>
</tr>
<tr>
<td>RFID70 497K18120</td>
<td>RFID Card Reader Kit used (includes label &amp; TWN4 reader) for MFP’s only</td>
<td>$279</td>
<td>$209</td>
<td></td>
</tr>
</tbody>
</table>
### Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox VersaLink B&amp;W A4 (C400 &amp; C405)</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>47 PPM Printer</td>
<td>C400DN</td>
<td>100S14170</td>
<td>VersaLink C400 Color Laser Printer, up to 36 PPM, Letter/Legal, 5&quot; 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</td>
<td>$682</td>
<td>$512</td>
</tr>
<tr>
<td>47 PPM MFP</td>
<td>C405DN</td>
<td>100S14161</td>
<td>VersaLink C405 Color Laser Multi Function Printer, Print, Copy, Scan, Fax, up to 36 PPM, Letter/Legal, 5&quot; 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</td>
<td>$1,031</td>
<td>$773</td>
</tr>
<tr>
<td>B&amp;W Maintenance $.012 per impression</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Color Maintenance $.10 per impression</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accessories</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Optional Accessories for Xerox VersaLink B&amp;W A4 (C400 &amp; C405)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>STNDSTORE</td>
<td>497K13660</td>
<td></td>
<td>Stand with Storage</td>
<td>$343</td>
<td>$257</td>
</tr>
<tr>
<td>097S04400</td>
<td></td>
<td></td>
<td>550-Sheet Feeder for C400 &amp; C405 (Qty 1 allowed)</td>
<td>$345</td>
<td>$259</td>
</tr>
<tr>
<td>097S04914</td>
<td></td>
<td></td>
<td>Productivity Kit (Includes 320GB HDD) Expands onboard capacity for storage</td>
<td>$343</td>
<td>$257</td>
</tr>
<tr>
<td>WIFIVL</td>
<td>497K16750</td>
<td></td>
<td>Wireless Network Adapter</td>
<td>$56</td>
<td>$42</td>
</tr>
<tr>
<td>RFIDKIT2</td>
<td>497K18120</td>
<td></td>
<td>RFID Card Reader Kit for C405 MFP</td>
<td>$219</td>
<td>$164</td>
</tr>
<tr>
<td>RFIDKIT</td>
<td>497K18380</td>
<td></td>
<td>RFID Card Reader Kit for C400 Ptr</td>
<td>$219</td>
<td>$164</td>
</tr>
<tr>
<td>UNICODE</td>
<td>320S00290</td>
<td></td>
<td>Xerox Unicode International Printing Kit</td>
<td>$299</td>
<td>$224</td>
</tr>
</tbody>
</table>

Optional-May Choose Any
## Equipment and Services Schedule

<table>
<thead>
<tr>
<th>Xerox VersaLink Color A4 (C500 &amp; C600 Series)</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>45 PPM Printer</td>
<td>C500DN</td>
<td>100514255</td>
<td>VersaLink C500 Color Laser Printer, up to 45 PPM, Letter/Legal, 5&quot; 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</td>
<td>$876</td>
<td>$657</td>
</tr>
<tr>
<td>55 PPM Printer</td>
<td>C600DN</td>
<td>100514257</td>
<td>VersaLink C600 Color Laser Printer, up to 55 PPM, Letter/Legal, 5&quot; 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</td>
<td>$1,400</td>
<td>$1,050</td>
</tr>
<tr>
<td>45 PPM MFP (No Fax)</td>
<td>C505S</td>
<td>100514259</td>
<td>VersaLink C505 Color Laser Multi Function Printer, Print, Copy up to 45 PPM, Letter/Legal, 7&quot; 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</td>
<td>$2,413</td>
<td>$1,810</td>
</tr>
<tr>
<td>45 PPM MFP</td>
<td>C505X</td>
<td>100514263</td>
<td>VersaLink C505 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 45 PPM, Letter/Legal, 7&quot; 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</td>
<td>$2,835</td>
<td>$2,126</td>
</tr>
<tr>
<td>55 PPM Printer</td>
<td>C605X</td>
<td>100514265</td>
<td>VersaLink C605 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 55 PPM, Letter/Legal, 7&quot; 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</td>
<td>$3,985</td>
<td>$2,989</td>
</tr>
<tr>
<td>55 PPM MFP (Long Neck)</td>
<td>C605XL</td>
<td>100514247</td>
<td>VersaLink C605 Color Laser Multi Function Printer, Print, Copy, Scan, Fax up to 55 PPM, Letter/Legal, 7&quot; 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</td>
<td>$3,985</td>
<td>$2,989</td>
</tr>
</tbody>
</table>

**B&W Maintenance** $.012 per impression  
**Color Maintenance** $.10 per impression
## Accessories Optional Accessories for Xerox VersaLink B&W A4 (C400 & C405)

<table>
<thead>
<tr>
<th>Accessories</th>
<th>Market Code</th>
<th>Part #</th>
<th>Description</th>
<th>List Price</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Xerox VersaLink Color A4 (C500 &amp; C600 Series)</td>
<td></td>
<td>097504994</td>
<td>Stand with Storage on casters (w/ storage) (can add up to 2 add'l trays)</td>
<td>$284</td>
<td>$213</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097504948</td>
<td>High Capacity Feeder, 2,000 Sheets (on casters) (can only add 1 add'l tray)</td>
<td>$739</td>
<td>$554</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097504949</td>
<td>550-Sheet Feeder (can have up to 4 unless Stand or High Cap Feeder are selected)</td>
<td>$342</td>
<td>$257</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097504954</td>
<td>Caster Base for 3 or 4 Trays</td>
<td>$227</td>
<td>$170</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097504952</td>
<td>Finisher (Avail w/ C600 Ptr &amp; C605 MFP only) May choose only 1 Finisher or Mailbox</td>
<td>$568</td>
<td>$426</td>
</tr>
<tr>
<td></td>
<td></td>
<td>097504953</td>
<td>Mailbox (Avail w/ C600Ptr &amp; C605 MFP only) May choose only 1 Finisher or Mailbox</td>
<td>$568</td>
<td>$426</td>
</tr>
<tr>
<td></td>
<td>PRODUCTKT 497K18360</td>
<td></td>
<td>Productivity Kit (Includes 250GB Solid State HDD) Expands onboard capacity for storage for C500DN, C600DN, C505S</td>
<td>$227</td>
<td>$170</td>
</tr>
<tr>
<td></td>
<td>WIFIVL 497K16750</td>
<td></td>
<td>Wireless Network Adapter</td>
<td>$56</td>
<td>$42</td>
</tr>
<tr>
<td></td>
<td>UNICOIDE 320500290</td>
<td></td>
<td>Xerox Unicode International Printing Kit (Requires PRODUCTKT)</td>
<td>$299</td>
<td>$224</td>
</tr>
<tr>
<td></td>
<td>HC-KNO2 320501058</td>
<td></td>
<td>Healthcare MFP Enablement (Not avail on C500DN or C600DN)</td>
<td>$579</td>
<td>$434</td>
</tr>
<tr>
<td></td>
<td>FORNINTR 497K19700</td>
<td></td>
<td>Foreign Interface Device</td>
<td>$379</td>
<td>$284</td>
</tr>
<tr>
<td></td>
<td>RFIDKIT1 497K18380</td>
<td></td>
<td>RFID Card Reader Kit for C500 DN &amp; C600DN (includes USB Extender Cable, Snap in Holder, 2 Raceways TWN4 Reader) for &quot;Printers&quot; only</td>
<td>$279</td>
<td>$209</td>
</tr>
<tr>
<td></td>
<td>RFID70 497K18120</td>
<td></td>
<td>RFID Card Reader Kit for C505X, C505S, C605X, C605XL (includes label &amp; TWN4 reader for MFP's only)</td>
<td>$279</td>
<td>$209</td>
</tr>
</tbody>
</table>
## Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

