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xerox ™ Business Solutions
Southeast

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

Letter of Transmittal

February 8, 2024

Bid # ACCS-2024-01
Submission Deadline: February 9, 2024 at 5:00 PM CST

Xerox Business Solutions Southeast (XBS Southeast) is a wholly owned subsidiary of Xerox Corporation. We are honored to respond to BID # ACCS-2024-01, for the Joint Purchasing Agreement for Manufacturer Supplied Technology Equipment with peripherals, software, networking, equipment, maintenance, and professional support services bid.

XBS Southeast is proud of our relationships with education institutions throughout Alabama.   Headquartered in Montgomery, we have grown to become the largest provider of document technology solutions in Alabama. Deliveries, implementation, and on-site service will be provided by our local staff throughout the 67 counties across Alabama.

A. **Submitting Organization:** Xerox Business Solutions Southeast (aka XBS Southeast)
B. **Person Authorized:** David Washington, Vice President, is authorized to contractually obligate XBS Southeast and authorized to negotiate the contract on behalf of the organization.
C. **Person Authorized to Negotiate:** David Washington, Vice President (Cell phone # 251-313-0431) is authorized to negotiate the contract on behalf of XBS Southeast.
D. **Contacts for Clarification:** David Washington, Vice President (Cell phone # 251-313-0431) and/or Kent Dendy, Regional Sales Manager (Cell phone # 334-425-1813) are contacts for clarification.
E. **Acceptance:** XBS Southeast understands and accepts the Conditions Governing the Procurement.

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

XBS Southeast is a Xerox subsidiary with access to the world's leading document management technology and services enterprise, including the industry's broadest portfolio of offerings.

Thank you for the opportunity to support ACCS.

Sincerely,

David Washington, Vice President
david.washington@xerox.com
334-271-4750, ext. 34603
251-513-0431 (cell)

Acknowledgement: XBS Southeast has received the Questions and Answers provided on www.accs.edu

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6.5 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. 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: Xerox Business Solutions Southeast   Updated: February 7, 2024

Website Address: http://southeast.xeroxbusinesssolutions.com

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	David Washington Kent Dendy	251-513-0431 334-425-1813	david.washington@xerox.com william.dendy@xerox.com
Sr. Account/Sales Manager(s) (by region if necessary)	Phillip Gargis Connor Glenn	205-639-4847 334-233-6311	phillip.gargisjr@xerox.com connor.glenn@xerox.com
Account/Sales Manager(s) (by region if necessary)	Devin Jones North Alabama	470-774-4217	devin.jones@xerox.com
Technical Support	Mark Young Shawn Graham	334-300-4886 251-327-4293	mark.young@xerox.com shawn.graham@xerox.com

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

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Product and Services Delivery Overview	Product and Services Delivery Overview	35
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Bid Summary (optional)

Xerox Business Solutions Southeast (XBS Southeast) is the largest provider of office technology and solutions in Alabama and the surrounding areas. We provide service for over 11,000 MFP/copiers and over 23,000 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.

Xerox Business Solutions Southeast has been serving customers for more than 60 years. Headquartered in Montgomery, we also have local support teams based out of Auburn, Birmingham, Dothan, Huntsville, and Mobile, Alabama. XBS Southeast employs approximately 150 people throughout Alabama.

Xerox Business Solutions Southeast sells the entire full line of Xerox products, from 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, Digital and IT 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 General Requirements and Specifications

Section begins on following page

E

xerox ™ Business Solutions Southeast

ALABAMA COMMUNITY COLLEGE SYSTEM & HIGHER ED.

Joint Purchasing Agreement Request for Bid

MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT WITH PERIPHERALS, SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE AND PROFESSIONAL SUPPORT SERVICES BID

March 2024

Date: January 4th, 2024
Bid #: ACCS-2024-01
Submission Deadline: February 9th, 2024, at 5:00 PM CST

Alabama Community College System and other Alabama Higher Education Entities

REQUEST FOR BID

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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 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 and the website 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 technology equipment and value-added professional services, including software and peripherals, and maintenance and support services to qualified purchasers.

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 Bids 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.

1.2 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.

1.3 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.

1.4 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.

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"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 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 Division – Tokrica Mack
> P.O. Office Box 302130 Montgomery, AL 36130-2130
> Email: jpa-notification@accs.edu or Tokrica.mack@accs.edu
> Phone: 334-293-4507

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 February 2nd, 2024.

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/vendors/

2.1.5 Submission of Bid
Two (2) paper copies and an electronic copy (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 12th, 2024, at 10:00 AM CST in the Presidents Conference Room at the System Office of the Alabama Community College System (135 South Union Street, 3rd Floor, Montgomery, Alabama 36104).

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Sealed bids are to be addressed to the physical mailing address in the following manner:

> Alabama Community College System
> Attn: Joint Purchase Agreement Initiative
> 135 South Union Street Suite#158
> 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.

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

2.1.7 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).

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

2.1.9 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

3.1 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 the 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.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.2 Incurring Cost
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.
Xerox Business Solutions Southeast has read, understands, and will comply.

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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).
Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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.
Xerox Business Solutions Southeast 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.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.7 Bid Offer Firm
Responses to this RFB, including prices, will be considered firm for ninety (90) days after the due date for receipt of bids. Xerox Business Solutions Southeast 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.
Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast has read, understands, and will comply.

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Termination - the System reserves the right, for its convenience and without cause or penalty, to terminate any agreement with 30 days' written notice. Xerox Business Solutions Southeast will comply.

3.10 Legal 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. Xerox Business Solutions Southeast 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-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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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 provision 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast has read, understands, and will comply.

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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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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:

KIND OF INSURANCE	MINIMUM LIMITS OF LIABILITY
Worker's Compensation	Statutory – Alabama
Employer's Liability	$2,000,000 (each employee, each accident and policy limit)

Commercial General Liability:
    Each Occurrence
    Personal and Advertising Injury
    Products/Completed Operations
    General Aggregate
	
	$2,000,000
	$2,000,000
	$2,000,000
	$3,000,000

Automobile Liability	$2,000,000 each accident – combined single limit

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 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. Xerox Business Solutions Southeast 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

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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.
Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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 by email 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. Xerox Business Solutions Southeast has read, understands, and will comply.

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 the Internet or other databases that may be used to administer the agreements or support marketing.

3.24 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

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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 capabilities. 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.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.25 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

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

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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. Xerox Business Solutions Southeast has read, understands, and will comply.

Vendors may propose and provide a wide range of 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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.26 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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.27 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast has read, understands, and will comply.

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Firm Price – Initial quoted discount levels must remain constant throughout the term of this agreement, subject only to subsequent increased discount amounts. Xerox Business Solutions Southeast will comply.

3.29 Oral Presentation and Demonstration
If selected as a finalist, vendors agree to provide the Evaluation Committee with 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.32 Title Passage
Title to equipment shall pass to the procuring entity upon acceptance of equipment. Xerox Business Solutions Southeast 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. Xerox Business Solutions Southeast 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:

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

Xerox Business Solutions Southeast has read, understands, and will comply.

3.35 Payment Provisions
All payments under this agreement are subject to the following provisions:

A.   Acceptance
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.

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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.

B.   Payment of Invoice

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.

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.

C.   Invoices

Invoices shall be submitted to the procuring entity.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.36 Shipment and Risk of Loss

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.

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.

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.

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.

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).
Xerox Business Solutions Southeast has read, understands, and will comply.

3.37 Warranties

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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.38 Price Guarantees

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. Xerox Business Solutions Southeast has read, understands, and will comply.

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3.39 Technical Support
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.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.40 Product Delivery
Vendor agrees to deliver products to procuring entities within 30 days after receipt of a valid purchase order unless otherwise negotiated with procuring entity.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.41 Impracticality of Performance
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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.42 Records and Audit
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.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.43 Use of Subcontractors
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).
Xerox Business Solutions Southeast has read, understands, and will comply.

3.44 Indemnification
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.
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 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.

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.
Xerox Business Solutions Southeast has read, understands, and will comply.

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3.45 Website Maintenance

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.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.46 Ethics

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.

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.

System employees are not allowed to accept personal gifts or gratuities.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.47 Replacement Parts

Replacement parts may be refurbished with the agreement of the procuring entity. Xerox Business Solutions Southeast has read, understands, and will comply.

3.48 FCC Certification

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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.49 Site Preparation

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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.50 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 the procuring entity.
Xerox Business Solutions Southeast has read, understands, and will comply.

3.51 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. Xerox Business Solutions Southeast has read, understands, and will comply.

3.52 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. Xerox Business Solutions Southeast has read, understands, and will comply.

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3.53 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 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 Beason-Hammon 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 agreed 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 contravenes any statue 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 2016-312, 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. Xerox Business Solutions Southeast has read, understands, and will comply.

BID FORMAT AND ORGANIZATION

4.1 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.
Xerox Business Solutions Southeast has read, understands, and will comply.

4.1.1 Bid Organization

The bid response must be organized and indexed in the following format and must contain, as a minimum, all listed items in the sequence indicated.

A.   Letter of Transmittal
B.   Evaluation Submission Form
C.   Table of Contents
D.   Bid Summary (optional)
E.   Response to General Requirements and Specifications

Within each section of the bid, vendors should address the items in the order in which they appear in this RFB. Any bid that does not adhere to these requirements may be deemed non-responsive and rejected on that basis. A bid summary may be included by vendor to provide the Evaluation Committee with an overview of the technical and business features of the response; however, this material will not be used in the evaluation process unless specifically referenced from other portions of the vendor's response. Xerox Business Solutions Southeast has read, understands, and will comply.

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4.1.2 Letter of Transmittal

Each response must be accompanied by a letter of transmittal. The letter of transmittal MUST:

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

Xerox Business Solutions Southeast has read, understands, and will comply.

4.1.3 Financial Documentation (See Forms & Examples 6.4 Appendix)

Each response MUST be accompanied with the following documentation:

1. State of Alabama Disclosure Statement (Notarized)
2. Certificate of Compliance
3. Immigration Status Form
4. Current W-9
5. E-Verify Memorandum of Understanding with Articles (13 Pages)
6. Vendor Setup Form and Certification Regarding Debarment Form

Xerox Business Solutions Southeast has read, understands, and will comply.

EVALUATION

5.1 Evaluation Process

All responses will be reviewed for compliance with the mandatory requirements stated within the RFB.

Bids deemed non-responsive will be eliminated from further consideration.

The System may contact the vendor for clarification of the response.

The Evaluation Committee may use other sources of information to perform the evaluation. Responsive bids will be evaluated on factors that have been assigned a point value. The responsible vendor(s) with the highest scores will be selected as finalist(s) based upon the bids submitted. The responsible vendors, whose bids are most advantageous, taking into consideration the evaluation factors, will be recommended for award. Please note, however, that a serious deficiency in the response to any one factor may be grounds for rejection regardless of overall score. This procurement is expected to result in a multiple source award. The right to reject any or all bids, or any portions thereof, is reserved.

Xerox Business Solutions Southeast has read, understands, and will comply.

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

Community Colleges
Bevill 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 Minnette, 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
Lurleen 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
AIDT (Alabama Industrial Development Training)
Alabama Fire College, Tuscaloosa, Al
Alabama State University, Montgomery, AL
Athens State University, Athens, AL
Auburn University, Auburn, AL
Auburn University-Montgomery, Montgomery, AL
Jacksonville State University, Jacksonville, AL
Troy University, Troy, AL
University of Alabama Birmingham – Birmingham, AL
University of Alabama Huntsville - Huntsville, AL
University of North Alabama, Florence, AL
University of West Alabama, Livingston, AL

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Other Participating Public Institutions K-12
Alabaster City Schools
Birmingham City Schools
Crenshaw County Schools
Cullman Commission on Education
Fort Payne City Schools
Pelham City Schools
Pike County Board of Education
Troy City Schools
Tuscaloosa County School System

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6.2 Appendix B – Example Map   My Company Locations
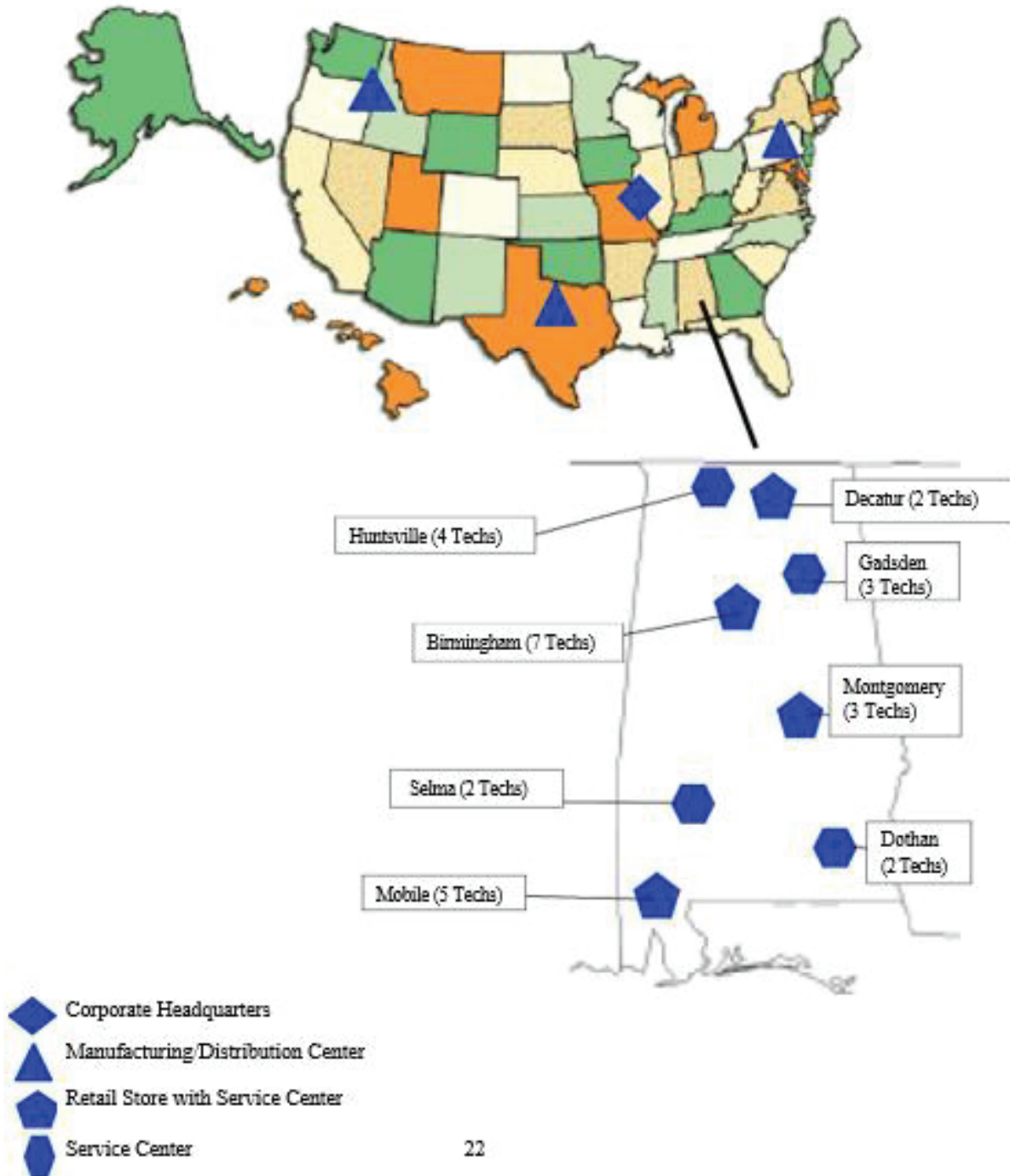
Corporate Headquarters

Manufacturing/Distribution Center

Retail Store with Service Center

Service Center   22

6.3 Appendix C – Example Required Usage Report

This example contains the minimum information provided. Vendors are encouraged to submit their own report data in their own format.

Company Name
Quarterly Usage Report
First Quarter

Jan 2022-Mar 2022
Contract#: ACCSA2022-99T

Procuring Entity Name 1		$ 999,999,999
Category 1	$999,999	
Category 2	$999,999	
Category 3	$999,999	
Category n	$999,999	
Procuring Entity Name 2		$ 999,999,999
Category 1	$999,999	
Category 2	$999,999	
Category 3	$999,999	
Category n	$999,999	
Procuring Entity Name n		$ 999,999,999
Category 1	$999,999	
Category 2	$999,999	
Category 3	$999,999	
Category n	$999,999	
GRAND TOTAL		$ 999,999,999

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6.4 Appendix D - Vendor Disclosure, Immigration Compliance and Financial Forms

Vendor Setup, State of Alabama Vendor Disclosure Statement, Certificate of Compliance (Beason-Hammon), Certification Regarding Debarment and Tax Certification and Immigration Status Forms are included in the RFB below:

E-Verify MOU: (While this is not an attached form, we require a copy of the complete E-Verify Document with electronic signature from Homeland Security (this document will be approximately 13-17 pages) available at this link: https://www.e-verify.gov/mye-verify.