### Equipment and Services Schedule – Wide Format

#### KIP 70 Series Black & White Systems

**KIP 770**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS770K3</td>
<td>1 Roll Copy, Print and Color Scan System</td>
<td>$13,995</td>
<td>$13,295</td>
</tr>
<tr>
<td>SYS770KRC3</td>
<td>1 Roll Copy, Print and Color Scan System Plus Auto-Feeding Paper Tray</td>
<td>$14,495</td>
<td>$13,770</td>
</tr>
</tbody>
</table>

**Maintenance $ 0.039 per Square Foot**

**KIP 770 PRINTER OPTIONS**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>EQA058</td>
<td>Auto-Feeding Paper Tray - Holds up to 30 sheets</td>
<td>$695</td>
<td>$660</td>
</tr>
<tr>
<td>EQA061</td>
<td>Catch Tray - Set holder for managing high print volumes</td>
<td>$195</td>
<td>$185</td>
</tr>
<tr>
<td>PPEHDKITK</td>
<td>Removable Secure Hard Drive Connection Kit</td>
<td>$290</td>
<td>$276</td>
</tr>
</tbody>
</table>

**APPLICATION / SOFTWARE OPTIONS**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIGPDF-770K</td>
<td>PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 &amp; 3, PDF 1.7, sets printing, collation, multi-page support, image sizing &amp; scaling, recall, viewing, file conversion &amp; unlimited site license</td>
<td>$645</td>
<td>$613</td>
</tr>
<tr>
<td>K1AKC00070</td>
<td>KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role-Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.</td>
<td>$595</td>
<td>$565</td>
</tr>
</tbody>
</table>

#### KIP 7170 (4) Prints per Minute

**KIP 7170 PRINTER OPTIONS**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7171K4</td>
<td>1 Roll Multi-Function System</td>
<td>$16,800</td>
<td>$15,960</td>
</tr>
<tr>
<td>SYS7172K4</td>
<td>2 Roll Multi-Function System</td>
<td>$17,600</td>
<td>$16,720</td>
</tr>
</tbody>
</table>

**Maintenance $ 0.037 per Square Foot**

**KIP 7170 (6) Prints per Minute**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7171K6</td>
<td>1 Roll Multi-Function System</td>
<td>$18,400</td>
<td>$17,480</td>
</tr>
<tr>
<td>SYS7172K6</td>
<td>2 Roll Multi-Function System</td>
<td>$19,200</td>
<td>$18,240</td>
</tr>
</tbody>
</table>

**Maintenance $ 0.035 per Square Foot**

**KIP 7170 TONER**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>EQA070</td>
<td>Rear Print Receiving Tray *May be used in conjunction with top stacking</td>
<td>$695</td>
<td>$660</td>
</tr>
<tr>
<td>EQA071</td>
<td>Original and Print Receiving Tray</td>
<td>$995</td>
<td>$945</td>
</tr>
<tr>
<td>MACH1200S</td>
<td>KIP 1200 Auto Stacker (Includes Print System Connection Kit)</td>
<td>$1,900</td>
<td>$1,805</td>
</tr>
<tr>
<td>PPEHDKITK</td>
<td>Removable Secure Hard Drive Connection Kit</td>
<td>$290</td>
<td>$276</td>
</tr>
</tbody>
</table>

**APPLICATION / SOFTWARE OPTIONS**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIGPDF-7170K</td>
<td>PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 &amp; 3, PDF 1.7, sets printing, collation, multi-page support, image sizing &amp; scaling, recall, viewing, file conversion &amp; unlimited site license</td>
<td>$795</td>
<td>$755</td>
</tr>
<tr>
<td>K1AKC00070</td>
<td>KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role-Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.</td>
<td>$595</td>
<td>$565</td>
</tr>
</tbody>
</table>
### Equipment and Services Schedule – Wide Format

#### KIP 75 Series (8) Prints per Minute

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7572KP8</td>
<td>2 Roll Print System with top stack printing</td>
<td>$20,250</td>
<td>$19,238</td>
</tr>
<tr>
<td>SYS7574KP8</td>
<td>4 Roll Print System with top stack printing</td>
<td>$22,250</td>
<td>$21,138</td>
</tr>
</tbody>
</table>

#### Maintenance $ 0.032 per Square Foot

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

#### KIP 75 Series (10) Prints per Minute

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7572KP10</td>
<td>2 Roll Print System with top stack printing</td>
<td>$22,250</td>
<td>$21,138</td>
</tr>
<tr>
<td>SYS7574KP10</td>
<td>4 Roll Print System with top stack printing</td>
<td>$24,250</td>
<td>$23,038</td>
</tr>
</tbody>
</table>

#### Maintenance $ 0.032 per Square Foot

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

#### KIP 75 Series Toner

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP 75 Series - 2 x 600 gm Cartridges</td>
<td>$290</td>
<td>$276</td>
</tr>
</tbody>
</table>

#### KIP 75 Series Printer Options

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP 1200 Auto Stacker (Includes Print System Connection Kit)</td>
<td>$1,900</td>
<td>$1,805</td>
</tr>
<tr>
<td>Automatic Voltage Regulator</td>
<td>$925</td>
<td>$879</td>
</tr>
<tr>
<td>Removable Secure Hard Drive Connection Kit</td>
<td>$290</td>
<td>$276</td>
</tr>
</tbody>
</table>

#### Application / Software Options

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.</td>
<td>$1,025</td>
<td>$974</td>
</tr>
</tbody>
</table>

#### KIP 7570 Print System - Scan to File Field Upgrade

When upgrading a KIP 7570 Print System with a KIP 720 or KIP 2300 Scan System please note that he scanner cannot be placed on top of the KIP 7570 printer.

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP 720 CIS Scan System includes System K - Color Scan to File Software</td>
<td>$9,995</td>
<td>$9,495</td>
</tr>
<tr>
<td>KIP 2300 Scan System includes System K - Color Scan to File Software</td>
<td>$14,148</td>
<td>$13,148</td>
</tr>
<tr>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

### KIP 7560 MFP System

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7582KP8</td>
<td>2 Roll MFP System with CIS Scanner and top stack printing</td>
<td>$24,000</td>
<td>$22,800</td>
</tr>
<tr>
<td>SYS7584KP8</td>
<td>4 Roll MFP System with CIS Scanner and top stack printing</td>
<td>$26,000</td>
<td>$24,700</td>
</tr>
<tr>
<td>Z298080030</td>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

### KIP 7580 MFP System

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7582K8</td>
<td>2 Roll MFP System with CIS Scanner and top stack printing</td>
<td>$26,000</td>
<td>$24,700</td>
</tr>
<tr>
<td>SYS7584K8</td>
<td>4 Roll MFP System with CIS Scanner and top stack printing</td>
<td>$28,000</td>
<td>$26,600</td>
</tr>
</tbody>
</table>

### KIP 7590 MFP Production System

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7592K8</td>
<td>2 Roll Production System with CIS Scanner and top stack printing (Dual Footprint)</td>
<td>$33,000</td>
<td>$31,350</td>
</tr>
<tr>
<td>SYS7594K8</td>
<td>4 Roll Production System with CIS Scanner and top stack printing (Dual Footprint)</td>
<td>$35,000</td>
<td>$33,250</td>
</tr>
<tr>
<td>Z298080030</td>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

### Maintenance $ 0.03 per Square Foot

#### KIP 75 Series (10) Prints per Minute

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP 720 CIS Scan System includes System K - Color Scan to File Software</td>
<td>$9,995</td>
<td>$9,495</td>
</tr>
<tr>
<td>KIP 2300 Scan System includes System K - Color Scan to File Software</td>
<td>$14,148</td>
<td>$13,148</td>
</tr>
<tr>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

#### Application / Software Options

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 &amp; 3, PDF 1.7, sets printing, collation, multi-page support, image sizing &amp; scaling, recall, viewing, file conversion &amp; unlimited site license</td>
<td>$1,025</td>
<td>$974</td>
</tr>
<tr>
<td>KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.</td>
<td>$595</td>
<td>$565</td>
</tr>
</tbody>
</table>

#### KIP 7570 Print System - Scan to File Field Upgrade

When upgrading a KIP 7570 Print System with a KIP 720 or KIP 2300 Scan System please note that he scanner cannot be placed on top of the KIP 7570 printer.

<table>
<thead>
<tr>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>KIP 720 CIS Scan System includes System K - Color Scan to File Software</td>
<td>$9,995</td>
<td>$9,495</td>
</tr>
<tr>
<td>KIP 2300 Scan System includes System K - Color Scan to File Software</td>
<td>$14,148</td>
<td>$13,148</td>
</tr>
<tr>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule – Wide Format

### KIP 79 Series

#### KIP 7970 PRINT SYSTEM

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7972KP14</td>
<td>2 Roll Network Print System with integrated top stacking print tray</td>
<td>$26,000</td>
<td>$24,700</td>
</tr>
<tr>
<td>SYS7974KP14</td>
<td>4 Roll Network Print System with integrated top stacking print tray</td>
<td>$29,000</td>
<td>$27,350</td>
</tr>
</tbody>
</table>

#### KIP 7980 MFP SYSTEM

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7982K14</td>
<td>2 Roll MFP System with CIS Scanner and integrated top stacking print tray</td>
<td>$30,000</td>
<td>$28,500</td>
</tr>
<tr>
<td>SYS7984K14</td>
<td>4 Roll MFP System with CIS Scanner and integrated top stacking print tray</td>
<td>$33,000</td>
<td>$31,350</td>
</tr>
</tbody>
</table>

#### KIP 7990 MFP PRODUCTION SYSTEM

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS7992K14</td>
<td>2 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)</td>
<td>$39,000</td>
<td>$37,050</td>
</tr>
<tr>
<td>SYS7994K14</td>
<td>4 Roll Production System with CCD Scanner and integrated top stacking print tray (Dual Footprint)</td>
<td>$42,000</td>
<td>$39,900</td>
</tr>
</tbody>
</table>

* 7990 with Folder (KIPFO2879) requires a dual footprint configuration. Please order KIP Scanner Stand item # Z298080030.

### Maintenance $ 0.03 per Square Foot

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Z37070050</td>
<td>KIP 79 Series - 4 x 700 gm cartridges</td>
<td>$545</td>
<td>$518</td>
</tr>
</tbody>
</table>

### KIP 79 SERIES PRINTER OPTIONS

#### APPLICATION / SOFTWARE OPTIONS

- **DIGPDF-7970K**
  - PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 & 3, PDF 1.7, sets printing, collation, multi-page support, image sizing & scaling, recall, viewing, file conversion & unlimited site license
  - MSRP: $1,745
  - ACCS Price: $1,658

- **K1AKC00070**
  - KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.
  - MSRP: $595
  - ACCS Price: $565

#### KIP 720 CIS SCAN SYSTEM for conversion from KIP 7970 Print System to KIP 7980 MFP System (Field Installed)

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS720K</td>
<td>KIP 720 CIS Scanner includes System K - Color Scan to File Software</td>
<td>$9,995</td>
<td>$9,495</td>
</tr>
<tr>
<td>EQAC054</td>
<td>KIP 720 Scanner Rear Exit Original Stacking Tray</td>
<td>$148</td>
<td>$141</td>
</tr>
<tr>
<td>Z2898008030</td>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

#### KIP 2300 CCD SCAN SYSTEM for conversion from KIP 7970 Print System to KIP 7990 MFP System (Field Installed)

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS2300K</td>
<td>KIP 2300 Scanner includes System K - Color Scan to File Software</td>
<td>$15,995</td>
<td>$15,195</td>
</tr>
<tr>
<td>Z2898008030</td>
<td>KIP Scanner Stand includes an integrated PC storage compartment with Monitor and Keyboard</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Equipment and Services Schedule – Wide Format

**KIP 800 Color Systems**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS850K</td>
<td>2 Roll Color Print System with Top Stacking</td>
<td>$28,000</td>
<td>$26,600</td>
</tr>
<tr>
<td>SYS860K</td>
<td>2 Roll Multi-function Color Print System with Top Stacking</td>
<td>$31,000</td>
<td>$29,450</td>
</tr>
<tr>
<td>SYS870K</td>
<td>4 Roll Network Color Print System with Top Stacking</td>
<td>$31,000</td>
<td>$29,450</td>
</tr>
<tr>
<td>SYS880K</td>
<td>4 Roll Network Color Print System with Top Stacking, 720 CIS Scanner &amp; Scanner Stand</td>
<td>$36,000</td>
<td>$34,200</td>
</tr>
<tr>
<td>SYS890K</td>
<td>4 Roll Color Production System with Top Stacking, 2300 CCD Scanner &amp; Scanner Stand</td>
<td>$42,000</td>
<td>$39,900</td>
</tr>
</tbody>
</table>