First Time E-Verify Enrollment at this link: https://www.e-verify.gov/employers
1. Select E-Verify Enrollment
2. For first time enrollment, please complete the enrollment process
3. For all enrolled employers, please update any information and submit the updated documentation.

W-9 Form: (While this is not an attached form, we require a copy of the complete W-9 form available at this link) https://www.irs.gov/pub/irs-pdf/fw9.pdf

*Vendor Setup Form: If you do not wish to receive ACH payments, please complete the Vendor portion of the form, and leave the Financial Institution blank or "N/A".

**Alabama Disclosure Statement: Must be notarized.

***Note: these forms are a requirement for all State Agencies to collect for contractual obligations.

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Product and Services Delivery Overview

Xerox Business Solutions Southeast (XBS Southeast) is the largest provider of office technology and solutions in Alabama and the surrounding areas. We provide service for over 11,000 MFP/copiers and over 23,000 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.

Xerox Business Solutions Southeast has been serving customers for more than 60 years. Headquartered in Montgomery, we also have local support teams based out of Auburn, Birmingham, Dothan, Huntsville, and Mobile, AL. XBS Southeast employs approximately 150 people throughout Alabama.

Xerox Business Solutions Southeast sells the entire full line of Xerox products, from 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, Digital and IT 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 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** – XBS Southeast is a Certified Service Provider for numerous printer brands, including Xerox, HP, Brother, Kyocera and Zebra. Please see attached literature for more information.

Summary of Products - Continued

- **Digital Services –** XBS Southeast offers the people, process, and equipment to provide Mailroom, Print Shop, and back file scanning services. These services can be on-site at customer location or some of the services can be performed off-site.

- **IT Services-** XBS Southeast provides complete IT support for any project. We provide the equipment, software, and people to complete your project. These services can be remote or staff can be deployed to customer location.

- **IT Hardware-** XBS Southeast has partnerships all the top IT hardware vendors. Such as Cisco, Dell, HP and Newline.

G

Geographic Coverage

XBS Southeast 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 XBS Southeast 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 XBS Southeast 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:
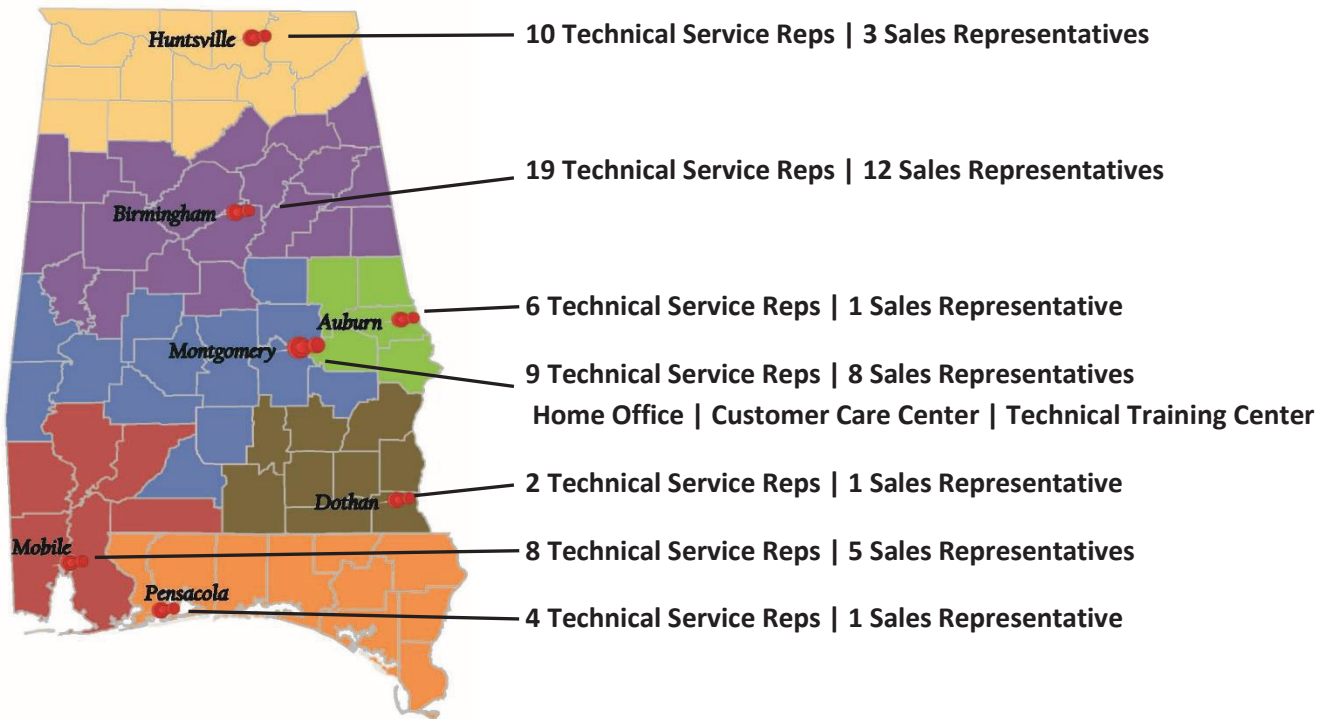
10 Technical Service Reps | 3 Sales Representatives

19 Technical Service Reps | 12 Sales Representatives

6 Technical Service Reps | 1 Sales Representative

9 Technical Service Reps | 8 Sales Representatives
Home Office | Customer Care Center | Technical Training Center

2 Technical Service Reps | 1 Sales Representative

8 Technical Service Reps | 5 Sales Representatives

4 Technical Service Reps | 1 Sales Representative

H

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.

Xerox Business Solutions Southeast 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
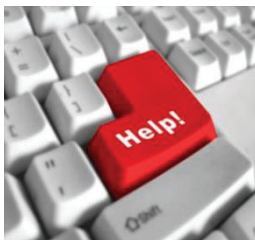
Availability of Technical Support – On-Site Service

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 **$10,000+ 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.

Availability of Technical Support – Technical Training

Our staff is trained and certified here at XBS Southeast. 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 class room 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 – We have certified trainers 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.

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 Xerox Business Solutions Southeast Offices. If need to, it will escalate to the VP of the appropriate division.
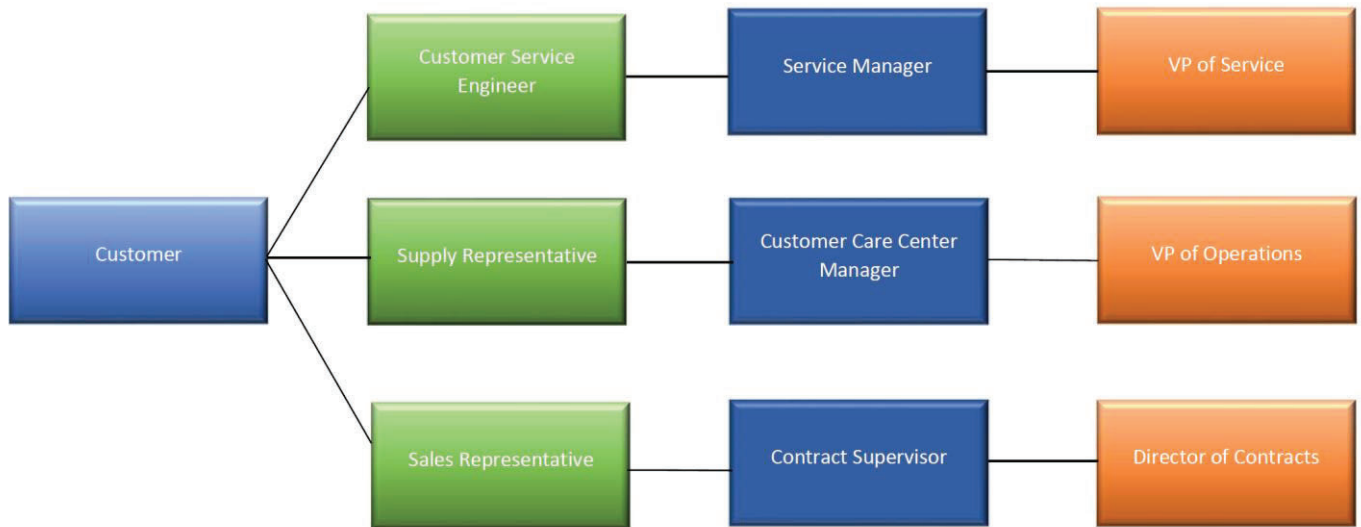
ACCS and its participants will be given the appropriate phone numbers and e-mail addresses for their service, equipment and solutions, first and second level of contacts. Kent Dendy will be the main point of contact for the contract.

J

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 XBS Southeast Full-Service Maintenance Agreement as outlined in the terms and conditions of the agreement.

Ben Blankenship

Ben Blankenship
President
Xerox Business Solutions Southeast

K

Value Added Services

Xerox Business Solutions Southeast 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 XBS Southeast 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 XBS Southeast 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:

B&W Laser Printer Device Population

Brother	1
Dell	262
HP	55
Lexmark	54
Okidata	67
Ricoh	6
Xerox	6
Total	451

CLR Laser Printer Device Population

CLR Dell	31
CLR HP	43
CLR Lexmark	3
CLR Okidata	6
CLR Xerox	1
Total	84
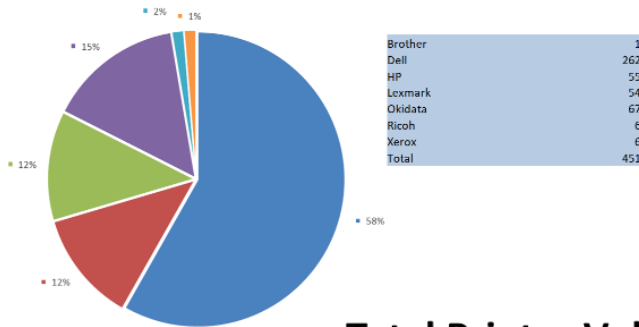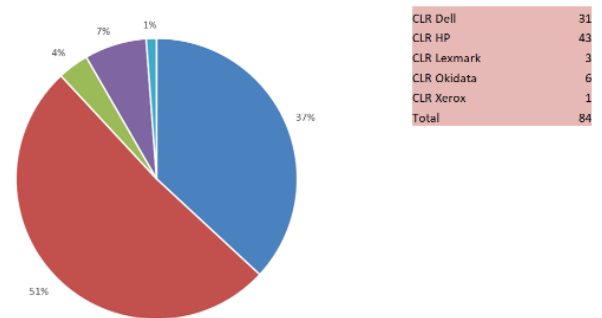
Total Printer Volume Overview

MONTH	B/W	Color
July	639,042	110,857
August	688,307	150,255
September	612,754	140,860
Totals	**1,940,103**	**401,972**

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 XBS Southeast 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.

XBS Southeast 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 XBS Southeast 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 ot have have a much better understanding of workflows and periphal usage patterns. This is very helpful with initiatives of consolidatation or right-sizing output fleets. Examples are as follows:
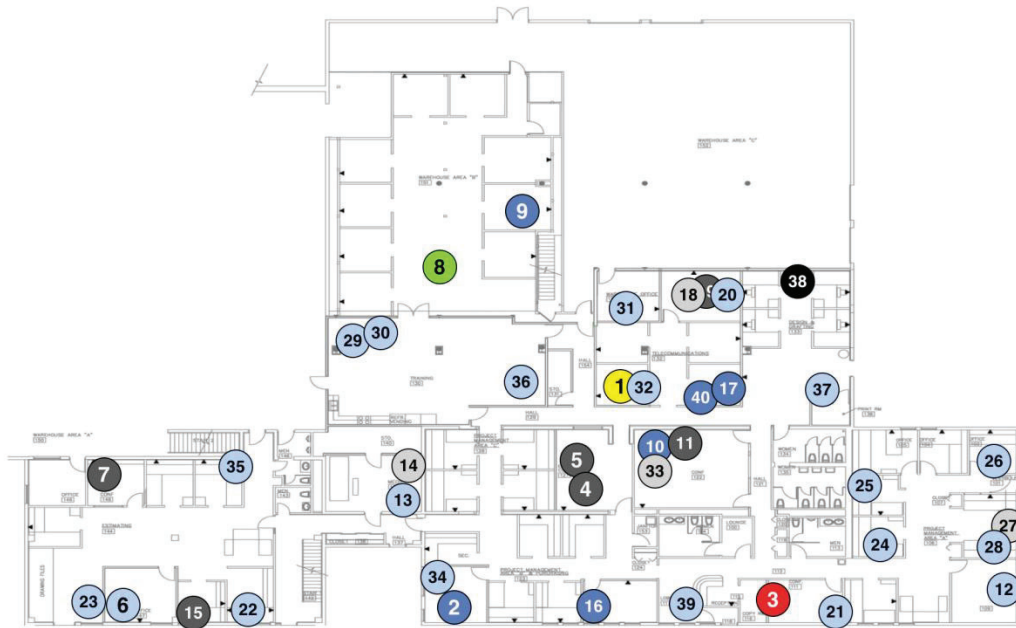
The pins are color coded, based on type of device. When you "click" on pin, you get detailed information, included IP Address, Serial Number, Average Volumes and Photo.

Cancel	Device Pin Details	Edit

Device Info

Make	RICOH
Model	Aficio MP 201
Type	BW-MFP
Serial360	W3019308237
IP	172.23.26.44
AMV Total	16764
AMV Color	3687
AMV Mono	13077
Last color	41939
Last mono	110914
Last total	152853
Last total date	10/26/14

Recommended Replacement

Value Added Services – Automated Supply Management

Depending on customer network enviornment, XBS Southeast can provide Automated Supply Management. Working with our XBS Southeast 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 cartiridge (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 – XBS Southeast Customer Portal

Customer Portal Overview

The Customer Portal (http://portal.xbssoutheast.com) 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.

- Service Calls
- Equipment Details
- Meter Readings
- Supply Orders
- Billing Information
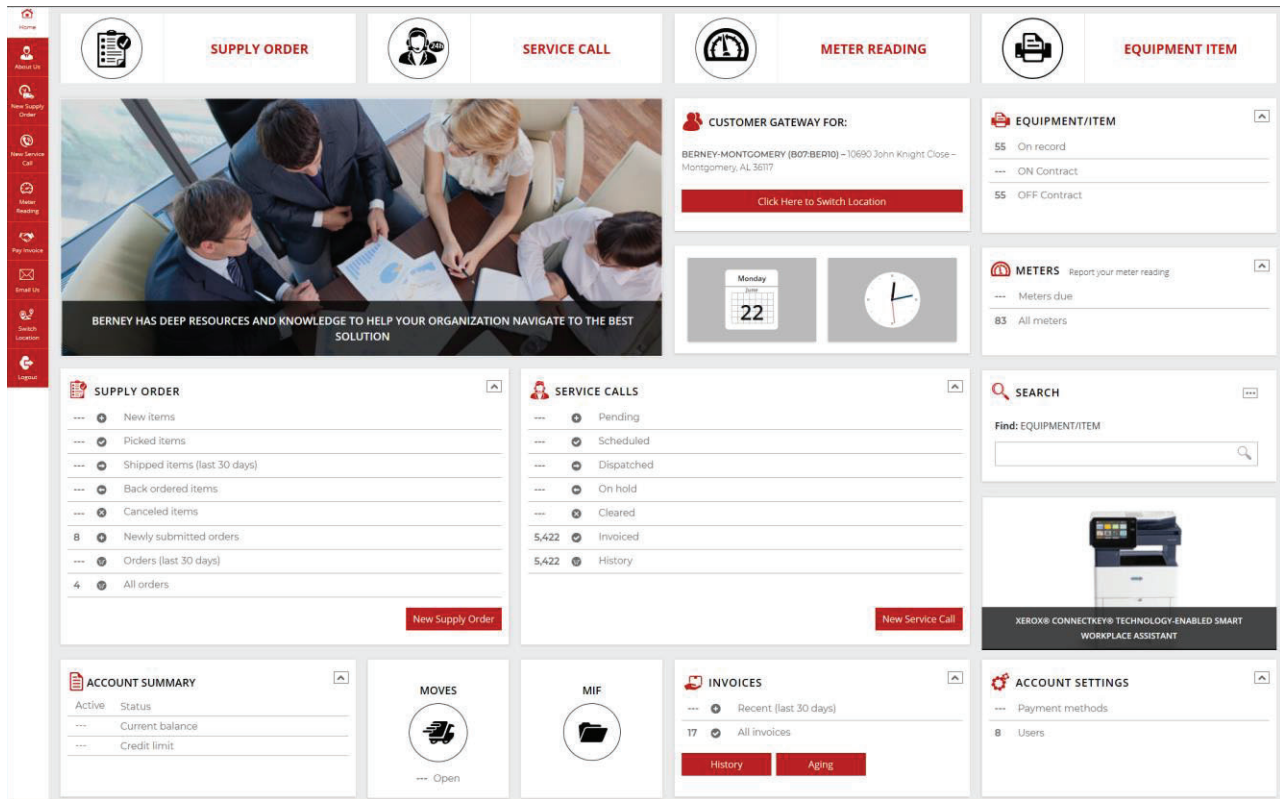
Search Tile -- Use the Search tile to search your account by for information by Type, such as Equipment, Invoice, Order or Service call.