Maintenance $ 0.05 per Square Foot B&W
Maintenance $ 0.15 per Square Foot Color

**KIP 800 Series Toner, Software & Accessories**

**KIP 800 Toner**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Z350970095N</td>
<td>Start-Up Toner For Installation - 1 x 1,000 gram cartridges each C,M,Y,K, Waste Toner Receptacle *Required with purchase order</td>
<td>$615</td>
<td>$584</td>
</tr>
<tr>
<td>Z350970070N</td>
<td>KIP 800 Series - Cyan Toner - 2 x 1,000 gram cartridges</td>
<td>$295</td>
<td>$280</td>
</tr>
<tr>
<td>Z350970080N</td>
<td>KIP 800 Series - Magenta Toner - 2 x 1,000 gram cartridges</td>
<td>$295</td>
<td>$280</td>
</tr>
<tr>
<td>Z350970090N</td>
<td>KIP 800 Series - Yellow Toner - 2 x 1,000 gram cartridges</td>
<td>$295</td>
<td>$280</td>
</tr>
<tr>
<td>Z350970060N</td>
<td>KIP 800 Series - Black Toner - 2 x 1,000 gram cartridges</td>
<td>$295</td>
<td>$280</td>
</tr>
<tr>
<td>Z358080040</td>
<td>KIP 800 Series - Waste Toner Receptacle - 4 Waste Toner Receptacles</td>
<td>$70</td>
<td>$67</td>
</tr>
</tbody>
</table>

**KIP 800 Printer Options**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mach800S</td>
<td>KIP 800 Auto Stacker</td>
<td>$1,675</td>
<td>$1,591</td>
</tr>
<tr>
<td>PPEHDKITK</td>
<td>Removable Secure Hard Drive Connection Kit</td>
<td>$290</td>
<td>$276</td>
</tr>
</tbody>
</table>

**Application / Software Options**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product Description</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIGPDF-800K</td>
<td>PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 &amp; 3, PDF 1.7, sets printing, collation, multi page support, image sizing &amp; scaling, recall, viewing, file conversion &amp; unlimited site license.</td>
<td>$800</td>
<td>$760</td>
</tr>
<tr>
<td>K1AKC00070</td>
<td>KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.</td>
<td>$595</td>
<td>$565</td>
</tr>
</tbody>
</table>
## Equipment and Services Schedule – Wide Format

### KIP 900 Systems

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS970K</td>
<td>4 Roll High Demand Color Print System *Plus KIP 900 Stacker</td>
<td>$43,900</td>
<td>$41,705</td>
</tr>
<tr>
<td>SYS980K</td>
<td>4 Roll Network Color High Demand Print System with 720 CIS Scanner &amp; Scanner Stand *Plus KIP 900 Stacker</td>
<td>$46,900</td>
<td>$44,555</td>
</tr>
<tr>
<td>SYS990K</td>
<td>4 Roll High Demand Color Production System with 2300 CCD Scanner &amp; Scanner Stand *Plus KIP 900 Stacker</td>
<td>$54,900</td>
<td>$52,155</td>
</tr>
</tbody>
</table>

Maintenance $ 0.045 per Square Foot B&W  
Maintenance $ 0.129 per Square Foot Color

### KIP 900 Series Toner, Software & Accessories

#### KIP 900 Toner for Installation

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Z400970015</td>
<td>Start-Up Toner For Installation - 1 x 1,500 gram cartridges each C,M,Y,K, Waste Toner Receptacle *Required with purchase order</td>
<td>$820</td>
<td>$779</td>
</tr>
<tr>
<td>Z400970020</td>
<td>KIP 900 Series - Cyan Toner - 2 x 1,500 gram cartridges</td>
<td>$425</td>
<td>$404</td>
</tr>
<tr>
<td>Z400970030</td>
<td>KIP 900 Series - Magenta Toner - 2 x 1,500 gram cartridges</td>
<td>$425</td>
<td>$404</td>
</tr>
<tr>
<td>Z400970040</td>
<td>KIP 900 Series - Yellow Toner - 2 x 1,500 gram cartridges</td>
<td>$425</td>
<td>$404</td>
</tr>
<tr>
<td>Z400970010</td>
<td>KIP 900 Series - Black Toner - 2 x 1,500 gram cartridges</td>
<td>$365</td>
<td>$347</td>
</tr>
<tr>
<td>Z358080040</td>
<td>KIP 900 Series - Waste Toner Receptacle - 4 Waste Toner Receptacles</td>
<td>$70</td>
<td>$67</td>
</tr>
</tbody>
</table>

#### KIP 900 Printer Options

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>PPEHDKITK</td>
<td>Removable Secure Hard Drive Connection Kit</td>
<td>$290</td>
<td>$276</td>
</tr>
</tbody>
</table>

#### Application / Software Options

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIGPDF-900K</td>
<td>PDF Format Printing Keycode - Includes support for Postscript levels 1, 2 &amp; 3 , PDF 1.7, sets printing, collation, multi page support, image sizing &amp; scaling, recall, viewing, file conversion &amp; unlimited site license.</td>
<td>$885</td>
<td>$841</td>
</tr>
<tr>
<td>K1AKC00070</td>
<td>KIP Accounting and Cost Center - The KIP Accounting Center consolidates control of user data and printing rules for all Copy, Print and Scan activities. KIP Accounting includes (RBAC) Role Based Access Control for a smarter way to apply rules for specific user accessibility assigned by the system administrator. The KIP Cost Center application retrieves extensive log files directly from KIP Systems and automatically generates production reports for user, project and department level accounting data.</td>
<td>$595</td>
<td>$565</td>
</tr>
</tbody>
</table>
# Equipment and Services Schedule – Wide Format

## KIP FOLDING SYSTEMS
**KIPFOLD 1000**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>MACHFOLD100071</td>
<td>KIPFold 1000 for KIP 7170 System</td>
<td>$14,995</td>
<td>$14,245</td>
</tr>
<tr>
<td>MACHFOLD100075</td>
<td>KIPFold 1000 for KIP 75 Series Systems</td>
<td>$14,995</td>
<td>$14,245</td>
</tr>
<tr>
<td>MACHFOLD100080</td>
<td>KIPFold 1000 for KIP 800 Series Systems</td>
<td>$14,995</td>
<td>$14,245</td>
</tr>
</tbody>
</table>

*Not compatible with KIP 900 Series Print Systems*

## KIPFOLD 2800

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>MACHF02871</td>
<td>KIPFold 2800 for KIP 7170 System</td>
<td>$29,800</td>
<td>$28,310</td>
</tr>
<tr>
<td>MACHF02875</td>
<td>KIPFold 2800 for KIP 75 Series Systems</td>
<td>$29,800</td>
<td>$28,310</td>
</tr>
<tr>
<td>MACHF02879</td>
<td>KIPFold 2800 for KIP 79 Series Systems</td>
<td>$29,800</td>
<td>$28,310</td>
</tr>
<tr>
<td>MACHF02880</td>
<td>KIPFold 2800 for KIP 800 Color Series Print Systems</td>
<td>$29,800</td>
<td>$28,310</td>
</tr>
<tr>
<td>MACHF02890</td>
<td>KIPFold 2800 for KIP 900 Color Series Systems</td>
<td>$29,800</td>
<td>$28,310</td>
</tr>
</tbody>
</table>

## KIPFOLD 2800 OPTIONS

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>300KA215</td>
<td>KIPFold 2800 Option: Extended Length Fan Fold for document lengths in excess of 17 feet via</td>
<td>$3,995</td>
<td>$3,795</td>
</tr>
</tbody>
</table>

## KIP SCANNING SYSTEMS
**KIP 2300**

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS2300IP</td>
<td>KIP 2300 CCD Scanner includes System K Image Pro software for color and b&amp;w scan to file. Connect directly to System K 2.0 Printer or via network for Copy and Print functionality.</td>
<td>$15,995</td>
<td>$15,195</td>
</tr>
</tbody>
</table>

## KIP 2300 SCANNER OPTIONS

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>22980800030</td>
<td>KIP Scanner Stand includes an integrated PC storage compartment with Monitor and Keyboard</td>
<td>$995</td>
<td>$945</td>
</tr>
</tbody>
</table>

## KIP 720

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYS720IP</td>
<td>KIP 720 CIS Scanner includes System K Image Pro software for color and b&amp;w scan to file. Connect directly to System K 2.0 Printer or via network for Copy and Print functionality.</td>
<td>$9,995</td>
<td>$9,495</td>
</tr>
</tbody>
</table>

## KIP 720 SCANNER OPTIONS

<table>
<thead>
<tr>
<th>Item Number</th>
<th>Product</th>
<th>MSRP</th>
<th>ACCS Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>22980800030</td>
<td>KIP Scanner Stand includes integrated PC storage compartment with Monitor and Keyboard attachment.</td>
<td>$995</td>
<td>$945</td>
</tr>
<tr>
<td>EQC054</td>
<td>KIP 720 Scanner Rear Original Stacking Tray</td>
<td>$148</td>
<td>$141</td>
</tr>
</tbody>
</table>
### Equipment and Services Schedule – Software

<table>
<thead>
<tr>
<th>Category</th>
<th>Product Name</th>
<th>ACCS advantage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Authentication and Accounting</td>
<td>PaperCut</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>Authentication and Accounting</td>
<td>Xerox Workplace Suite</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>MiddleWare</td>
<td>Nuance AutoStore</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>Electronic Document Management</td>
<td>DocuWare</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>Electronic Document Management</td>
<td>DocuShare 7 &amp; DocuShare Flex</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>Fax Servers/Secure Delivery</td>
<td>Xmedius</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>Optical Mark Recognition</td>
<td>Gravic Remark</td>
<td>5% off Retail for software and licensing components</td>
</tr>
<tr>
<td>Desktop Image Editing</td>
<td>Nuance E-Copy Professional</td>
<td>5% off Retail for software and licensing components</td>
</tr>
</tbody>
</table>

### Computer/IT Hardware and Services

Berney Office Solutions carries PCs, Servers, and Infrastructure gear from 100s of manufacturers. The list below is not inclusive, and all hardware/licensing components are offered on the ACCS contract at the same discount levels (Minimum 5% off manufacturer’s published retail price)

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Minimum Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allworx</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Barracuda</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Cisco</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Dell</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Hewlett Packard, Inc.</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Hewlett Packard, Enterprise</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Lenovo</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>SonicWall</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Ubiquiti</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Viewsonic</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Watchguard</td>
<td>5% off Hardware and Licensing</td>
</tr>
<tr>
<td>Others</td>
<td>5% off Hardware and Licensing</td>
</tr>
</tbody>
</table>
Unless otherwise specified, White Glove services are per unit

<table>
<thead>
<tr>
<th>Service</th>
<th>ACCS Advantage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Xerox Managed IT Services</td>
<td>Free network assessment and Minimum 5% off retail price (varies by environment - contact us for quote)</td>
</tr>
<tr>
<td><strong>White glove bulk purchase services (20 or more)</strong></td>
<td></td>
</tr>
<tr>
<td>Asset Tag Each Unit (Master spreadsheet provided to client)</td>
<td>$3.50 ($4.00 MSRP)</td>
</tr>
<tr>
<td>Power cycle and Charge up to 50% battery</td>
<td>$0.90 ($1.00 MSRP)</td>
</tr>
<tr>
<td>Image PC (client supplied image)</td>
<td>$31.50 ($35.00 MSRP)</td>
</tr>
<tr>
<td>Ship to service address</td>
<td>$5.00</td>
</tr>
<tr>
<td>Join Chromebook to G-Suite and register</td>
<td>$1.80 ($2.00 MSRP)</td>
</tr>
<tr>
<td>Install memory (up to two modules)</td>
<td>$18.00 ($20.00 MSRP)</td>
</tr>
<tr>
<td>Install hard drive</td>
<td>$18.00 ($20.00 MSRP)</td>
</tr>
<tr>
<td>Installation Services: 1 on 1 (phone support only)</td>
<td>$118.75 ($125.00)</td>
</tr>
<tr>
<td><strong>Installation Services: (Onsite)</strong></td>
<td>10% off retail price (varies by address - contact us for quote)</td>
</tr>
<tr>
<td>24x7 End User Phone Support/Help Desk</td>
<td>$225.00 per year ($250.00 MSRP)</td>
</tr>
<tr>
<td>12x5 M-F End user Phone Support/Help Desk</td>
<td>$205.20 per year ($228.00 MSRP)</td>
</tr>
<tr>
<td>8x5 M-F End User Phone Support / Help Desk</td>
<td>$184.00 per year ($204.00 MSRP)</td>
</tr>
<tr>
<td>Other custom services</td>
<td>(10% off retail price (contact us for quote)</td>
</tr>
</tbody>
</table>
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Professional Support Services and Solutions

Electronic Document Management (EDM) – EDM products provide electronic storage and retrieval of documents and custom document workflows

- DocuShare Flex
  - Xerox® DocuShare® Flex is a cloud-based platform to help you easily control critical business content, and automate document workflows.
- DocuShare 7
  - Xerox DocuShare 7 is enterprise content management (ECM) designed with usability, flexibility and convenience in mind. It helps knowledge workers be more efficient every day by focusing on the intersection of people, paper and processes – the lifeblood of today’s work environment.

Optical Mark Recognition (OMR) - Allows creation of custom Optical information gathering sheets to be scanned and evaluated from an MFP

- Remark OMR
  - Whether you need to collect data from paper OMR (“fill in the bubble”) forms or web forms, Gravic’s Remark software helps you complete your job faster, with less effort, and at a lower cost.

Fax Servers – Provides electronic server-based fax infrastructure. Allows a centralized point of management for fax traffic in and out of the organization. Provides direct fax services for back-end applications such as CRM, HIS, EMR, etc. Also allows for easy auditing and archiving of fax activities.

- Xmedius Fax Servers
  - Provide a stable, controlled fax infrastructure that can be scaled from small branch locations to Enterprise deployments. Web-based fax clients and seamless MFP integration help to provide an efficient managed environment where security and accessibility are perfectly balanced.