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 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 you invoices using a credit card right in the portal. The ability to view/print the invoices is a feature that will become available in a future version of 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 technician 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.

Moves Tile -- If you have a need to move a machine, such as from one floor to another or one building to another, you can schedule the move right on the portal. When you schedule a move, select an existing machine, select a new location and enter the date and description for the move. If the address for the new is a new location not in our system select your current location and enter the address and details of the new location in the remarks. Our team will contact you about the move to finalize the details.

MIF Tile -- The Mix In Field (aka Machines in Field) will show you an overview by model of the machines. You can use this information along with other details your Sales Rep provides during your account review to help decide what machines what machines may need to be upgraded and how many are in your fleet.

Account Settings Tile -- The Account settings tile will allow you, or those you designate as administrators for your portal, to add/remove or change the security of your users. As well as update any payment methods such as credit card information you have may have on file. Clicking the Users label will show you a list of all contacts we have for your account and allow you to add/update or change permissions. Only those you have given permission for the portal can login. When you select a user you can enable them to use the portal as well as allow them to access any or all of the 12 tiles you see on the home screen as well as the ability to see other locations if you have more than one.

Switch Location Or Search All Equipment

When you login to the portal you are shown your location by default and all the tiles show information for your location and what equipment, service calls etc. you have. If your company has more than one location you can use the switch location link to select the All Locations (Master) to get a view of your entire organization, or you can pick another location to see the details for that location.

Value Added Services – Sustainability Initiative & Recycling

XBS Southeast 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

- **Xerox Business Solutions Southeast 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
        - Xerox Business Solutions Southeast pays for return shipping and all recycling costs

L

Reporting – Xerox Business Solutions Southeast

Xerox Business Solutions Southeast 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. XBS Southeast will submit an electronic PDF file.

XBS Southeast 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:

XBS Southeast - ACCS	
Quarterly Usage Report	
	April 2022 – June 2022 Contact # ACCS-2022-01
ABC Community College	**$30,500**
MFP Purchases	$25,000
MFP Service Billing	$500
MPS Service Billing	$0
Software	$5,000
XYZ Community College	**$9,000**
MFP Purchases	$0
MFP Service Billing	$0
MPS Service Billing	$2,000
Software	$7,000
LACC	**$19,950**
MFP Purchases	$17,500
MFP Service Billing	$950
MPS Service Billing	$1,500
Software	$0

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 XBS Southeast 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** – XBS Southeast 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, Xerox Business Solutions Southeast 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:
- **XBS Southeast 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:

B&W Volume Trends	
Description	Quantity
Quarter 1: December – February	831,729
Quarter 2: March – May	1,249,156
Quarter 3: June – August	1,216,495
Total	3,297,380

Color Volume Trends	
Description	Quantity
Quarter 1: December – February	4,414
Quarter 2: March – May	6,655
Quarter 3: June – August	5,319
Total	16,388

Based on Scope of Work requirements, Xerox Business Solutions Southeast 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 XBS Southeast 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**
  - o 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 – Xerox Business Solutions Southeast – Quarterly Business Review

Xerox Business Solutions Southeast 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).

Below are examples of content from customer reviews, we have redacted or removed customer name.
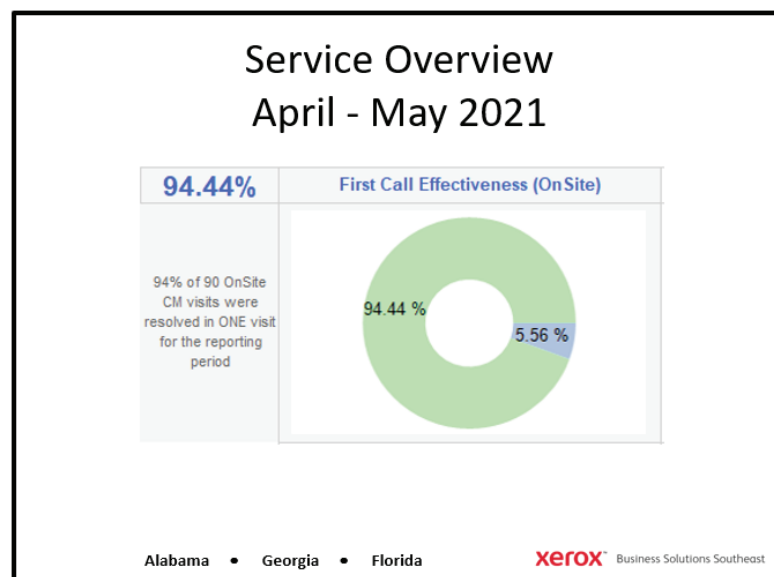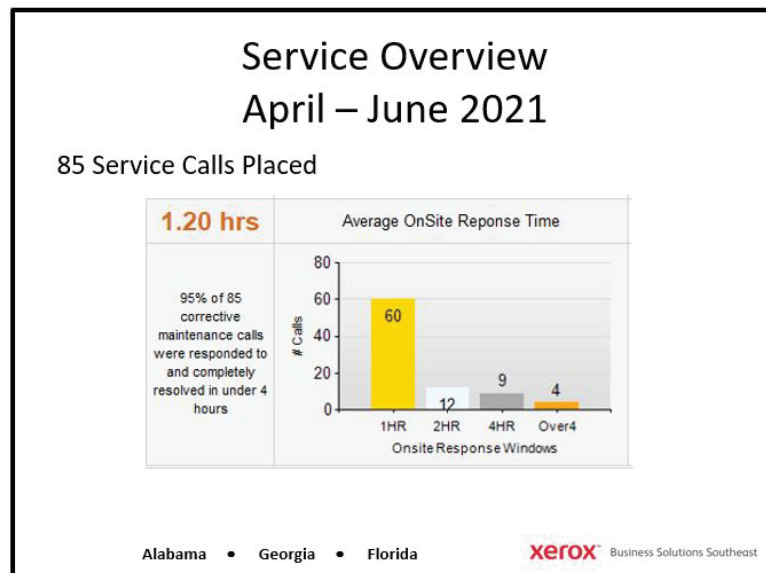
Reporting – Xerox Business Solutions Southeast – Quarterly Business Review
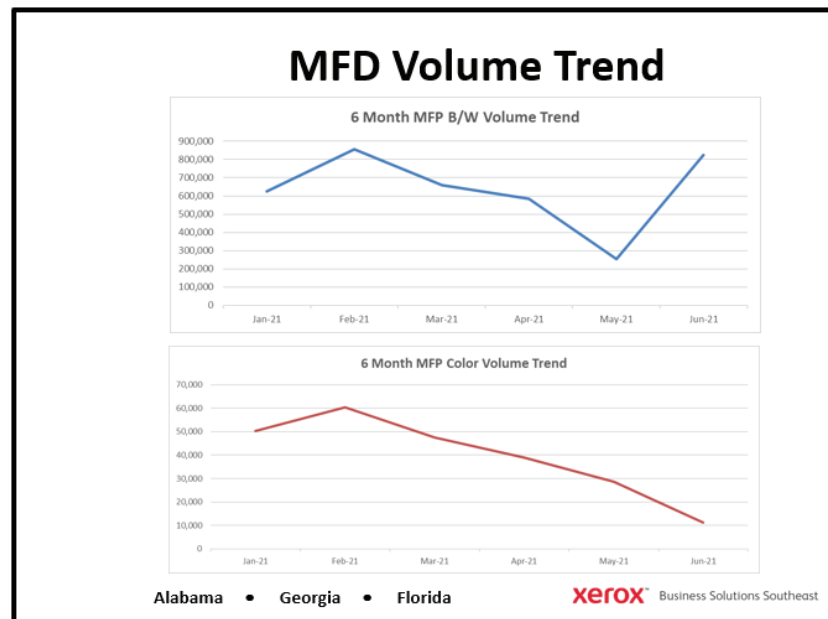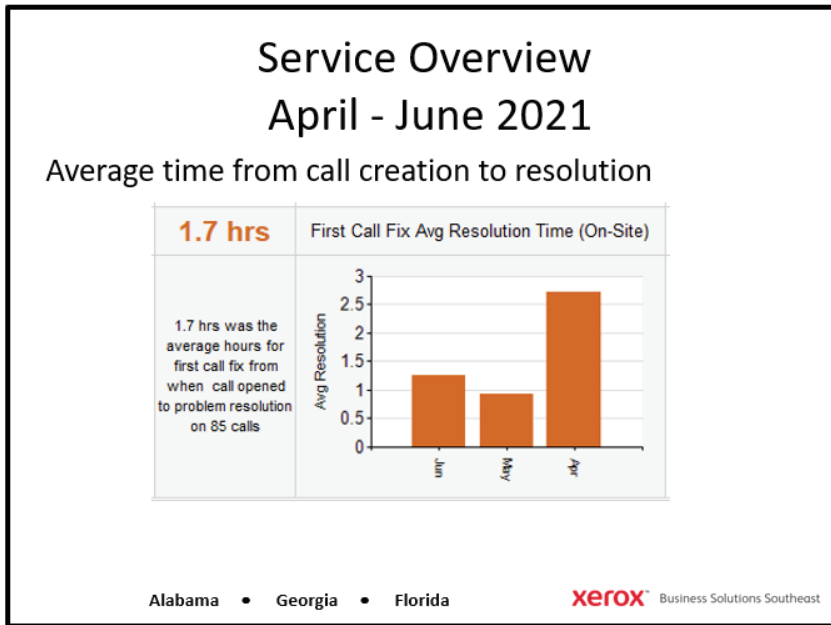
M

Electronic Commerce

Please see below example of an internet website that will provide ACCS Equipment and Services Schedule (ESS). Xerox Business Solutions Southeast will commit to keeping the schedule current and available.
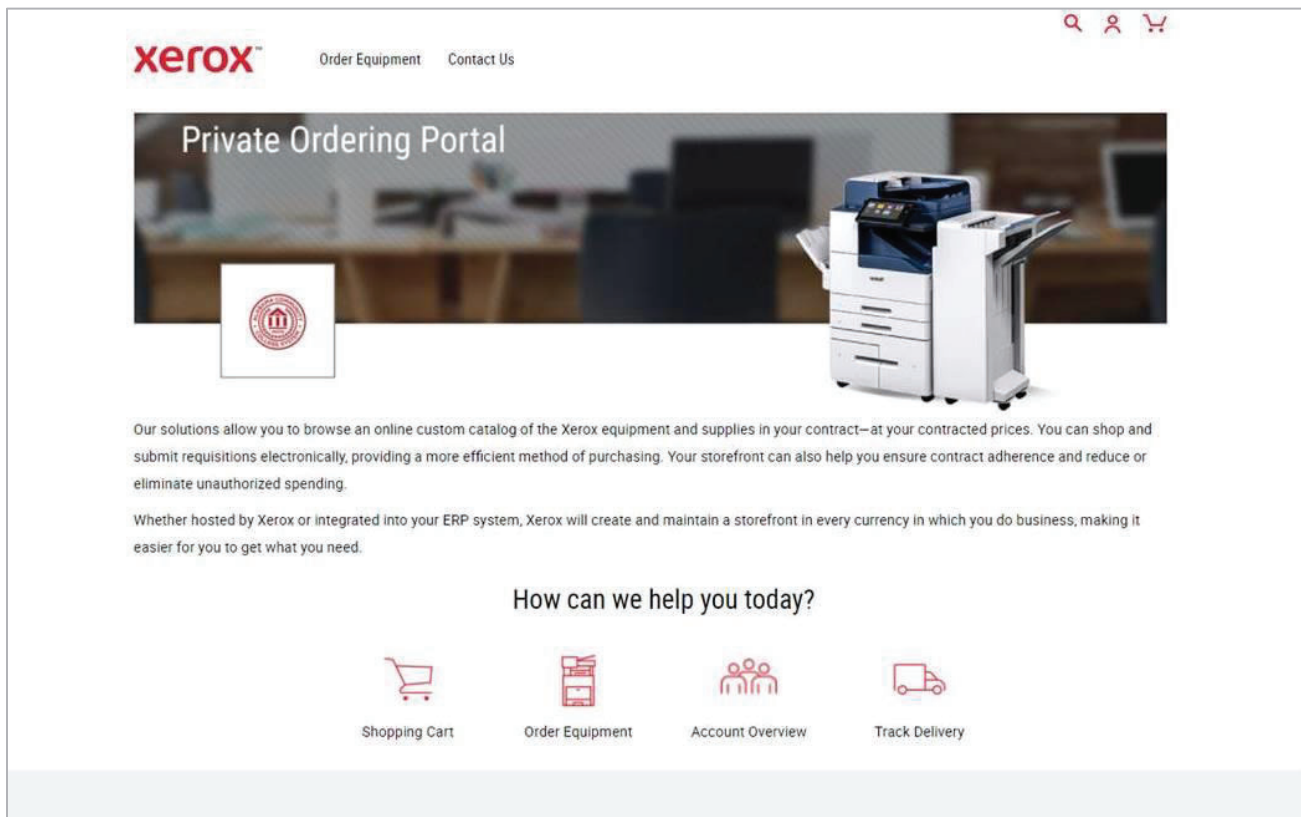
Links on the site will provide access to additional account management resources, please see attached brochure for more information.

N

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 Wi-Fi connectivity, mobile printing, tablet-like touchscreens and cloud-connected apps. Please see attached brochures.

Managed Print Services – Xerox Business Solutions Southeast 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.

Managed & Digital Services – XBS Southeast offers staffing to provide on-site resources to support functions such as Mail Room, Print Shop, Copy Center, Courier Services, Backfile Scanning on campus for higher education clients. The program includes not only labor on-site, but also the processes, and appropriate equipment customized based on each client's needs. These services also include off-site Capture and Content and enhanced customize workflows.

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 – XBS Southeast 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.

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 attached brochures.

Managed IT Services - Our Managed IT Services team can manage, maintain, and support your entire IT infrastructure. We keep your business up and running at optimum performance levels while helping you save time and money. From the data center to the desktop, we meet all your day-to-day IT challenges by leveraging our specialized team of experts. Our team customizes a strategy that drives down costs while improving the consistency, security, and quality of your IT experience. Here are the benefits of working with us:

- Predictable and reduced operational costs with a fixed monthly fee to cover your unique needs
- Proactive IT support that improves reliability and security
- Clear visibility of your current technology with support from a virtual CIO to help you plan and implement your future strategy
- Access to a wide range of specialized engineers

NATIONAL HELP DESK (US-BASED) Our US-based help desk is comprised of highly skilled engineers who focus on providing timely and high-quality solutions for your issues. You can also get customized access to our support depending on your needs – we can provide round-the-clock assistance or just help during your business hours. Choose what works for you. Specific services include:

- Support for your endpoints
- Dispatch maintenance (Patching, AV) to your workstations
- Resolution of service tickets
- Triage and escalation
- Moves, adds, and changes

DEDICATED NETWORK ADMIN The dedicated Network Admin assigned to your account is responsible for managing and updating your IT network to keep it running smoothly. Our Network Admins are highly competent and can easily recognize areas that need improvement. They are knowledgeable on all the latest updates in software and ensure that your business's network always remains updated.

Services include:

- Develop and maintain documentation of the client network, including topology and IT assets
- Implement technology standards for efficiency, security, and compliance
- Conduct on-site visits for proactive and preventative maintenance

NATIONAL MANAGED DATA PROTECTION Our data protection solutions enable you to protect your critical data assets, whether they are on premises or in the cloud. Our team of highly qualified engineers work with you to establish the ideal level of security for your organization. Services include:

- Backup support (local and cloud)
- Restores (file and folder as well as monthly restores)
- Data recovery support
- Failover support

DEDICATED VIRTUAL CIO (vCIO) As part of our Managed Services offering, a dedicated Virtual CIO is assigned to your account. The Virtual CIO is a trusted advisor who will meet with you regularly to ensure that your technology is aligned with your organization's goals. Services include:

- Development and support of IT strategy and budget planning quarterly business reviews to plan technology and provide short-term/long-term IT budget plans
- Ongoing guidance to better identify and understand business risks

REMOTE MONITORING AND MANAGEMENT Our team provides remote monitoring and management to proactively monitor your endpoints, networks, and computers. You can choose the level of support that is right for your organization. Services include:

- Infrastructure support (firewall, network, servers)
- Vendor management (line of business applications, voice, ISP)
- Windows antivirus
- Microsoft Office patching
- Email security (AV/spam/filtering/threat detection

O
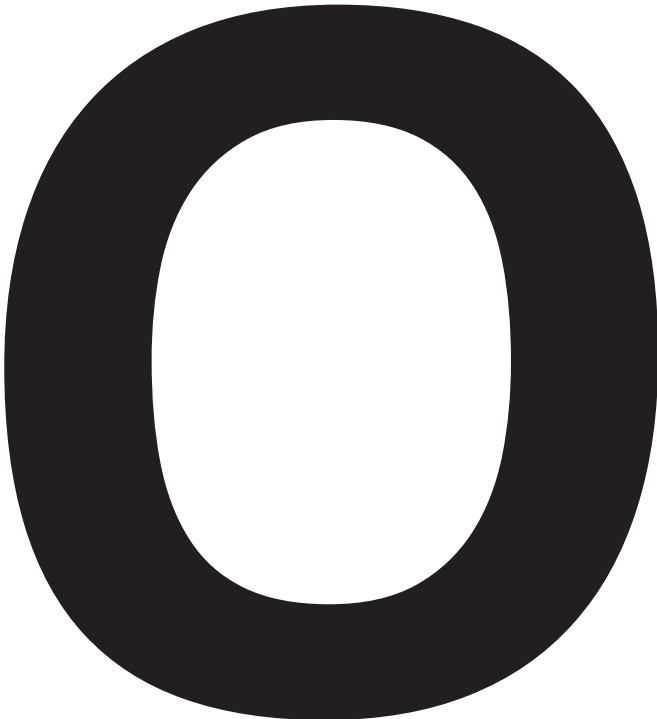
Primary Account Representative

Kent Dendy – Regional Sales Manager

Kent Dendy will be your Primary Account Representative for ACCS.