Document Middleware

- Kofax AutoStore
  - An award-winning solution that orchestrates the capture and secure delivery of paper, electronic documents, and data into business applications from a wide range of capture points. Allows user interaction at scan time to customize document workflow based on user-provided input and external data lookups. Provides unparalleled document workflow flexibility.

Desktop Publishing

- ECOPY PDF Pro Office - Allows users to create PDF documents from MFP scanners, or from any desktop application that can utilize a print driver. Powerful OCR capabilities convert complex...
.layouts with tables and graphics with faithful reproduction. Combines files and allows the ability to remove and replace pages with drag-and-drop ease.

**Authentication and Cost Accounting**
- **PaperCut**
  - PaperCut provides simple and affordable print management software for Windows, Mac, Linux, Novell, and mobile platforms. PaperCut software helps keep track of all print accounting and print quotas for businesses or educational facilities. MFP and printer-based authentication allows faculty and students to release print jobs at any compatible device in the network environment.
  - PaperCut Mobility Print simplifies the printing process for bring your own devices (BYOD) and other end-user managed devices, such as smartphones, tablets, laptops or Chromebooks.
- **Xerox Workplace Suite**
  - On-premise, server-based print management and mobile access for your printer fleet, with benchmark security, convenience and usage insights you need to unleash productivity and reduce costs.

**Variable Data/Production Workflow**
- **XMPie**
  - XMPie transforms ordinary print shops into state-of-the art production powerhouses.
    - Variable Data - create relevant and engaging personalized print that motivates recipients to respond.
    - Web-To-Print - A high-demand, high-return offering that makes it easy for customers to keep coming back.
    - Campaign Automation - Nurture leads and automate communications through triggers based on scheduling, profile data or recipient behavior.

**Xerox IT Services**
- PCs, Servers and Network infrastructure gear
- Hosted and premise-based phone systems
- Network management, monitoring, and help desk support
- Project-based custom deployments and upgrades
Managed Print Services

What is "managed print services" (MPS)? The managed print services definition is broad, but the end result is simple: gaining visibility and control of your printing, which helps you save money and boost productivity. Managed print also helps you improve environmental sustainability and document security. By "printing," we mean the total cost of managing and optimizing your printers, their output, and the people and processes that support these devices.

This includes:

- Pages produced by office workers, mobile workers and production print operations
- Office desktop printers, multifunction printers, scanners, fax machines and high-volume printers
- Materials sent out for quick printing, offset printing, mailing and distribution
- IT help desk support, technical service, maintenance, and add, move and change requests
- Paper, ink, toner and other supplies and consumables

Add up the costs of "printing" and it accounts for as much as 15% of a business’s annual spending. Through managed print services, you can outsource print management and cut costs by as much as 30%.

Included in our Managed Print Services program: “Only Excludes Paper”

- Toner
- Maintenance Kits
- Feed Tires Rollers
- Pick Fingers
- Transfer Belts
- Swing Arm Assembly
- Controller Boards
- LCD Screens

Pricing: 30% Savings off MSRP  *** See Price Level Guarantee***

<table>
<thead>
<tr>
<th>Cost per Page Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black and White Click Rate:</td>
</tr>
<tr>
<td>Color Click Rate:</td>
</tr>
<tr>
<td>MICR Click Rate:</td>
</tr>
<tr>
<td>$0.017</td>
</tr>
<tr>
<td>$0.17</td>
</tr>
<tr>
<td>$0.035</td>
</tr>
</tbody>
</table>

We reserve the right to reduce pricing, based on laser printer fleet size, configuration and volumes.

Berney can offer optional flat rate pricing (for non-networked printers) not to exceed rates below:

B&W laser printers - $ 25.00 per printer per month
Color laser printers - $ 50.00 per printer per month

We support all brands of the major manufacturers of laser printers, including, but not limited to: HP • Lexmark • Dell • Brother • Kyocera • IBM • Xerox • Zebra • Talley • Oki • Konica Minolta
When you buy toner, what are you really getting for the money?

<table>
<thead>
<tr>
<th>Berney Office Solutions MPS</th>
<th>Toner Purchase</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Toner included</td>
<td>Toner Only</td>
</tr>
<tr>
<td>2) Automatic supply fulfillment</td>
<td></td>
</tr>
<tr>
<td>3) Maintenance Kits, Feed tires, rollers, pick fingers, transfer belts, controller boards, LCD screens, trays, rollers and all other parts</td>
<td></td>
</tr>
<tr>
<td>4) Free up IT resources to focus on more mission critical task</td>
<td></td>
</tr>
<tr>
<td>5) Visibility into your print fleet</td>
<td></td>
</tr>
<tr>
<td>6) Four hour average response time for service</td>
<td></td>
</tr>
<tr>
<td>7) Over 23,000 printers under contract through Berney Office Solutions</td>
<td></td>
</tr>
<tr>
<td>8) Zebra printer maintenance plans available as well</td>
<td></td>
</tr>
<tr>
<td>9) One source, one vendor, complete solution</td>
<td></td>
</tr>
<tr>
<td>10) Billing broken down by location for easy accounting</td>
<td></td>
</tr>
<tr>
<td>11) Ability to create a line item in your organization or department</td>
<td></td>
</tr>
<tr>
<td>12) Electronic monitoring with the Berney 360app for proactive service and support</td>
<td></td>
</tr>
<tr>
<td>13) Quarterly meetings to review service metrics, usage &amp; utilization</td>
<td></td>
</tr>
<tr>
<td>14) One invoice</td>
<td></td>
</tr>
</tbody>
</table>

**OR:** Keep buying toner as is and have IT fix printers, which typically can take up to 40-50% of their time
The Snapshot - Berney specializes in helping customers lower their document expenses and leverage value from their processes and offering the unique solution: “Device Independent Printing.” Our Snapshot is a financial and technical discovery designed to help executive level management understand the issues their companies face in document management and processing. The goal is to make sure we understand all the necessary details about your critical information, financial initiatives, and guidelines before offering you a solution—so that the solution can be as comprehensive and customized as possible.

Evaluate - Snapshot evaluates your method of managing printing, copying, faxing, scanning, and document storage to determine the true cost of these systems. Berney collaborates with all departments to analyze your current method of document production from financial and operational perspectives. Demonstrate - The executive summary produced by the Snapshot helps your organization evaluate the financial and operational impacts of your current methods of document processing—what technology you have, what you are doing with it, and what it is costing.