As your Account Manager, he will be your single-point-of-contact for ACCS. Kent will provide a consistent level of support throughout your relationship with XBS Southeast. You will also have the full support of our sales and service organizations state-wide.

Kent has over 28 years selling products to strategic accounts, including many higher education institutions in Alabama. Also, he has keen knowledge of the document imaging industry including applications and customer requirements throughout our Breadth of Offerings.

Kent grew up in Troy, AL and is a proud graduate of Troy University.

Please see contact information below:

Kent Dendy
334-271-4750 ext. 34124 (office)
334-425-1813 (cell)
william.dendy@xerox.com

P

References

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

Customer	Address	Contact	Dates of Service	Description of Services Provided
University of South Alabama and Health System	Mobile, AL	Robert Brown Purchasing Director rbrown@southalabama.edu (251) 460-6586	2003 - Present	Managed Print Service provider of MFP network/print/scan devices for over 500 devices.
Coastal Alabama Community College	Bay Minette, AL	Leslie Douglas Executive Director of Technology Services leslie.douglas@coastalalabama.edu (251) 580-4900	2003 – Present	MFPs, Managed Print Services, Print Management Software
Southeast Health	Dothan, AL	Lance Holbrook Mgr. Tech Support Southeast Health Information Systems lcholbrook@southeasthealth.org (334) 793-8088	2018 - Present	MFPs, Managed Print Services, On-site Support, Cost Allocation Software

Q

Pricing Level and Guarantee

Xerox Business Solutions Southeast 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 discounts rates are firm, except for potentially multiple placements, large print volumes, onsite support and/or fleet configurations, where the rate may be negotiated lower. This also holds true for service rates, Managed, Digital and IT Services, Software, Hardware, and all Multi-Function Devices.

	Discount Rate off MSRP
Xerox Production Devices	45%
Xerox A3 AltaLink Multi-Function Devices	40%
Xerox A3 VersaLink Multi-Function Devices	35%
Xerox A3 Accessories, peripherals, (fax boards, finishers, large paper trays, etc.)	25%
Xerox A4 Multi-Function Devices & Accessories	25%

Service, (maintenance rates), vary from model to model, also by monthly volumes.
Please see maintenance prices in Price Book.

Managed Print Services	30%
Digital Services	5%
KIP Wide Format Devices	5%
Software Solutions	5%
DocuShare ECM	5%
Xante Devices	5%
IT Hardware	5%

Xerox Business Solutions Southeast (XBS Southeast)

Equipment and Services Schedule (ESS)

Bid # ACCS-2024-01

February 9, 2024

R

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.
- DocuWare
    - DocuWare is the platform that empowers you to capture, process and use your business information. Keep your teams fluid and productive, automate document workflows in any organization, and protect data and documents with secure, centralized archiving. Hosted or onsite installations available.

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

- Kofax - 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
  - o 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.
  - o 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 Cloud
  - Cloud 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.

- Xerox Workplace Suite
  - o 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
  - o 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.

S

When you buy toner, what are you really getting for the money?

Xerox Business Solutions Southeast MPS   **Toner Purchase**

1) Toner included   Toner Only

2) Automatic supply fulfillment

3) Maintenance Kits, Feed tires, rollers, pick fingers,
   transfer belts, controller boards, LCD screens,
   trays, rollers and all other parts

4) Free up IT resources to focus on more mission critical task

5) Visibility into your print fleet

6) Four-hour average response time for service

7) Over 50,000 printers under contract through Xerox Business Solutions Southeast

8) Zebra printer maintenance plans available as well

9) One source, one vendor, complete solution

10) Billing broken down by location for easy accounting

11) Ability to create a line item in your organization or department

12) Electronic monitoring with the Berney 360app for proactive service and support

13) Quarterly meetings to review service metrics, usage & utilization

14) One invoice

OR: Keep buying toner as is and have IT fix printers, which typically can take up to 40-50% of their time
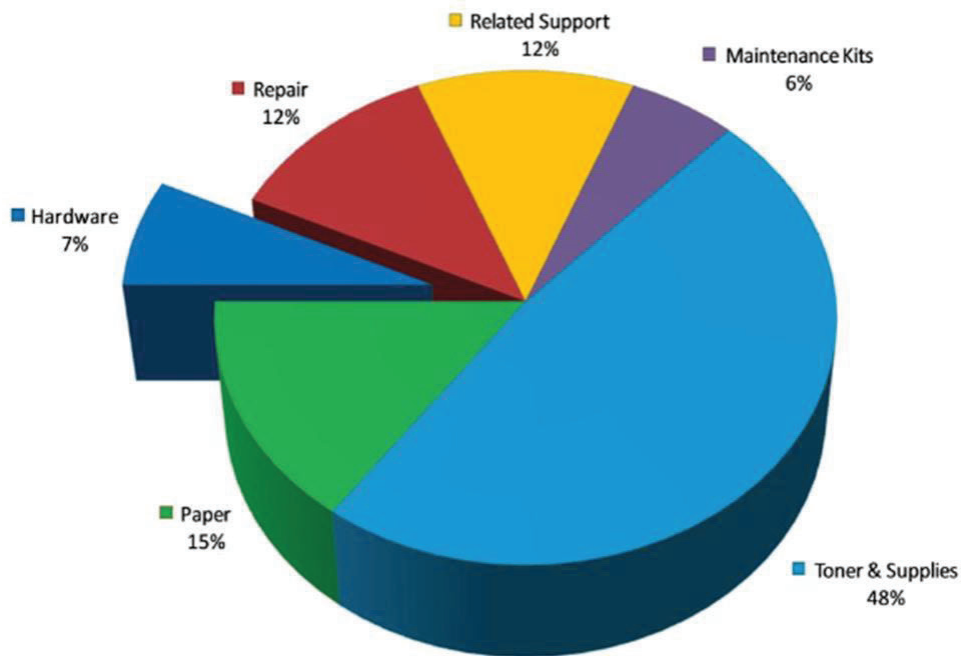
The Snapshot – XBS Southeast specializes in helping customers lower their document expenses and leverage value from their processes and offering the unique solution: "Device Independent Printing." Our Snapshot is a financial and technical discovery designed to help executive level management understand 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. XBS 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, XBS 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.

BUSINESS OPPORTUNITY REVIEW

6 — MISSION CRITICAL PROJECTS — **LESS STRAIN ON *IT***

7 — **IMPROVED SECURITY & COMPLIANCE**

8 — **GO GREEN**

9 — **END USER SATISFACTION & PRODUCTIVITY**

10 — LOW OPERATING EXPENSE — **NO CAPITAL EXPENDITURE**

POWERED BY

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Recent Xerox Awards

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Xerox Business Solutions / Xerox Letter

Alabama Community College System   February 8, 2024
Tokrica Mack
Attn: Joint Purchase Agreement Initiative
135 South Union Street Suite #158
Montgomery, Alabama 36104

RE: ACCS-2024-01

Ms. Mack,

Please accept this letter as a Certificate of Original Equipment Manufacturer. Xerox Corporation is the Original Equipment Manufacturer of Xerox products provided by Xerox Business Solutions Southeast (XBS Southeast) in response to RFB ACCS-2024-01.

XBS Southeast is a wholly owned subsidiary of Xerox Corporation and as such, is an authorized channel for Xerox equipment, certified service, OEM parts and consumable supplies in the state of Alabama.

Please let me know if you have any questions.

Sincerely,

Director of Operations
Xerox Corporation
james.quantrille@xerox.com
4151 Lafayette Center Drive
Chantilly, VA 20151
(703) 656-2824

Product Brochures

Y

Xerox® C410 Color Printer and Xerox® B410 Printer

Brilliantly dependable.

Simplicity meets benchmark reliability and comprehensive security with the C410 and B410 — printers that get the job done. With right-sized functionality, including fast print speeds, high-quality output and optional Wi-Fi, it's everything you need and nothing you don't.

EASE COMES STANDARD

The C410 Color Printer and B410 Printer are ready to work hard right out of the box without IT support. The Xerox® Easy Assist App provides guided, hassle-free Wi-Fi setup through the convenience of your mobile phone, so you can get on with your day and start printing in minutes, not hours.

Perfect for small to mid-size teams that need dependable printing, these devices are incredibly easy to use, supporting productivity instead of getting in your way. The 4.3-inch touch screen simplifies every interaction, and makes the printer status clear.

With day-in, day-out reliability, you can trust these devices to work just as hard as you. That translates to one less thing on your mind and off your plate. Without printer worries, you're free to do what you do best.

CONVENIENTLY COMPACT

Time and office space are at the top of your list. That's why these devices are specially designed to help you get more out of both.

Ideal for point-of-need and tight office spaces, the C410 Color Printer and B410 Printer are quiet, lightweight and have a small footprint. Whether it's under a counter, at a reception area or on a desk, these right-sized printers fit exactly where you need them to.

MAKE WORK EASIER

Think you need to call IT for maintenance or troubleshooting? Think again.

Advanced tools such as Xerox Easy Assist, Xerox® Print Drivers and the Xerox® Print and Scan Experience provide enhanced productivity features and offer a better way to install, use, monitor and manage your printer.

In addition, the C410 Color Printer and B410 Printer are made for mobile workers like you, with built-in support for Apple® AirPrint®, Mopria and Wi-Fi Direct.[1]

With the ability to print Microsoft Office files directly from a USB drive, it's even easier to keep work moving.

SUSTAINABLE SAVINGS

Made up of 25% or more post-consumer recycled plastic, the C410 Color Printer and the B410 Printer give new meaning to being environmentally responsible. These devices meet the strictest globally recognized standards for product environmental performance, including EPEAT, Blue Angel and ENERGY STAR®. The Xerox® Green World Alliance® program simplifies collection, reuse and recycling of spent imaging supplies.[2]

QUALITY THAT CAN'T BE MISSED

The C410 Color Printer elevates your everyday communications with vibrant color that creates impact. And when black-and-white printing is all that's needed, the high resolution of the B410 delivers crisp text and sharp lines so your important documents look their best.

OPTIONAL ACCESSORIES

Take your capabilities further with accessories to support your evolving needs:

- 550+100-Sheet Tray[3]
- 550-Sheet Tray[4] – (requires the 550+100-Sheet Tray – C410 only)
- Wireless Network Adapter
- 500+GB Hard Disk
- Printer Stand
- Adjustable Stand[5]

[1] Requires optional Wireless Network Adapter.

[2] Green World Alliance is not available in all countries. Please check local availability

[3] Xerox C410 Color Printer only

[4] Add up to 2 additional 550-Sheet Trays for Xerox C410 Color Printer and add up to 3 additional 550-Sheet Trays for the Xerox B410 Printer.

[5] Availability varies by geography. Contact your Xerox sales representative for more information.

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Xerox C410 Color Printer and Xerox B410 Printer

DEVICE SPECIFICATIONS	XEROX C410	XEROX B410
Speed[1]	Up to 42/40 ppm Letter/A4	Up to 50/47 ppm Letter/A4
Duty Cycle[2]	Up to 125,000 pages/month	Up to 175,000 pages/month
Processor	1 GHz Dual Core Processor	
Memory/Storage/Hard Drive	1GB RAM/8GB eMMC/**Optional**: 500+ GB HDD	
Connectivity	Hi-Speed USB 2.0 (Type A), Hi-Speed USB (Type B) Gigabit Ethernet/**Optional:** Wireless Network Adapter (802.11 b/g/n/ac)	
Dimensions and Weights (H x W x D)	12.5 in x 17.9 in x 16.6 in/47 lbs 318 mm x 455 mm x 421 mm/21 kg	16.6 in x 16.9 in x 18.5 in/38 lbs 422 mm x 429 mm x 470 mm/17 kg
Print Resolution	1200 x 1200 dpi, 4800 Color Quality	1200 x 1200 dpi, 2400 Image Quality
First-Print-Out Time	As fast as 6.4 seconds color/6.1 seconds black-and-white	As fast as 5.4 seconds black-and-white
Page Description Languages	PostScript® 3 Emulation, PCL® 6 Emulation, PCL 5 Emulation, PDF v1.7 Emulation, Direct Image	
Print Features	One Touch UI, Print Quality, Normal, Secure, Saved and Sample Set Job Types, Duplex, Orientation, Collation, Print Job ID in Margins, Draft Mode, N-up, Booklet Layout, Watermark, Tray and Toner Status, Rotate Image 180 Degrees, Saved Settings, Earth Smart Settings	
Mobile Printing	Apple AirPrint, Mopria Print Service, Chromebook, Wi-Fi Direct®[3]	
Security	Digitally Signed Firmware Updates, Trusted Platform Module (TPM), TLS 1.3, FIPS 140-2, Certificate Management, Secure Password Reset, TCP Connection Filtering, Port Filtering, Access Controls, Confidential Print, Non-Volatile Memory Wipe, Protected USB Ports, IPSec, Image Overwrite[4]	
WI-FI SECURITY		
Wi-Fi Security	Infrastructure (BSS) Mode, WEP Encryption (64 & 128 bit keys), WPA2/WPA Personal AES PSK, WPA2-Personal, WPA3 Support, 802.1x; EAP-MD5, EAP-MSCHAPv2, EAP-TLS, EAP-TTLS (CHAP/MSCHAP/MSCHAPv2/PAP), LEAP, PEAP	
Print Drivers	Windows® 11, Windows® 10, Windows Server 2022, Windows Server 2019, Windows Server 2012 R2, Windows Server 2012. macOS 13.x, macOS 12.x, macOS 11.x. Microsoft Universal Print. For the latest information about supported Operating Systems, please visit our Drivers & Downloads page and specify your device at **support.xerox.com**.	
MEDIA HANDLING		
Main Tray	Up to 250 sheets of 75 gsm; Custom sizes: 3.9 x 5.8 in to 8.5 x 14 in/98 x 148 mm to 216 x 356 mm	Up to 550 sheets of 75 gsm; Custom sizes: 4.1 x 5.8 in to 8.5 x 14 in/105 x 148 mm to 216 x 360 mm
Manual Feed Slot	1 sheet; Custom sizes: 3 x 5 in to 8.5 x 14 in/ 76 x 127 mm to 216 x 356 mm	N/A
Bypass Tray	N/A	Up to 100 sheets of 75 gsm; Custom sizes: 3 x 5.8 in to 8.5 x 14 in/76 x 148 mm to 216 x 360 mm
550-Sheet Tray (requires the 550+100-Sheet Tray - C410 only) **Optional:** Add up to 2 additional 550-sheet trays	Up to 550 sheets of 75 gsm; Custom sizes: 5.8 x 8.3 in to 8.5 x 14 in/ 148 x 210 mm to 216 x 356 mm	Up to 550 sheets of 75 gsm; Custom sizes: 4.1 x 5.8 in to 8.5 x 14 in/105 x 148 mm to 216 x 360 mm
550+100-Sheet Tray (optional) 100-Sheet Tray	Up to 100 sheets of 75 gsm; Custom sizes: 3 x 5 in. to 8.5 x 14 in/ 76 x 127 mm to 216 x 356 mm	N/A
550-Sheet Tray (requires the 550+100-Sheet Tray - C410 only)	Up to 550 sheets of 75 gsm; A4, A5 and Custom sizes: 5.8 x 8.3 in to 8.5 x 14 in/148 x 210 mm to 216 x 356 mm	N/A
Paper Output	Up to 125 sheets of 75 gsm paper, face down	Up to 250 sheets of 75 gsm paper, face down
Media Types	Plain Paper, Light Paper, Heavy Paper, Letterhead, Cardstock, Recycled, Bond, Labels, Glossy, Vinyl, Pre-Printed, Envelopes, Colored Paper, Rough Cotton, Custom	
Media Weights Main Tray	60 to 200 gsm	60 to 120 gsm
Manual Feed Slot	60 to 200 gsm	N/A
Bypass Tray	N/A	60 to 216 gsm
550-Sheet Tray (requires the 550+100-Sheet Tray - C410 only)	60 to 176 gsm	60 to 120 gsm
550+100-Sheet Tray	60 to 176 gsm	N/A
Device Management	**Xerox Easy Assist App**, Xerox® Embedded Web Server, Xerox® CentreWare® Web, Email Alerts, Apple Bonjour®	

WHAT COMES IN THE BOX

- Xerox C410 Color Printer or B410 Printer
- Power Cord
- Installation Guide
- Product Safety Sheet
- Quick Use Guide
- Software and Documentation CD
- Pre-installed Starter Capacity Print Cartridges: One of each (Cyan, Magenta, Yellow) 2,000 print capacity[5]; Black cartridge: 2,400 print capacity[5] (Xerox C410 Color Printer)
- Pre-installed Starter Capacity Black Print Cartridge: 6,000 print capacity[6] (Xerox B410 Printer)

CERTIFICATIONS

To view the latest list of certifications, go to **xerox.com/OfficeCertifications**.

SUPPLIES AND OPTIONS

C410: **https://www.office.xerox.com/latest/C41SS-01U.pdf**
B410: **https://www.office.xerox.com/latest/B41SS-01U.pdf**

WARRANTY

1-year warranty (Geography Dependent)

[1] Declared print speed in accordance with ISO/IEC 24734.
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis.
[3] Requires Wireless Network Adapter
[4] Requires 500+GB Hard Disk
[5] C410: Average standard pages. Declared yield in accordance with ISO/IEC 19798. Yield will vary based on image, area coverage and print mode.
[6] B410: Average standard pages. Declared yield in accordance with ISO/IEC 19752. Yield will vary based on image, area coverage and print mode.
 For more information, visit **office.xerox.com/latest/SUPGL-01.PDF**.

Discover more at **xerox.com**.

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Xerox® VersaLink® Printers

The fast, friendly, and well-connected workplace assistant.

B610

ConnectKey®
Technology

xerox™

Xerox® VersaLink® B610 Printer

The fast, full-featured and office-friendly VersaLink® B610 is anything but your basic black-and-white printer. In fact, VersaLink® sets a new standard for what you can expect in workgroup productivity from Xerox. Home or away, this highly configurable, cloud-connected workplace assistant delivers completely new capabilities that go far beyond the competition — at a competitive price.

EASY, SMART AND SECURE.

Right out of the box, you'll count on your VersaLink® B610 to make your business work more efficiently. From IT-free installation wizards, to step-by-step configuration options, you're ready to go — hassle-free.

Superior reliability comes from a new hardware design with fewer moving parts, strengthened paper-path components, and a more advanced Hi-Q LED print head.

VersaLink® devices are loaded with features designed to reduce inefficiency. Device management and user training can be done anywhere with the time-saving Remote Control Panel.

The most security-minded businesses and governments choose Xerox. We offer a comprehensive approach to print security that includes a powerful mix of built-in features and services that mitigate risk through a vigorous focus to prevent unauthorized access, detect suspect or malicious behavior, and protect data and documents.

CUSTOMIZABLE, APP-BASED FUNCTIONALITY.

The customizable 5-inch color touchscreen lets you breeze your way through tasks and functions with mobile-like ease.

Xerox® ConnectKey® Apps, accessed via the extensive Xerox App Gallery, provide expanded functionality — like the optional cloud connectors, which provide secure access to various cloud repositories for easy file printing.

Users on the go get more done in less time with native @printbyXerox support. They simply submit their print job from any email-enabled device. Once at work, they

securely log in to @printbyXerox on the VersaLink® B610 to retrieve their job. And with Simple ID, individual users and groups enter a user ID and password once to experience fast, secure access to task-specific presets and commonly used apps on a personalized home screen.

THE XEROX® EASY ASSIST APP.

This app simplifies installation, monitoring and management of your printer or MFP right from your mobile phone. It provides easy access to self-support services and real-time monitoring of printer performance. And, Xerox® Smart Start Software takes the guess work out of setup by automating the installation of the latest software for your printer or MFP on your computer – all without IT support – allowing you to be up and running quickly.

CLOUD AND MOBILE CONNECTIVITY.

The VersaLink® B610 Printer gives you the freedom to work where and how you want — with access to Google Drive™, Microsoft® OneDrive® and DropBox™ and additional options through the Xerox App Gallery.

VersaLink® devices deliver for today's mobile workers with Apple® AirPrint®, Xerox® Print Services plug-in for Android™, Near Field Communication (NFC) Tap-to-Pair and Mopria®, plus optional Wi-Fi and Wi-Fi Direct.

Learn more about why Xerox is the only choice for today's mobile professionals by visiting **www.xerox.com/Mobile**.

ENVIRONMENTAL STEWARDSHIP.

VersaLink® devices meet or exceed the requirements of the world's most widely recognized certifications for product

environmental performance, including EPEAT®, which verifies manufacturer claims regarding design, production, energy use and recycling. (**See the complete list of EPEAT-verified VersaLink® products.**)

For more information about our environmental, health, safety and sustainability efforts, visit **www.xerox.com**.

XEROX® CONNECTKEY® TECHNOLOGY.

Intuitive User Experience
A 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 cloud-hosted services that let you work where, when and how you want.

Benchmark Security
Comprehensive security that includes a powerful mix of built-in features and services to prevent unauthorized access, detect suspect or malicious behavior, and protect data and documents.

Enables Next Generation Services
Easy integration of Xerox® Intelligent Workplace Services. Enables remote monitoring of service delivery and consumables.

Gateway to New Possibilities
Instantly extend your capabilities with real-world apps from the Xerox App Gallery, or talk with one of our partners to design and develop a solution specific to your business needs.

Find out more about how you'll work smarter at **www.ConnectKey.com**.

Xerox® VersaLink® B610 Printer

1 **500-sheet output tray** with full tray sensor.

2 **The internal Card Reader Bay/Internal Card Reader Compartment** is located behind the touchscreen (External Card Reader/RFID Kit is required when Finisher/Mailbox is included).

3 **A front-side USB port[1]** allows users to quickly print from any standard USB memory device.

4 **The 150-sheet Bypass Tray** handles media sizes from 3 x 5 in. to 8.5 x 14 in./76 x 127 mm to 216 x 356 mm.

5 **Tray 1** handles up to 550 sheets with custom sizes of 2.5 x 8.5 in. to 8.5 x 14 in./76 x 127 mm to 216 x 356 mm.

6 **The optional Cabinet** (includes stabilizers) provides storage for toner cartridges and other supplies.

7 **The optional High Capacity Feeder** (includes Caster Base) adds up to 2,000 sheets with standard sizes of 8.5 x 11 in./A4.

8 **Add up to 4 additional 550-sheet paper trays** that handle sizes from 2.5 x 8.5 in. to 8.5 x 14 in./ 76 x 127 mm to 216 x 356 mm (maximum of 2 additional trays with optional Cabinet, maximum of 1 additional tray with High Capacity Feeder).

9 **The optional Finisher** collates and staples sets of up to 50 sheets and includes a 500-sheet output tray.

10 **The optional Mailbox** includes 4 bins and each tray can handle up to 100 sheets.

[1] USB ports can be disabled.

INTRODUCING TOUCHSCREEN SUPERIORITY.

Meet the industry's most advanced, 5-inch color touchscreen interface. It's a user experience that sets a higher standard for customization, personalization and versatility.

By presenting a familiar "mobile" experience — with support for gestural 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 like 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® B610 Printer get more work done, faster.

Xerox® VersaLink® B610
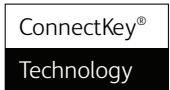
The VersaLink® B610 is built on Xerox® ConnectKey® Print Service Technology. For more information, visit **www.ConnectKey.com**.

DEVICE SPECIFICATIONS	VersaLink® B610 Printer
Speed[1]	Up to 65 ppm letter/Up to 63 ppm A4
Duty Cycle[2]	Up to 300,000 pages/month
Hard Drive/Processor/Memory	1.05 GHz ARM Dual Core/2 GB/Optional 320 GB HDD
Connectivity	Ethernet 10/100/1000 Base-T, High-speed USB 3.0, Wi-Fi 802.11n and Wi-Fi Direct with optional Wi-Fi Kit (concurrent wired and wireless connections supported), NFC Tap-to-Pair
Controller Features	Configuration Cloning, Xerox Extensible Interface Platform®, Xerox® App Gallery App, Xerox® Standard Accounting Tool, Online Support
Paper Handling Paper Input Standard	**Bypass Tray:** Up to 150 sheets; Custom sizes: 3 x 5 in. to 8.5 x 14 in./76 x 127 mm to 216 x 356 mm **Tray 1:** Up to 550 sheets; Custom sizes: 3 x 7.5 in. to 8.5 x 14 in./76 x 190 mm to 216 x 356 mm
Optional	**Up to 4 Additional Trays:** Up to 550 sheets each; Custom sizes: 3 x 7.5 in. to 8.5 x 14 in./76 x 190 mm to 216 x 356 mm
	High Capacity Feeder: Up to 2,000 sheets; Standard sizes: 8.5 x 11 in./A4
Paper Output Standard	500 sheets
Optional	**Finisher**: 500-sheet tray, 50-sheet stapling **Mailbox**: Four 100-sheet bins
Automatic Two-sided Output	Standard
Copy and Print Resolution	Up to 1200 x 1200 dpi
First-Page-Out Time	As fast as 3.7 seconds
Page Description Languages	PCL® 5e/PCL 6/PDF/XPS/TIFF/JPEG/HP-GL/Adobe® PostScript® 3™
INTUITIVE USER EXPERIENCE	
Customize and Personalize	Walkup customization, Personalize Home Screen by User, Multiple Home Screens with Simple ID, Customize by Site and Function or Workflow with Xerox App Gallery
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring and Xerox® Global Print Driver®
Xerox® Embedded Web Server	PC or mobile — Status Information, Responsive Design, Settings, Device Management, Cloning
Remote Console	Remote Control Panel
Print Features	Print from USB, Secure Print, Sample Set, Personal Print, Saved Job, Earth Smart Driver Settings, Job Identification, Booklet Creation, Store and Recall Driver Settings, Bi-directional Real-time Status, Scaling, Job Monitoring, Application Defaults, Two-sided Printing (as default), Skip Blank Pages, Draft Mode
MOBILE AND CLOUD READY	
Mobile Printing	Apple® AirPrint®[3], Mopria® Certified, Mopria® Print Service Plug-in for Android™, Xerox® @printbyXerox App, Xerox® Print Services plug-in for Android™
Mobility Options	Xerox® Mobile Print Solution and Xerox® Mobile Print Cloud App, Connect via NFC/Wi-Fi Direct Printing Visit **www.xerox.com/OfficeMobileApps** for available apps
Cloud Connectors[4]	Print from Google Drive™, Microsoft® OneDrive®, Dropbox™, Microsoft Office 365®, Box®, Xerox® DocuShare® Platform and more
BENCHMARK SECURITY	
Network Security	IPsec, HTTPS, encrypted email. Network Authentication, SNMPv3, SSL/TLS 1.3, Security Certificates, Pre-installed Self-signed Certificates, Cisco® Identity Services Engine (ISE) integration
Device Access	Firmware Verification, User access and internal firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Smart Card Enabled (CAC/PIV/.NET), Xerox® Integrated RFID Card Reader, Trusted Platform Module (TPM)
Data Protection	Setup/Security Wizards, Job Level Encryption via HTTPS/IPPS submission, Encrypted hard disk (AES 256-bit, FIPS 140-2) and image overwrite, Encrypted Apps with Embedded Certificate Support
Document Security	Secure Print
ENABLES NEXT GENERATION SERVICES	
Print Management	Xerox® Standard Accounting; **Optional:** Xerox® Workplace Cloud/Suite, Nuance Equitrac, Ysoft SafeQ, PaperCut and more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® Device Manager, Xerox® Support Assistant App, Auto Meter Read, Managed Print Services tools, Configuration Cloning
Sustainability	Cisco EnergyWise®, Earth Smart Printing, EPEAT-verified, Print User ID on margins
GATEWAY TO NEW POSSIBILITIES	
Xerox App Gallery	Many apps and cloud services available. Visit **www.xerox.com/AppGallery** for a growing selection of Xerox® apps available for adding functions

[1] Declared print speed in accordance with ISO/IEC 24734. [2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis;
[3] Visit **www.apple.com** for AirPrint Certification list [4] Optional download from Xerox App Gallery to the Printer — **www.xerox.com/XeroxAppGallery**.

Certifications
To view the latest list of certifications, go to
www.xerox.com/OfficeCertifications.

Supplies
Standard Capacity Toner Cartridge:
Black: 10,300 pages[5]   106R03940
High Capacity Toner Cartridge:
Black: 25,900 pages[5]   106R03942
Extra High Capacity Toner Cartridge:
Black: 46,700 pages[5]   106R03944
Drum Cartridge: 60,000 pages[6]   101R00582

Options
550-sheet Feeder	097S04949
2,000-sheet High Capacity Feeder (includes Caster Base)	097S04948
Cabinet (includes stabilizers)	097S04994
Caster Base	097S04954
Finisher (500 sheets, 50-sheet stapler)	097S04952
4-Bin Mailbox (100 sheets per bin)	097S04953
Wireless Network Adapter (Wi-Fi Kit)	497K16750
Productivity Kit with 320 GB HDD	497K18360
RFID Card Reader Kit	497K18380

[5] Average standard pages. Declared Yield in accordance with ISO/IEC 19752. Yield will vary based on image, area coverage and print mode.

[6] Approximate pages. Declared yield will vary depending on job run length and media size/orientation and machine speed. For more information, visit **https://www.office.xerox.com/latest/SUPGL-01.PDF**.

Configurations vary by geography.

For more detailed specifications, go to **www.xerox.com/VersaLinkB610Specs**.
For more information, visit us at **www.xerox.com/Office**.

xerox™

Xerox® VersaLink® B625 Multifunction Printer

Who says you can't have it all? Or do it all? The B625 is the total package — small enough to fit where you need it and fast enough to support high print and scan volumes, this Workplace Assistant is made for demanding, high-performing work teams. Plus, it offers a personalized user experience, built-in security and unmatched future-proof flexibility. How's that for having it all?

COMPACT WITHOUT COMPROMISE

Make the most out of every square foot of your office space with the small footprint of the B625. Outrageously capable, this workhorse takes up less space but gets just as much work done. It's perfectly sized for scaled-back office spaces and hybrid work environments, where space is a premium and there's no room for disruption.

AUTOMATED PRODUCTIVITY

Get up to speed in no time with a tablet-like touch screen that balances simplicity and time-saving efficiency. The familiar, intuitive user interface (UI) guides you through tasks, eliminating extra steps. Having the ability to personalize the UI provides the freedom to work the way you want, allowing you to breeze through tasks.

Mobility features, such as AirPrint, Mopria and optional Wi-Fi Direct, take the hassle out of printing directly from your favorite mobile devices. With the VersaLink B625, more capabilities means added convenience, not more complexity. Leading-edge scanning functionality and automation of complex physical and digital workflows allow you to scan, digitize and route information without missing a beat, reducing errors and saving time.

DISRUPTION-READY TECHNOLOGY

Your work is always evolving, so you need technology that's always a step ahead.

The Xerox® ConnectKey® Technology-enabled VersaLink adjusts quickly to the evolving needs of your organization.

Translator. Proofreader. Do-it-all digitizer. Now you can tackle whatever work throws at you. Stay ready with the Xerox App Gallery, an ever-growing portfolio of cloud-hosted apps and productivity tools. You can also tailor solutions to your specific needs through the Xerox® Personalized Application Builder.

With access to the optional Xerox® Workflow Central Platform, a cloud-based solution that takes the guesswork out of converting physical and digital files into usable formats right from the VersaLink user interface, even complicated work processes are simple. For example, summarize a lengthy report, translate it and share with your team in just a few quick steps.

SMARTER, MORE SOPHISTICATED SECURITY

The Security Dashboard simplifies printer security management on the VersaLink B625. A comprehensive range of proactive security features stops security threats where they start, preventing malicious attacks, proliferation of malware, unauthorized access or changes and breaches that lead to downtime.

To simplify security event reporting and management, the VersaLink B625 can integrate with Security Information and Event Management (SIEM) Tools.

Proactive features constantly monitor, detect and block threats in real time. Automated security responses provide invaluable time savings and peace of mind.

QUALITY THAT'S A CUT ABOVE

The B625 delivers a high-resolution output of 1200 x 1200 dpi, with crisp text and sharp lines to elevate your important documents.

SUSTAINABLE THROUGH AND THROUGH

Made up of more than 25% post-consumer recycled plastic, the VersaLink gives new meaning to being environmentally responsible. These devices meet the strictest globally recognized standards for product environmental performance, including EPEAT, Blue Angel and ENERGY STAR®. The Xerox® Green World Alliance® program simplifies collection, reuse and recycling of spent imaging supplies. This program is central to our commitment to waste-free products.*

XEROX CONNECTKEY TECHNOLOGY

With Xerox ConnectKey Technology, you can bridge the divide between the physical and digital worlds to build a high performing work environment, so you can get more done, in less time. Learn more at **ConnectKey.com**.

*Green World Alliance is not available in all countries. Please check local availability.