Recommend - Once the Snapshot is complete, Berney makes recommendations to enhance performance efficiency and cost savings— or implement a device independent printing solution to achieve efficiency while reducing cost and increasing your return on investment. The net result of this process is the presentation of our findings which includes practical recommendations backed up by realistic implementation plans and a positive return on investment.
26 Reasons You Need an MPS Assessment

**Cost-Based Drivers**

1. Escalating costs of existing print infrastructure
2. Pressure to reduce business costs in general
3. Increase spend predictability
4. Cost reduction mandates to reduce print spend specifically
5. Balancing operating expense versus capital spend
6. Identifying hidden costs of equipment, archiving and business processes
7. Pressure to improve revenue and margins

**Governance Issues**

8. Lack of understanding of existing print infrastructure
9. No ability to track and measure print environment
10. Managing large population of unconnected output devices
11. Managing multi-vendor environment with multiple supplier contracts
12. High concentration of desktop devices
13. Current Managed Print Services contract ending in 12-18 months
14. Struggling to meet sustainability goals

**Location-Based Challenges**

15. Integrating systems due to mergers, acquisitions or consolidation
16. Newly merged organizations seeking efficiency and savings
17. Distributed offices and multiple locations
18. Autonomous departments making their own buying decisions
19. Growing mobile workforce or widely distributed workers

**Strategy, Process and Market Considerations**

20. More efficiency in paper-intensive business processes
21. Customer needs that are creating new document or workflow requirements
22. Little understanding of how printed documents get used
23. Print infrastructure not aligned to business needs
24. Growing mobile workforce or widely distributed workers
25. Highly regulated, document-intensive industry such as financial services and healthcare
26. High degree of security and compliance requirements
TOP 10 BENEFITS

1. SAVE 10 - 40%
2. AUTOMATED COST VISIBILITY
3. EXPENSE CONTROL & CONTAINMENT
4. VENDOR CONSOLIDATION
5. LESS INVOICES

- Document Output Savings
- Expense Containment
- One Supplier

COST OF PAYING AN INVOICE RANGES FROM $50 - $150
Certificate Of Partnership

Effective from: June 18, 2018

BERNEY OFFICE SOLUTIONS, LLC
UNITED STATES

Is an HP Partner First member and has the following designations:

Silver
Partner First Silver Imaging and Printing Partner

Gary Simms
Vice President
Partner Development & Programs
Americas Commercial Channel
HP Inc.
Xerox Awards

Buyers Lab

Pick Award

BLI

2019 PICK

Xerox Workplace Suite

Outstanding Job Management & Mobile Print Solution

Gerry Stoia
CEO

2019

Date

THE LEADING INDEPENDENT GLOBAL DOCUMENT IMAGING PRODUCT TEST LAB

KEYPOINT INTELLIGENCE • NORTH AMERICA • EUROPE • ASIA • KEYPOINTINTELLIGENCE.COM

©2019 Keypoint Intelligence. Reproduced with the written permission of Keypoint Intelligence.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

Buyers Lab
Line of the Year

2019 BLI
BUYERS LAB
LINE OF THE YEAR

Xerox Corporation
2019 Document Imaging Software Line of the Year

Gerry Stoia
CEO

Date

THE LEADING INDEPENDENT GLOBAL DOCUMENT IMAGING PRODUCT TEST LAB
KEYPOINT INTELLIGENCE • NORTH AMERICA • EUROPE • ASIA • KEYPOINTINTELLIGENCE.COM
©2019 Keypoint Intelligence. Reproduced with the written permission of Keypoint Intelligence.
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services
Certificate of Insurance

In accordance with the requirements for insurance in this RFB, please see Certificate of Insurance below:

<table>
<thead>
<tr>
<th>COVERAGE</th>
<th>CERTIFICATE NUMBER: W9502987</th>
<th>REVISION NUMBER:</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMMERCIAL GENERAL LIABILITY CLAIMS-MADE</td>
<td>071200405</td>
<td>01/01/2019</td>
</tr>
<tr>
<td>()</td>
<td>01/01/2020</td>
<td></td>
</tr>
<tr>
<td>AUTO WORKER'S LIABILITY</td>
<td>82537975A</td>
<td>01/01/2019</td>
</tr>
<tr>
<td>()</td>
<td>01/01/2020</td>
<td></td>
</tr>
<tr>
<td>UMBRELLA LIABILITY (EXCESS UMB) CLAIMS-MADE</td>
<td>12183747-19</td>
<td>01/01/2019</td>
</tr>
<tr>
<td>()</td>
<td>01/01/2020</td>
<td></td>
</tr>
<tr>
<td>WORKER'S COMPENSATION AND EMPLOYERS' LIABILITY (EXCLUDING EXECUTIVE OFFICER)</td>
<td>N/A</td>
<td>01/01/2019</td>
</tr>
<tr>
<td>()</td>
<td>01/01/2020</td>
<td></td>
</tr>
<tr>
<td>EMPLOYERS' LIABILITY PER STATUTE</td>
<td>N/A</td>
<td>01/01/2019</td>
</tr>
<tr>
<td>()</td>
<td>01/01/2020</td>
<td></td>
</tr>
</tbody>
</table>

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES (ACORD 10), Additional Insured Schedule, may be attached if space is required.

SEE ATTACHED

CERTIFICATE HOLDER

Alabama Community College System / ACCS
135 South Union Street
Montgomery, AL 36104-4345

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

ACORD 25 (2016/03)

The ACORD name and logo are registered marks of ACORD

ID: 17269816
BATCH: 1000324
ISO 9001 Certification

In accordance with the requirements in this RFB, please see ISO Certificate below:
State of Alabama
Disclosure Statement
Required by Article 3B of Title 41, Code of Alabama 1975

ENTITY COMPLETING FORM
Berney Office Solutions

ADDRESS
10690 John Knight Close
Montgomery, AL 36117

TELEPHONE NUMBER
334-271-4750

STATE AGENCY/DEPARTMENT THAT WILL RECEIVE GOODS SERVICES OR IS RESPONSIBLE FOR GRANT AWARD
Alabama Community College System | Alabama Dept. of Postsecondary Education

ADDRESS
PO Box 302130
Montgomery, AL 36117

TELEPHONE NUMBER
334-293-4546

This form is provided with:
☐ Contract  ☐ Proposal  ☑ Request for Proposal  ☐ Invitation to Bid ☐ Grant Proposal

Have you or any of your partners, divisions, or any related business units previously performed work or provided goods to any State Agency/Department in the current or last fiscal year?
☑ Yes  ☐ No
If yes, identify below the State Agency/Department that received the goods or services, the type(s) of goods or services previously provided, and the amount received for the provision of such goods or services.

STATE AGENCY/DEPARTMENT
Multiple Agencies and Departments

TYPE OF GOODS/SERVICES
Office Products, Solutions and Service

AMOUNT RECEIVED
In excess of $1,000,000

Have you or any of your partners, divisions, or any related business units previously applied and received any grants from any State Agency/Department in the current or last fiscal year?
☐ Yes  ☑ No
If yes, identify the State Agency/Department that awarded the grant, the date such grant was awarded, and the amount of the grant.