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Xerox VersaLink B625
Multifunction Printer — Specifications

ConnectKey®
Technology

DEVICE SPECIFICATIONS	VERSALINK B625
Speed[1]	Up to 65/61 ppm Letter/A4
	Duplex print speed: 39/37 ipm Letter/A4
Monthly Duty Cycle[2]	Up to 300,000 pages
Processor/Memory/Hard Drive	Quad Core 1.2GHz/4 GB system memory/32GB eMMC/**Optional:** 500+GB HDD
Connectivity	Ethernet 10/100/1000 Base-T, High-speed USB 2.0 direct print, NFC, **Optional:** Wi-Fi/Wi-Fi Direct with Xerox® Wireless Network Adapter
Copy and Print Resolution	**Copy:** 600 x 600 dpi; **Print:** 1200 x 1200 dpi
First-copy-out Time (as fast as)	As fast as 4.6 seconds black-and-white
First-print-out Time (as fast as)	As fast as 4.1 seconds black-and-white
Page Description Languages	Adobe® PostScript® 3™, Adobe® PDF, PCL® 5c/PCL® 6
Paper Input[4] Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** Up to 75/72 ppm simplex/150/144 ipm duplex Letter/A4. 200 sheets; Custom sizes: 3.0 x 5.0 in to 8.5 x 14 in/76 x 127 mm to 216 x 355 mm
	Bypass Tray: 100 sheets; Custom sizes: 3 x 5 in to 8.5 x 14 in/76.2 x 127 mm to 216 x 356 mm
	550-Sheet Tray: 550 sheets; Custom sizes: 3.9 x 7.5 in to 8.5 x 14 in/ 8.4 x 191 mm to 216 x 356 mm
Optional	**Up to 3 additional 550-Sheet Trays:** 550 sheets; Custom sizes: 3.9 x 7.5 in to 8.5 x 14 in/98.4 x 191 mm to 216 x 356 mm
	2,100-Sheet Tray: 2,100 sheets; Custom sizes: 8.27 x 5.83 in to 8.5 x 14 in/210 x 148 mm to 216 x 356 mm (Requires Caster Base)
	Caster Base: Requires optional 550-Sheet Tray or 2,100-Sheet Tray
Paper Output/Finishing[4]	550 sheets/N/A

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps, Enable Adaptive Learning to set up shortcuts for repetitive and complex jobs. Copy, scan or email without touching the user screen using the automatic touchless workflow accelerators
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver, Microsoft Universal Print
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog, Remote Control Panel
Print Features	Print from USB, Print from Cloud Repositories (Dropbox, OneDrive, Google Drive), Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode
Scan and Fax	Optical Character Recognition (OCR), Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax, includes LAN Fax, Direct Fax, Fax Forward to Email, Fax dialing, Unified Address Book, Server Fax, TWAIN driver (scan); **Optional:** Scan to Cloud Repositories (Dropbox, OneDrive, Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	**Optional:** Wi-Fi Direct, Wi-Fi (802.11 b/g/n/ac) AirPrint (iOS) including iBeacon[3] (Bluetooth) for AirPrint Discovery
Mobile Printing	Mopria® Print, Apple® AirPrint®, Xerox® Print Service (Android), @PrintByXerox App; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple® AirPrint® Scan; **Optional:** Xerox® Workplace Mobile App (iOS/Android); **Optional:** Scan to Microsoft OneDrive, Google Drive and DropBox
Cloud Ready	Remote services enabled, native "Print from" Cloud Repositories (Dropbox, OneDrive, Google Drive), Integration with Cloud Identity Providers (IdP) Okta, Ping Identity, and Micros Azure; **Optional:** Native "Scan to" Cloud Repositories (Dropbox, OneDrive, Google Drive), direct connection to cloud-hosted services via optional apps (accessed via Xerox App Gallery app or visit **xerox.com/AppGallery**), **Xerox WorkFlow Central Platform**

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, LogRhythm SIEM, Splunk SIEM, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, Local Authentication (Internal Database), FIPS 140
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog, Trusted Platform Module (TPM 2.0), Log-in with Okta, Ping Identity, and Microsoft Azure credentials, NFC Standard; **Optional:** Xerox® RFID Card Reader, (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**)
Data Protection	Firmware Verification, Trusted Boot, Job Level Encryption via HTTPS and Drivers, Encrypted Storage (AES 256-bit), Encrypted and Signed Email; **Optional:** Xerox® Workplace Cloud/Suite Content Security, Encrypted Hard Disk (AES 256-bit) with Image Overwrite[5]

ENABLES MANAGED PRINT SERVICES

Print Management	Xerox® Standard Accounting Feature; **Optional:** Xerox® Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web Server, Xerox® Support Assistant, Automated Meter Read, Xerox® Workplace Cloud Fleet Management Solution, Fleet Orchestrator, Configuration Cloning; **Xerox Easy Assist App**; **Optional:** Managed Print Services Suite, cloud-based remote management with Xerox Workplace Cloud
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, convert text to audio or handwritten notes to text files, and paper documents to Microsoft applications, all from a single cloud-based platform. Or visit **xerox.com/WorkplaceApps** to find apps by industry or workflow.
Software and Solutions	Xerox® DocuShare® (**xerox.com/ecm**), XMPie® (**xerox.com/XMPie**), Xerox® Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] Declared in accordance with ISO/IEC 24734
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis
[3] Wireless Network Adapter is required for iBeacon
[4] Paper capacities are based on 20 lb/75 gsm stock; capacities will vary with different weight stocks
[5] Requires 500+GB Hard Disk

Certifications: **xerox.com/OfficeCertifications**
Detailed specifications and consumables information for the B625:
office.xerox.com/latest/V62SS-01U.pdf

More information is available at **xerox.com/VersaLinkB625**.

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Xerox® VersaLink®
Multifunction Printer

The Workplace Assistant that can do it all. Even print.

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Xerox® VersaLink® B7125/B7130/B7135
Multifunction Printer

What will you need tomorrow? It's tough to predict the future, but with VersaLink, it's easy to be prepared. In fact, print just scratches the surface of what's possible. Along with built-in, comprehensive security features, these Workplace Assistants deliver the everyday, must-have capabilities you need now, with plenty of room to add new features as your work evolves.

ADAPTABLE TECHNOLOGY THAT FLEXES WITH YOU

Your work is always evolving, so you need technology that's always a step ahead. Xerox® ConnectKey® Technology-enabled VersaLink provides the adaptability needed to support advancements in technology and work processes. With regular firmware updates and an ever-growing collection of productivity tools delivered with the App Gallery, VersaLink helps you stay ahead of the change.

BREEZE THROUGH TASKS EFFORTLESSLY

Getting up to speed is easy with a tablet-like touch screen that balances simplicity and time-saving efficiency. The familiar, intuitive user interface (UI) guides you through tasks, eliminating extra steps. And the ability to personalize the UI empowers you to work the way you want.

Mobility features, like Wi-Fi Direct, take the hassle out of printing directly from your favorite mobile devices. Near Field Communication (NFC) lets you authenticate with a smartphone to connect in seconds, and the Xerox® Quick Link app enables you to quickly connect and print without IT support, reducing the burden on IT teams.

And with VersaLink Devices, more capabilities means added convenience, not more complexity. Leading-edge scanning functionality and automation of physical and digital workflows allow you to scan, digitize and route information without missing a beat, reducing errors and saving time. Furthermore, industry-specific apps for education, healthcare, legal and more help you stay plugged in and productive.

HELLO, DIGITAL RESILIENCE

Translator. Proofreader. Form checker. Do-it-all digitizer. VersaLink makes it easy to tackle the hardest challenges. Stay ready with access to an expanding portfolio of cloud-hosted apps and the ability to tailor solutions for your specific needs through the Xerox Partners program.

And with access to Xerox® Workflow Central Platform, a cloud-based solution that takes the guesswork out of converting physical and digital files into usable formats right from the VersaLink user interface, even complicated work processes are easy. It helps you get the most out of your Workplace Assistant, so you can stay productive and secure from the office or on the move.

PROACTIVE SECURITY YOU CAN COUNT ON

VersaLink's multi-layered protection safeguards all system components. A comprehensive range of proactive security features stop even the most sophisticated security threats where they start, preventing malicious attacks, proliferation of malware, unauthorized access or changes and breaches that lead to downtime.

To simplify security event reporting and management, VersaLink Devices can integrate with Security Information and Event Management (SIEM[1]) Tools. McAfee® whitelisting constantly monitors, detects and blocks threats in real time. And automated security responses provide invaluable time savings and peace of mind.

SUPERIOR IMAGE QUALITY

With high-resolution output of 1200 x 1200 dpi, the VersaLink takes your documents to the next level with sharp image quality. Rich blacks and smoother shades give your communications impact, while crisp text enhances clarity and legibility.

SUSTAINABILITY WITHOUT COMPROMISE

All VersaLink Devices meet or exceed the strictest globally recognized standards for sustainability, including EPEAT and ENERGY STAR®, providing environmental benefits without ever having to compromise on performance or quality.

XEROX CONNECTKEY TECHNOLOGY

Intuitive User Experience
Tap into a tablet-like experience with gesture-based touch screen controls. Easy personalization, plus simple workflows and functions.

Mobile and Cloud Ready
Enjoy mobile flexibility with cloud-hosted services. Instantly connect to cloud and mobile devices right from the user interface.

Comprehensive Security
Prevent unauthorized access, detect threats and protect data and documents with built-in proactive security features.

Enables Managed Print Services
Boost workplace efficiency, productivity and security with seamless integration with Xerox® Managed Print Services.

Gateway to New Possibilities
Do your best work with the apps from the Xerox App Gallery. Don't see an app for your specific need? Our partners can develop a custom solution for you.

Learn more about expanding and customizing your capabilities at **ConnectKey.com.**

Xerox® VersaLink® B7125/B7130/B7135 Multifunction Printer

Configuration

130-sheet² Single-Pass Duplex Automatic Document Feeder (DADF) saves time by simultaneously scanning both sides of two-sided documents with up to 80 impressions per minute (ipm). High paper capacity drives productivity, especially for tasks that require large batches of scanned or copied documents.

User interface is an intuitive, tablet-like, 7-inch tiltable touch screen that allows you to complete tasks in just a few effortless taps and lets you personalize your experience. Gain access to 100+ productivity apps through the **Xerox App Gallery**. Try it out at **xerox.com/VersaLink7100UI.**

The standard 520-sheet² Tray 1 handles media sizes from 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm.

Card Reader Bay and embedded USB port.[3]

The 100-sheet Bypass Tray handles media sizes from 3.5 x 3.87 in to 11.69 x 17 in/88.9 x 98.4 mm to 297 x 431.8 mm.

MAXIMIZE PAPER CAPACITY WITH ONE OF THESE FEEDING OPTIONS²

The Single Tray Module (optional with desktop model) increases total paper capacity to 1,140 sheets (includes Bypass Tray).

The Stand Module offers total paper capacity of 1,140 sheets (includes Bypass Tray) and provides storage for toner cartridges and other supplies

The Three Tray Module (optional with desktop model) increases total paper capacity to 2,180 sheets (includes Bypass Tray).

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

The Envelope Tray can replace Tray 1 to provide feeding of up to 60 envelopes.

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

INCREASE VERSATILITY WITH FINISHING OPTIONS²

The Office Finisher provides advanced finishing functions, 500 sheet stacker, 3 position stapling and optional hole punch.

The Office Finisher with Booklet Maker simplifies booklet making, including score and saddle-stitch. Use it to create 64-page saddle-stitched booklets (2 to 16 sheets).

The Work Surface and Convenience Stapler staples up to 50 sheets and provides plenty of elbow room to sort documents.

The Dual Off-set Catch Trays[4] stack up to 250 sheets each.

The Integrated Office Finisher provides 500-sheet stacking and 50-sheet, dual position stapling.

Xerox® VersaLink® B7125/B7130/B7135 Multifunction Printer

ConnectKey®
Technology

DEVICE SPECIFICATIONS	VersaLink B7125	VersaLink B7130	VersaLink B7135
Speed[5]	Up to 25 ppm	Up to 30 ppm	Up to 35 ppm
Monthly Duty Cycle[6]	Up to 107,000 pages	Up to 129,000 pages	Up to 153,000 pages
Hard Drive /Processor/Memory	320 GB HDD[4]/1.05 GHz Dual core/4 GB Memory		
Connectivity	Ethernet 10/100/1000 Base-T, High-speed USB 3.0, Wi-Fi® and Wi-Fi Direct® with optional Wi-Fi Kit, NFC Tap-to-Pair		
Controller Features	Unified Address Book, Configuration Cloning, Scan Preview, Xerox Extensible Interface Platform®, Xerox® App Gallery App, Xerox® Standard Accounting Tool, Role Based Permissions, Convenience Authentication Enabled, Online Support		
Copy and Print Resolution	**Copy:** Up to 600 x 600 dpi; **Print:** Up to 1200 x 1200 dpi		
First-copy-out Time (as fast as)	As fast as 5.8 seconds black-and-white	As fast as 4.3 seconds black-and-white	As fast as 4.3 seconds black-and-white
First-print-out Time (as fast as)	As fast as 6.2 seconds black-and-white	As fast as 5.2 seconds black-and-white	As fast as 4.8 seconds black-and-white
Page Description Languages	PCL® 5e/PCL 6/PDF/XPS/TIFF/JPEG/HP-GL/optional Adobe® PostScript® 3™		
Paper Input[2] Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** 130 sheets; Speed: up to 80 ipm; Custom sizes: 1.93 x 3.35 in to 11.69 x 17 in/49 x 85 mm to 297 x 431.8 mm		
	Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.87 in to 11.69 x 17 in/88.9 x 98.4 mm to 297 x 431.8 mm		
	Tray 1: 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm		
Choose One	**Single Tray Module:** 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm **Single Tray with Stand Module:** 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm **Three Tray Module** (1,560 sheets): 520 sheets each; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm **Tandem Tray Module** (2,520 sheets): Tray 2: 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm; Tray 3: 870 sheets; Standard sizes: 8.5 x 11 in and 7.25 x 10.5 in/A4 or B5; Tray 4: 1,130 sheets; Standard sizes: 8.5 x 11 in and 7.25 x 10.5 in/A4 or B5		
Optional	**Envelope Tray:** Up to 60 envelopes: #10 commercial, Monarch, DL, C5; Custom sizes: 3.9 x 5.8 in to 6.4 x 9.5 in/98 x 148 mm to 162 x 241 mm **High-Capacity Feeder (HCF):** 2,000 sheets; Standard sizes: 8.5 x 11 in and 7.25 x 10.5 in/A4 or B5		
Paper Output/ Finishing[2] Standard	**500-sheet Center Tray**		
Optional	**Dual Off-set Catch Trays**[4]**:** 250 sheets each; Lower tray offsets **Integrated Office Finisher:** 500-sheet stacker, 50 sheets stapled, dual position stapling **Office Finisher:** 2,000-sheet stacker, 50 sheets stapled, 3-position stapling, optional hole-punch, optional booklet maker (score, saddle stitch) **Convenience Stapler and Work Surface:** Staples 50 sheets		

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Remote Control Panel
Print Features	Print from USB, Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode; **Optional:** Print From Cloud Repositories (Dropbox, OneDrive, and Google Drive) via optional apps
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or three-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); **Optional:** Scan To Cloud Repositories (Dropbox, OneDrive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); **Optional:** Wi-Fi Direct, Wi-Fi (802.11 b/g/n/ac)
Mobile Printing	Mopria® Print Service, Apple AirPrint™, Xerox® Print Service (Android), Xerox® @PrintByXerox App; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Cloud Ready	Remote services enabled; **Optional:** direct connection to cloud hosted services via optional apps (accessed via Xerox App Gallery app or visit **xerox.com/AppGallery**)

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee Enterprise Security Manager[1], LogRhythm SIEM[1], Splunk SIEM[1], Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, TPM; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET/SIPRNet)[7], Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**)
Data Protection	McAfee Embedded Control Whitelisting, Firmware Verification, Job Level Encryption via HTTPS and Drivers, Encrypted and Signed Email; Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite; **Optional:** Xerox Workplace Cloud/Suite Content Security, McAfee Integrity Control
Document Security	Under evaluation Common Criteria Certification (ISO 15408) full system against the HCD PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers

ENABLES MANAGED PRINT SERVICES

Print Management	Xerox® Standard Accounting; **Optional:** Xerox Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Configuration Cloning; **Optional:** Managed Print Services Suite, Cloud-based remote management with Xerox Workplace Cloud[7]
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM[1] Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

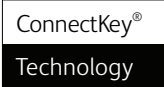|	
Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, convert text to audio or handwritten notes to text files, and paper documents to Microsoft applications, all from a single cloud-based platform. Or visit **xerox.com/WorkplaceApps** to find apps by industry or workflow
Software and Solutions	Xerox DocuShare (**xerox.com/ecm**), XMPie (**xerox.com/XMPie**), Xerox Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] SIEM support with Xerox® Device Manager; [2] Paper capacities are based on 20 lb/75 gsm stock; capacities will vary with different weight stocks. [3] USB ports can be disabled. [4] HDD and Dual Off-set Catch Trays are optional on Desktop model. [5] Declared print speed in accordance with ISO/IEC 24734. [6] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis; [7] Not available in all markets. Certifications: **xerox.com/OfficeCertifications**

More information is available at **xerox.com/VersaLink.**

xerox™

B8145/B8155/B8170

Xerox® AltaLink® Multifunction Printer

The Ideal Digital Workplace Assistant for Demanding Teams

ConnectKey®
Technology

xerox™

Xerox® AltaLink® B8145/B8155/B8170 Multifunction Printer

Want work done right? AltaLink® will help you do a lot more than just print. You can automate document workflows and connect to the systems that run your business — seamlessly. Protected by comprehensive security features, they are true Workplace Assistants that will free up time for you to do more of what really matters.

A PRODUCTIVE WORK EXPERIENCE FOR ALL

Feel right at home instantly with AltaLink®.

The intuitive and personalized tablet-like interface balances simplicity and efficiency and reduces steps to complete tasks with a single tap.

Native mobility features make it easy for workers to print from their mobile devices with advanced AltaLink® capabilities such as Xerox® @PrintByXerox App, Xerox® Print Service Plug-in for Android™ or AirPrint™. You can even copy, scan, or email without touching the user screen with AltaLink's touchless workflows.

AltaLink® Devices bridge the physical and digital worlds with apps and advanced scanning capabilities that allow you to digitize, route, and process information in a snap. Automate tedious tasks to save time and reduce errors with 1-Touch shortcuts or simply allow AltaLink's Adaptive Learning to automate repetitive and complex tasks.

Translate documents to 40 languages. Convert hard copy to audio for easy listening on the go. Get your hand written notes off the page and into shareable text. Redact content for confidentiality. And convert scans to Microsoft applications — all from the ever-growing Xerox® Workflow Central Platform.

RIGHT FIT FOR EVERY NEED

Big jobs, small jobs, and everything in between — AltaLink® can be customized to do it all. Your choice of finishing options and accessories means you can configure your device for any type of document.

Stay in the fast lane with access to the Xerox App Gallery. It's your gateway to a growing collection of apps designed to simplify time-consuming, repetitive, or complex processes as your business evolves.

Simplify IT support as your fleet grows. Fleet Orchestrator allows you to automatically and securely adjust configurations and settings on all your devices at once. Perform interactive training and support your users right from your desktop with the Remote Control Panel.

COMPREHENSIVE SECURITY

Stop threats where they start with the comprehensive protection that's trusted by the most security-minded businesses and governments.

Built-in security, including the AltaLink® Trusted Boot that protects the integrity of the device start-up process from malicious actions, McAfee® whitelisting and integrations with McAfee ePO, and Cisco ISE that neutralize threats instantly at the device and protect the network. Configuration Watchdog monitors and automatically remediates critical IT-defined security settings.

Protect sensitive documents from unintentional disclosure with AltaLink's Imaging Security - a proprietary marking and infrared detection technology.

Native integration with popular SIEM tools simplifies reporting and management of security events. Xerox® Printer Security Audit Service, available as part of Xerox® Intelligent Workplace Services, helps maximize printer fleet, document, and content security.

OUTPUT THAT RAISES THE BAR

The wow factor is easy to achieve with high-resolution 1200 x 2400 dpi output. Best-in-class HD Super Fine EA Toner delivers rich blacks and smoother shades of gray, giving your documents clarity and impact.

XEROX® CONNECTKEY® TECHNOLOGY

Intuitive User Experience
Enjoy a tablet-like experience with gesture-based touchscreen controls and easy personalization, plus simple workflows and functions.

Mobile and Cloud Ready
Be more mobile with cloud-hosted services and instant connectivity to cloud and mobile devices right from the user interface.

Comprehensive Security
Prevent unauthorized access, detect threats, and protect data and documents with built-in comprehensive security features.

Enables Intelligent Workplace Services
Seamless integration with Xerox® Intelligent Workplace Services delivers next-level workplace efficiency, employee productivity, and security.

Gateway to New Possibilities
Transform the way you work with the apps in the Xerox App Gallery. Or have one of our partners develop a custom solution for you.

Find out more about how you'll work smarter at **www.ConnectKey.com.**

Xerox® AltaLink® B8145/B8155/B8170 Multifunction Printer

Single-Pass Duplex Automatic Document Feeder (DADF) saves time by simultaneously scanning both sides of two-sided documents with up to 270 impressions per minute (ipm).

USER INTERFACE

Intuitive Tablet-like 10.1-inch Color Touchscreen is customizable and lets you perform tasks in just a few taps. Try it out at **xerox.com/AltaLink8100UI**.

PAPER INPUT[3]

Two 520-sheet Adjustable Trays (common 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./SRA3.

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

High Capacity Tandem Tray Configuration holds a total paper capacity of up to 3,140 sheets.

Bypass Tray handles up to 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm.

High Capacity Feeder (optional) holds 3,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 6,140 sheets.

INNOVATIVE TECHNOLOGIES

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

Near Field Communication (NFC) Tap-to-Pair allows users to tap their mobile devices to the AltaLink® B8100 Series user panel and quickly connect with the MFP.

Smart Proximity Sensor detects when users are nearby. It conserves energy during inactive periods and automatically activates the device when a user approaches.

PAPER OUTPUT/FINISHERS[3]

Office Finisher (optional) provides advanced finishing functions, optional crease/score and saddle-stitch booklet, capable of 60-page booklets (2 to 15 sheets).

Business Ready (BR) Finisher (optional) gives you advanced finishing functions at a great value.

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

BR Booklet Maker Finisher (optional) creates 64-page saddle-stitched booklets (2 to 16 sheets).

Dual Offset Catch Tray (available when no finishers are installed; Single Offset Catch Tray with finishers).

Integrated Office Finisher (optional with B8145/B8155) provides 500-sheet stacking and 50-sheet, 2-position stapling.

Convenience Stapler (optional) staples up to 50 sheets of 20 lb./75 gsm media.

LONG SHEET PRINTING

Long Sheet Feed Kit (optional) provides the ability to print up to 12.6 x 52 in./ 320 x 1,320 mm media.

[2] Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks

Xerox® AltaLink® B8145/B8155/B8170
Multifunction Printer

ConnectKey® Technology

DEVICE SPECIFICATIONS		ALTALINK® B8145	ALTALINK® B8155	ALTALINK® B8170
Speed[1]		Up to 45 ppm	Up to 55 ppm	Up to 72 ppm
Monthly Duty Cycle[2]		Up to 200,000 pages	Up to 300,000 pages	Up to 300,000 pages
Storage/Processor/Memory		Minimum 128 GB SSD; **Optional:** 500GB HDD/INTEL ATOM Quad Core, 1.9GHz/4 GB system memory		
Connectivity		10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, NFC; **Optional:** WiFi/WiFi Direct with Xerox® Dual Band Wireless Kit, Bluetooth (iBeacon)		
Copy and Print		**Copy Resolution:** Up to 600 x 600 dpi; **Print Resolution:** Up to 1200 x 2400 dpi		
First-Copy-Out Time (as fast as) (from platen/warmed-up state)		4.40 seconds	3.70 seconds	3.20 seconds
First-Print-Out Time (as fast as)		3.80 seconds	3.20 seconds	3.00 seconds
Page Description Languages		Adobe® PostScript® 3™, Adobe® PDF, PCL® 5c/PCL® 6		
Paper Input[3]	Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** Up to 82 ppm simplex/141 ipm duplex (200 dpi). 130-sheet capacity for AltaLink® B8145/B8155 Up to 135 ppm simplex/270 ipm duplex (200 dpi). 250-sheet capacity for AltaLink® B8170. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm **Bypass Tray:** 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm (SEF) **Tray 1:** 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF) **Tray 2:** 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF) **High Capacity Tandem Tray Module:** 2,000 sheets; Sizes: 8.5 x 11 in./A4. Total standard paper capacity: 3,140 sheets		
	Optional	**High Capacity Feeder (HCF):** 3,000 sheets; Size 8.5 x 11 in./A4 long edge feed. Max paper capacity with HCF: 6,140 sheets **Envelope Tray (replaces Tray 1):** Up to 60 envelopes with Auto Size detection of some sizes **Long Sheet Feed Kit (banner printing):** Up to 12.6 x 52 in./320 x 1,320 mm **Multi-feed Detection Kit** (available for AltaLink® B8170 only)		
Paper Output/ Finishing[3]	Standard	**Dual Offset Catch Tray** (standard when finishers are not attached)**:** 250 sheets each; Face-up Tray: 100 sheets		
	Optional	**Integrated Office Finisher:** Available with AltaLink® B8145/B8155, max paper weight 256 GSM, staple positions: front and rear straight. 500 sheets stacker, 50 sheets stapling, 2-position stapling **Office Finisher:** 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages)) **BR Finisher:** 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching **BR Booklet Maker Finisher:** 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching, plus saddle-stitch booklet making (2 to 16 sheets, 64 pages) and V-folding **C-Fold/Z-Fold Unit:** Adds Z-folding, Letter Z-folding, and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher **Convenience Stapler:** 50-sheet stapling, includes Work Surface[4]		

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps, auto wakeup with Smart Proximity Sensor. Enable Adaptive Learning to set up shortcuts for repetitive and complex jobs. Copy, scan, or email without touching the user screen using the automatic touchless workflow accelerators
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver, Microsoft Universal Print
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog, Remote Control Panel
Print Features	Print from USB, Print from Cloud Repositories (Dropbox, OneDrive, and Google Drive), Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode, Long Sheet (Banner) Printing
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/ TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or two-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); **Optional:** Scan To Cloud Repositories (Dropbox, One Drive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); **Optional:** Wi-Fi Direct, Wi-Fi (802.11 b/g/n/ac), AirPrint (iOS) including iBeacon (Bluetooth)
Mobile Printing	Mopria® Scan, Apple AirPrint™, Xerox® Print Service (Android), Xerox® @PrintByXerox App; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Cloud-ready	Remote services enabled, native "Print from" Cloud repositories (Dropbox, One Drive, Google Drive), Integration with Okta, Ping Identity, Microsoft Azure; **Optional:** Native Scan To Cloud Repositories (Dropbox, One Drive, Google Drive), direct connection to cloud hosted services via optional apps (accessed via Xerox App Gallery app; visit **xerox.com/AppGallery**), **Xerox WorkFlow Central Platform**

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee® ePolicy Orchestrator®, McAfee Enterprise Security Manager, LogRhythm SIEM, Splunk SIEM, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog, TPM; Log-in with Okta, Ping Identity, and Microsoft Azure credentials; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET/SIPRNet)[5], Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**
Data Protection	McAfee Whitelisting, Firmware Verification, Trusted Boot, Job Level Encryption via HTTPS and Drivers, Xerox® Workplace Cloud/Suite Content Security, Encrypted Storage Drive (AES 256-bit, FIPS 140-2), Encrypted and Signed Email; **Optional:** Xerox® Workplace Cloud/Suite Content Security, Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite, McAfee Integrity Control
Document Security	Common Criteria Certification (ISO 15408) full system against the HCP PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers, Imaging Security with AltaLink's proprietary marking and infrared detection technology

ENABLES INTELLIGENT WORKPLACE SERVICES

Print Management	Xerox® Standard Accounting; **Optional:** Xerox® Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Fleet Orchestrator, Configuration Cloning; **Optional:** Intelligent Workplace Services Suite, Cloud-based remote management with Xerox® Workplace Cloud[6]
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, eSign, personalize, print, convert, route, collaborate, and communicate. Visit **xerox.com/WorkplaceApps** to find apps by industry or workflow
Software and Solutions	Xerox® DocuShare® (**xerox.com/ecm**), XMPie® (**xerox.com/XMPie**), Xerox® Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] Declared in accordance with ISO/IEC 24734
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis
[3] Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks
[4] Sold separately in some geographies
[5] Not available in all geographies
[6] Available in select markets

Certifications: **xerox.com/OfficeCertifications**

More information is available at **xerox.com/AltaLink.**

xerox™

Xerox® VersaLink®
Color Multifunction Printer

The Workplace Assistant that can do it all. Even print.

ConnectKey®
Technology

Xerox™

Xerox VersaLink C7120/C7125/C7130
Color Multifunction Printer

What will you need tomorrow? It's tough to predict the future, but with VersaLink, it's easy to be prepared. In fact, print just scratches the surface of what's possible. Along with built-in, comprehensive security features, these Workplace Assistants deliver the everyday, must-have capabilities you need now with plenty of room to add new features as your work evolves.

ADAPTABLE TECHNOLOGY THAT FLEXES WITH YOU

Your work is always evolving, so you need technology that's always a step ahead. Xerox® ConnectKey® Technology-enabled VersaLink provides the adaptability needed to support advancements in technology and work processes. With regular firmware updates and an ever-growing collection of productivity tools delivered with the App Gallery, VersaLink helps you stay ahead of the change.

BREEZE THROUGH TASKS EFFORTLESSLY

Getting up to speed is easy with a tablet-like touch screen that balances simplicity and time-saving efficiency. The familiar, intuitive user interface (UI) guides you through tasks, eliminating extra steps. And the ability to personalize the UI empowers you to work the way you want.

Mobility features, like Wi-Fi Direct, take the hassle out of printing directly from your favorite mobile devices. Near Field Communication (NFC) lets you authenticate with a smartphone to connect in seconds, and the Xerox® Quick Link app enables you to quickly connect and print without IT support, reducing the burden on IT teams.

And with VersaLink Devices, more capabilities means added convenience, not more complexity. Leading-edge scanning functionality and automation of physical and digital workflows allow you to scan, digitize and route information without missing a beat, reducing errors and saving time. Furthermore, industry-specific apps for education, healthcare, legal and more help you stay plugged in and productive.

HELLO, DIGITAL RESILIENCE

Translator. Proofreader. Form checker. Do-it-all digitizer. VersaLink makes it easy to tackle the hardest challenges. Stay ready with access to an expanding portfolio of cloud-hosted apps and the ability to tailor solutions for your specific needs through the Xerox Partners program.

And with access to Xerox® Workflow Central Platform, a cloud-based solution that takes the guesswork out of converting physical and digital files into usable formats right from the VersaLink user interface, even complicated work processes are easy. It helps you get the most out of your Workplace Assistant, so you can stay productive and secure from the office or on the move.

PROACTIVE SECURITY YOU CAN COUNT ON

VersaLink's multi-layered protection safeguards all system components. A comprehensive range of proactive security features stop even the most sophisticated security threats where they start, preventing malicious attacks, proliferation of malware, unauthorized access or changes and breaches that lead to downtime.

To simplify security event reporting and management, VersaLink Devices can integrate with Security Information and Event Management (SIEM[1]) Tools. McAfee® whitelisting constantly monitors, detects and blocks threats in real time. And automated security responses provide invaluable time savings and peace of mind.

SUPERIOR IMAGE QUALITY

Color is the difference between communications that fall flat and those with real impact. With high-resolution output of 1200 x 2400 dpi, the VersaLink takes your documents to the next level with sharp image quality.

SUSTAINABILITY WITHOUT COMPROMISE

All VersaLink Devices meet or exceed the strictest globally recognized standards for sustainability, including EPEAT and ENERGY STAR®, providing environmental benefits without ever having to compromise on performance or quality.

XEROX CONNECTKEY TECHNOLOGY

Intuitive User Experience
Tap into a tablet-like experience with gesture-based touch screen controls. Easy personalization, plus simple workflows and functions.

Mobile and Cloud Ready
Enjoy mobile flexibility with cloud-hosted services. Instantly connect to cloud and mobile devices right from the user interface.

Comprehensive Security
Prevent unauthorized access, detect threats and protect data and documents with built-in proactive security features.

Enables Managed Print Services
Boost workplace efficiency, productivity and security with seamless integration with Xerox® Managed Print Services.

Gateway to New Possibilities
Do your best work with the apps from the Xerox App Gallery. Don't see an app for your specific need? Our partners can develop a custom solution for you.

Learn more about expanding and customizing your capabilities at **ConnectKey.com**.

Xerox VersaLink C7120/C7125/C7130
Color Multifunction Printer Configuration

130-sheet[2] Single-Pass Duplex Automatic Document Feeder (DADF) saves time by simultaneously scanning both sides of two-sided documents with up to 80 impressions per minute (ipm). High paper capacity drives productivity, especially for tasks that require large batches of scanned or copied documents.

User interface is an intuitive, tablet-like, 7-inch tiltable touch screen that allows you to complete tasks in just a few effortless taps and lets you personalize your experience. Gain access to 100+ productivity apps through the **Xerox App Gallery**. Try it out at **xerox.com/VersaLink7100UI.**

The standard 520-sheet[2] Tray 1 handles media sizes from 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm.

Card Reader Bay with embedded USB port.[3]

The 100-sheet Bypass Tray handles media sizes from 3.5 x 3.87 in to 11.69 x 17 in/88.9 x 98.4 mm to 297 x 431.8 mm.