STATE AGENCY/DEPARTMENT
N/A (Not Applicable)

DATE GRANT AWARDED

AMOUNT OF GRANT

1. List below the name(s) and address(es) of all public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

NAME OF PUBLIC OFFICIAL/EMPLOYEE
N/A (Not Applicable)

ADDRESS

STATE DEPARTMENT/AGENCY

Page 1 of 2
2. List below the name(s) and address(es) of all family members of public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the public officials/public employees and State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary)

<table>
<thead>
<tr>
<th>NAME OF FAMILY MEMBER</th>
<th>ADDRESS</th>
<th>NAME OF PUBLIC OFFICIAL/PUBLIC EMPLOYEE</th>
<th>STATE DEPARTMENT/AGENCY WHERE EMPLOYED</th>
</tr>
</thead>
<tbody>
<tr>
<td>N/A (Not Applicable)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

If you identified individuals in items one and/or two above, describe in detail below the direct financial benefit to be gained by the public officials, public employees, and/or their family members as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary)

Describe in detail below any indirect financial benefits to be gained by any public official, public employee, and/or family members of the public official or public employee as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary)

List below the name(s) and address(es) of all paid consultants and/or lobbyists utilized to obtain the contract, proposal, request for proposal, invitation to bid, or grant proposal:

<table>
<thead>
<tr>
<th>NAME OF PAID CONSULTANT/ LOBBYIST</th>
<th>ADDRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

By signing below, I certify under oath and penalty of perjury that all statements on or attached to this form are true and correct to the best of my knowledge. I further understand that a civil penalty of ten percent (10%) of the amount of the transaction, not to exceed $10,000.00, is applied for knowingly providing incorrect or misleading information.

[Signature]
2-13-19

[Notary Signature]
2-13-19

Article 3B of Title 41, Code of Alabama 1975 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of $5,000.
FORM FOR SECTIONS 9 (a) and (b) BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT; CODE OF ALABAMA, SECTIONS 31-13-9 (a) and (b)

AFFIDAVIT FOR BUSINESS ENTITY/EMPLOYER/CONTRACTOR
(To be completed as a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees)

State of ____________
County of ____________

Before me, a notary public, personally appeared ____________________________ (print name) who, being duly sworn, says as follows:

As a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees, I hereby attest that in my capacity as ____________________________ (state position) for ____________________________ (state business entity/employer/contractor name) that said business entity/employer/contractor shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien.

I further attest that said business entity/employer/contractor is enrolled in the E-Verify program.

(ATTACH DOCUMENTATION ESTABLISHING THAT BUSINESS ENTITY/EMPLOYER/CONTRACTOR IS ENROLLED IN THE E-VERIFY PROGRAM)

__________________________
Signature of Affiant

Sworn to and subscribed before me this 13th day of February 2019

I certify that the affiant is known (or made known) to me to be the identical party he or she claims to be.

__________________________
Signature and Seal of Notary Public

TERESA J. LAW
My Commission Expires
February 1, 2021

Author: Jean Brown
Statutory Authority: Code of Alabama, sections 31-13-9 (a) and (b); Section 31-13-9 (h).
History: New Rule: Filed December 12, 2011; effective December 12, 2011
## Joint Purchase Agreement Bid Evaluation Form

<table>
<thead>
<tr>
<th>Committee Members Evaluating:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Vendor Name:</td>
<td>Berney Office Solutions</td>
</tr>
<tr>
<td>Date Evaluated:</td>
<td></td>
</tr>
</tbody>
</table>

### Minimum Requirements

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Y/N</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two (2) Paper Copies Included (1 marked as &quot;Original&quot;)</td>
<td>Y</td>
</tr>
<tr>
<td>1 Electronic Copy Included</td>
<td>Y</td>
</tr>
<tr>
<td>Proof of ISO 9001 Certification (if required)</td>
<td>Y - p.168</td>
</tr>
<tr>
<td>Internet Website (includes ESS)</td>
<td>Y - p.83</td>
</tr>
<tr>
<td>Proof of proper insurance limits</td>
<td>Y - p.166</td>
</tr>
<tr>
<td>Bid Format followed</td>
<td>Y</td>
</tr>
</tbody>
</table>

### Bid Organization followed:

- Letter of Transmittal
- Evaluation Submission Form
- Table of Contents
- Bid Summary (optional)
- Response to General Requirements and Specifications

Page numbers:
- p.2
- p.3
- p.6
- p.8
- p.11

### Letter of Transmittal Requirements

- Identify submitting organization
- Identify the name and title of the person authorized by the organization to contractually obligate the organization
- Identify the name, title and telephone number of the person authorized to negotiate the contract on behalf of the organization
- Identify the names, titles and telephone numbers of the persons to be contacted for clarification
- Explicitly indicate acceptance of the Conditions Governing the Procurement
- Be signed by the person authorized to contractually obligate the organization
- Acknowledge receipt of any all amendments to this RFB

Page number:
- Y

### Evaluation

#### Products and Services Delivery Overview (275 Points)

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>Geographic Coverage</td>
<td>50</td>
<td>p.37</td>
</tr>
<tr>
<td>Technical Support</td>
<td>100</td>
<td>p.39</td>
</tr>
<tr>
<td>Problem Resolution</td>
<td>60</td>
<td>p.44</td>
</tr>
<tr>
<td>Customer Satisfaction</td>
<td>25</td>
<td>p.46</td>
</tr>
<tr>
<td>Value Added Services</td>
<td>40</td>
<td>p.49</td>
</tr>
</tbody>
</table>

**Sub-Total**

#### Reporting (25 Points)

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sample Utilization Report</td>
<td>25</td>
<td>under Reporting - p.57</td>
</tr>
</tbody>
</table>

**Sub-Total**

#### Electronic Commerce (75 Points)

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internet-Based/E-Commerce Site</td>
<td>75</td>
<td>p.83</td>
</tr>
</tbody>
</table>

**Sub-Total**

Page 1 Total:  |
Response to Alabama Community College System Joint Purchasing Agreement for Manufactured Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance and Professional Support Services

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breadth (or uniqueness of offering) for primary processing units or professional services</td>
<td>75</td>
<td>p.153</td>
</tr>
<tr>
<td>Number and type of technical support services</td>
<td>50</td>
<td>p.37-42</td>
</tr>
<tr>
<td>Knowledge and experience of primary account representative</td>
<td>25</td>
<td>p.111 &amp; p.33</td>
</tr>
<tr>
<td><strong>Sub-Total</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 References included</td>
<td>10</td>
<td>p.113</td>
</tr>
<tr>
<td>Reference 1 response</td>
<td>30</td>
<td>p.113</td>
</tr>
<tr>
<td>Reference 2 response</td>
<td>30</td>
<td>p.113</td>
</tr>
<tr>
<td>Reference 3 response</td>
<td>30</td>
<td>p.113</td>
</tr>
<tr>
<td><strong>Sub-Total</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aggressiveness of baseline pricing</td>
<td>150</td>
<td>p.115</td>
</tr>
<tr>
<td>Willingness to guarantee volume based price discount</td>
<td>150</td>
<td>p.115</td>
</tr>
<tr>
<td><strong>Sub-Total</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Max. Points</th>
<th>Points Scored</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clarity of presentation, ability to answer both technical and administrative questions as well as the understanding of and commitment to address need</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td><strong>Sub-Total</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Page 1 Total: ______________

Page 2 Total: ______________

Grand Total: ______________

Notes:______________