MAXIMIZE PAPER CAPACITY WITH ONE OF THESE FEEDING OPTIONS[2]

The Single Tray Module (optional with desktop model) increases total paper capacity to 1,140 sheets (includes Bypass Tray).

The Stand Module offers total paper capacity of 1,140 sheets (includes Bypass Tray) and provides storage for toner cartridges and other supplies

The Three Tray Module (optional with desktop model) increases total paper capacity to 2,180 sheets (includes Bypass Tray).

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

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

The Envelope Tray can replace Tray 1 to provide feeding of up to 60 envelopes.

INCREASE VERSATILITY WITH FINISHING OPTIONS[2]

The Office Finisher provides advanced finishing functions, 500 sheet stacker, 3 position stapling and optional hole punch.

The Office Finisher with Booklet Maker simplifies booklet making, including score and saddle-stitch. Use it to create 64-page saddle-stitched booklets (2 to 16 sheets).

The Work Surface and Convenience Stapler staples up to 50 sheets and provides plenty of elbow room to sort documents.

The Dual Off-set Catch Trays[4] stack up to 250 sheets each.

The Integrated Office Finisher provides 500-sheet stacking and 50-sheet, dual position stapling.

Xerox VersaLink C7120/C7125/C7130
Color Multifunction Printer

ConnectKey® Technology

DEVICE SPECIFICATIONS		VersaLink C7120	VersaLink C7125	VersaLink C7130
Speed[5]		Up to 20 ppm	Up to 25 ppm	Up to 30 ppm
Monthly Duty Cycle[6]		Up to 87,000 pages	Up to 107,000 pages	Up to 129,000 pages
Hard Drive/Processor/Memory		320 GB HDD[4]/1.05 GHz Dual core/4 GB Memory		
Connectivity		Ethernet 10/100/1000 Base-T, High-speed USB 3.0, Wi-Fi® and Wi-Fi Direct® with optional Wi-Fi Kit, NFC Tap-to-Pair		
Controller Features		Unified Address Book, Configuration Cloning, Scan Preview, Xerox Extensible Interface Platform®, Xerox® App Gallery App, Xerox® Standard Accounting Tool, Role Based Permissions, Convenience Authentication Enabled, Online Support		
Copy and Print	Resolution	**Copy:** Up to 600 x 600 dpi; **Print:** Up to 1200 x 2400 dpi		
First-copy-out Time (as fast as)		As fast as 8.1 seconds color/ As fast as 5.7 seconds black-and-white	As fast as 8.1 seconds color/ As fast as 5.7 seconds black-and-white	As fast as 6.7 seconds color/ As fast as 4.4 seconds black-and-white
First-print-out Time (as fast as)		As fast as 8.8 seconds color/ As fast as 6.9 seconds black-and-white	As fast as 8.8 seconds color/ As fast as 6.7 seconds black-and-white	As fast as 7.0 seconds color/ As fast as 5.4 seconds black-and-white
Page Description Languages		PCL® 5e/PCL 6/PDF/XPS/TIFF/JPEG/HP-GL/optional Adobe® PostScript® 3™		
Paper Input[2]	Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** 130 sheets: Speed: up to 80 ipm; Custom sizes: 1.93 x 3.35 in to 11.69 x 17 in/49 x 85 mm to 297 x 431.8 mm		
		Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.87 in to 11.69 x 17 in/88.9 x 98.4 mm to 297 x 431.8 mm		
		Tray 1: 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm		
	Choose One	**Single Tray Module:** 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm **Single Tray with Stand Module:** 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm **Three Tray Module** (1,560 sheets): 520 sheets each; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm **Tandem Tray Module** (2,520 sheets): Tray 2: 520 sheets; Custom sizes: 5.5 x 7.17 in to 11.69 x 17 in/139.7 x 182 mm to 297 x 431.8 mm; Tray 3: 870 sheets; Standard sizes: 8.5 x 11 in and 7.25 x 10.5 in/A4 or B5; Tray 4: 1,130 sheets; Standard sizes: 8.5 x 11 in and 7.25 x 10.5 in/A4 or B5		
	Optional	**Envelope Tray:** Up to 60 envelopes: #10 commercial, Monarch, DL, C5; Custom sizes: 3.9 x 5.8 in to 6.4 x 9.5 in/98 x 148 mm to 162 x 241 mm **High-Capacity Feeder (HCF):** 2,000 sheets; Standard sizes: 8.5 x 11 in and 7.25 x 10.5 in/A4 or B5		
Paper Output/ Finishing[2]	Standard	**500-sheet Center Tray**		
	Optional	**Dual Off-set Catch Trays[6]:** 250 sheets each; Lower tray offsets **Integrated Office Finisher:** 500-sheet stacker, 50 sheets stapled, dual position stapling **Office Finisher:** 2,000-sheet stacker, 50 sheets stapled, 3-position stapling, optional hole-punch, optional booklet maker (score, saddle stitch) **Convenience Stapler and Work Surface:** Staples 50 sheets		

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Remote Control Panel
Print Features	Print from USB, Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode; **Optional:** Print From Cloud Repositories (Dropbox, OneDrive, and Google Drive) via optional apps
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or three-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); **Optional:** Scan To Cloud Repositories (Dropbox, OneDrive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); **Optional:** Wi-Fi Direct, Wi-Fi (802.11 b/g/n/ac)
Mobile Printing	Mopria® Print Service, Apple AirPrint™, Xerox® Print Service (Android), Xerox® @PrintByXerox App; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Cloud Ready	Remote services enabled; **Optional:** direct connection to cloud hosted services via optional apps (accessed via Xerox App Gallery app or visit **xerox.com/AppGallery**)

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee Enterprise Security Manager[1], LogRhythm SIEM[1], Splunk SIEM[1], Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, TPM; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET/SIPRNet)[7], Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**)
Data Protection	McAfee Embedded Control Whitelisting, Firmware Verification, Job Level Encryption via HTTPS and Drivers, Encrypted and Signed Email; Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite; **Optional:** Xerox Workplace Cloud/Suite Content Security, McAfee Integrity Control
Document Security	Under evaluation Common Criteria Certification (ISO 15408) full system against the HCD PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers

ENABLES MANAGED PRINT SERVICES

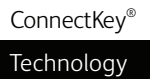|	
Print Management	Xerox® Standard Accounting; **Optional:** Xerox Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Configuration Cloning; **Optional:** Managed Print Services Suite, Cloud-based remote management with Xerox Workplace Cloud[7]
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, convert text to audio or handwritten notes to text files, and paper documents to Microsoft applications, all from a single cloud-based platform. Or visit **xerox.com/WorkplaceApps** to find apps by industry or workflow
Software and Solutions	Xerox DocuShare (**xerox.com/ecm**), XMPie (**xerox.com/XMPie**), Xerox Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] SIEM support with Xerox® Device Manager; [2] Paper capacities are based on 20 lb/75 gsm stock; capacities will vary with different weight stocks. [3] USB ports can be disabled. [4] HDD and Dual Off-set Catch Trays are optional on Desktop model. [5] Declared print speed in accordance with ISO/IEC 24734. [6] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis; [7] Not available in all markets. Certifications: **xerox.com/OfficeCertifications**

More information is available at **xerox.com/VersaLink**.

xerox™

C8130/C8135/C8145/C8155/C8170

Xerox® AltaLink® Color Multifunction Printer

The Ideal Digital Workplace Assistant for Demanding Teams

ConnectKey®
Technology

xerox™

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170 Color Multifunction Printer

Want work done right? AltaLink® will help you do a lot more than just print. You can automate document workflows and connect to the systems that run your business – seamlessly. Protected by comprehensive security features, they are true Workplace Assistants that will free up time for you to do more of what really matters.

A PRODUCTIVE WORK EXPERIENCE FOR ALL

Feel right at home instantly with AltaLink®.

The intuitive and personalized tablet-like interface balances simplicity and efficiency and reduces steps to complete tasks with a single tap.

Native mobility features make it easy for workers to print from their mobile devices with advanced AltaLink® capabilities such as Xerox® @PrintByXerox App, Xerox® Print Service Plug-in for Android™ or AirPrint™. You can even copy, scan, or email without touching the user screen with AltaLink's touchless workflows.

AltaLink® Devices bridge the physical and digital worlds with apps and advanced scanning capabilities that allow you to digitize, route, and process information in a snap. Automate tedious tasks to save time, reduce errors with 1-Touch shortcuts, or simply allow AltaLink's Adaptive Learning to automate repetitive and complex tasks.

Translate documents to 40 languages. Convert hard copy to audio for easy listening on the go. Get your hand written notes off the page and into shareable text. Redact content for confidentiality. And convert scans to Microsoft applications — all from the ever-growing Xerox® Workflow Central Platform.

RIGHT FIT FOR EVERY NEED

Big jobs, small jobs, and everything in between — AltaLink® can be customized to do it all. Your choice of finishing options and accessories means you can configure your device for any type of document.

Stay in the fast lane with access to the Xerox App Gallery. It's your gateway to a growing collection of apps designed to simplify time-consuming, repetitive, or complex processes as your business evolves.

Simplify IT support as your fleet grows. Fleet Orchestrator allows you to automatically and securely adjust configurations and settings on all your devices at once. Perform interactive training and support your users right from your desktop with the Remote Control Panel.

COMPREHENSIVE SECURITY

Stop threats where they start with the comprehensive protection that's trusted by the most security-minded businesses and governments.

Built-in security, including the AltaLink® Trusted Boot protects the integrity of the device start-up process from malicious actions, McAfee® whitelisting and integrations with McAfee ePO and Cisco ISE neutralize threats instantly at the device and protect the network. Configuration Watchdog monitors and automatically remediates critical IT-defined security settings.

Protect sensitive documents from unintentional disclosure with AltaLink's Imaging Security - a proprietary marking and infrared detection technology.

Native integration with popular SIEM tools simplifies reporting and management of security events. Xerox® Printer Security Audit Service, available as part of Xerox® Intelligent Workplace Services, helps maximize printer fleet, document, and content security.

COLOR WHERE IT COUNTS

A high-resolution output of 1200 x 2400 dpi and best-in-class HD Super Fine EA Toner plus superior color rendering and consistency will give your documents clarity and impact. You can also upgrade your AltaLink® C8100 Series with the Xerox® EX-c C8100 Print Server Powered by Fiery®, delivering more options for professional-looking documents.

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170 Color Multifunction Printer

Single-Pass Duplex Automatic Document Feeder (DADF) saves time by simultaneously scanning both sides of a document with up to 270 impressions per minute (ipm).

PAPER INPUT[3]

Two 520-sheet Adjustable Trays (common 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./SRA3.

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

High Capacity Tandem Tray Configuration holds a total paper capacity of up to 3,140 sheets.

Four Tray Module Configuration (available for C8130/C8135) holds a total of up to 2,180 sheets.

Bypass Tray handles up to 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm.

High Capacity Feeder (optional) holds 3,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 6,140 sheets.

LONG SHEET PRINTING

Long Sheet Feed Kit (optional) provides the ability to print up to 12.6 x 52 in./ 320 x 1,320 mm media.

USER INTERFACE

Intuitive Tablet-like 10.1-inch Color Touchscreen is customizable and lets you perform tasks in just a few taps. Try it out at **xerox.com/AltaLink8100UI**.

INNOVATIVE TECHNOLOGIES

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

Near Field Communication (NFC) Tap-to-Pair allows users to tap their mobile devices to the AltaLink® C8100 Series user panel and quickly connect with the MFP.

Smart Proximity Sensor detects when users are nearby. It conserves energy during inactive periods and automatically activates the device when a user approaches.

PAPER OUTPUT/FINISHERS[3]

Office Finisher (optional) provides advanced finishing functions, optional crease/score and saddle-stitch booklet, capable of 60-page booklets (2 to 15 sheets).

Business Ready (BR) Finisher (optional) gives you advanced finishing functions at a great value.

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

BR Booklet Maker Finisher (optional) creates 64-page saddle-stitched booklets (2 to 16 sheets).

Dual Offset Catch Tray (available when no finishers are installed; Single Offset Catch Tray with finishers).

Integrated Office Finisher (optional with C8130/C8135/ C8145/C8155) provides 500-sheet stacking and 50-sheet, 2-position stapling.
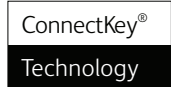
Convenience Stapler (optional) staples up to 50 sheets of 20 lb./75 gsm media.

[3] Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170
Color Multifunction Printer

ConnectKey®
Technology

DEVICE SPECIFICATIONS	ALTALINK® C8130	ALTALINK® C8135	ALTALINK® C8145	ALTALINK® C8155	ALTALINK® C8170
Speed[1] (Color/Black-and-White)	Up to 30/30 ppm	Up to 35/35 ppm	Up to 45/45 ppm	Up to 55/55 ppm	Up to 70/70 ppm
Monthly Duty Cycle[2]	Up to 90,000 pages	Up to 110,000 pages	Up to 200,000 pages	Up to 300,000 pages	Up to 300,000 pages
Hard Drive/Processor/Memory	Minimum 128 GB SSD; **Optional:** 500GB HDD/INTEL ATOM® Quad Core, 1.9GHz/4 GB system memory (8 GB system memory AltaLink® C8170)				
Connectivity	10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, NFC; **Optional:** WiFi/WiFi Direct with Xerox® Dual Band Wireless Kit, Bluetooth (iBeacon)				
Optional Controller	Xerox® EX-c C8100 Print Server Powered by Fiery®				
Copy and Print	**Copy Resolution:** Up to 600 x 600 dpi; **Print Resolution:** Up to 1200 x 2400 dpi				
First-Copy-Out Time (as fast as) (from platen/warmed-up state)	6.10 seconds color/4.50 seconds black-and-white		5.50 seconds color/4.40 seconds black-and-white	4.70 seconds color/3.70 seconds black-and-white	4.00 seconds color/3.20 seconds black-and-white
First-Print-Out Time (as fast as)	5.70 seconds color/4.20 seconds black-and-white		4.90 seconds color/3.80 seconds black-and-white	4.50 seconds color/3.20 seconds black-and-white	3.80 seconds color/3.00 seconds black-and-white
Page Description Languages	Adobe® PostScript® 3™, Adobe® PDF, PCL® 5c/PCL® 6				

Paper Input[3] — Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** Up to 82 ppm simplex/141 ipm duplex (200 dpi). 130-sheet capacity for AltaLink® C8130/C8135/C8145/C8155. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm. Up to 135 ppm simplex/270 ipm duplex (200 dpi). 250-sheet capacity for AltaLink® C8170. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm	
	Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm (SEF)	
	Tray 1: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF)	
	Tray 2: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF)	
Choose One	**Four Tray Module:** (Trays 3 and 4 — available with AltaLink® C8130/C8135): 1,040 sheets; 520 sheets each; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF). Total standard paper capacity: 2,180 sheets	
	High Capacity Tandem Tray Module: 2,000 sheets; Sizes: 8.5 x 11 in./A4. Total standard paper capacity: 3,140 sheets	
Optional	**High Capacity Feeder (HCF):** Up to 3,000 sheets; Size 8.5 x 11 in./A4 long edge feed. Max paper capacity with HCF: 6,140 sheets	
	Envelope Tray (replaces Tray 1): Up to 60 envelopes with Auto Size detection of some sizes	
	Long Sheet Feed Kit (banner printing): 12.6 x 52 in./320 x 1,320 mm	
	Multi-feed Detection Kit (available for AltaLink® C8170 only)	
Paper Output/ Finishing[3] — Standard	**Dual Offset Catch Tray** (standard when finishers are not attached)**:** 250 sheets each; Face-up Tray: 100 sheets	
Optional	**Integrated Office Finisher:** Available with AltaLink® C8130/C8135/C8145/C8155, staple positions: front and rear straight. 500 sheets stacker, 50 sheets stapling, 2-position stapling	
	Office Finisher: 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages))	
	BR Finisher: 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching	
	BR Booklet Maker Finisher: 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching plus saddle-stitch booklet making (2 to 16 sheets, 64 pages) and V-folding	
	C-Fold/Z-Fold Unit: Adds Z-folding, Letter Z-folding and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher	
	Convenience Stapler: 50-sheet stapling, includes Work Surface[4]	

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps, auto wake-up with Smart Proximity Sensor, Enable Adaptive Learning to set up shortcuts for repetitive and complex jobs. Copy, scan, or email without touching the user screen using the automatic touchless workflow accelerators
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver, Microsoft Universal Print
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog, Remote Control Panel
Print Features	Print from USB, Print from Cloud Repositories (Dropbox, OneDrive, and Google Drive), Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode, Long Sheet (Banner) Printing
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or two-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); **Optional:** Scan To Cloud Repositories (Dropbox, OneDrive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); **Optional:** WiFi Direct, WiFi (802.11 b/g/n/ac), AirPrint™ (iOS) including iBeacon (Bluetooth)
Mobile Printing	Mopria® Scan, Apple AirPrint™, Xerox® Print Service (Android), @PrintByXerox; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™, **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Cloud Ready	Remote services enabled, native "Print from" Cloud repositories (Dropbox, OneDrive, Google Drive), integration with Okta, Ping Identity, Microsoft Azure; **Optional:** Native "Scan to" cloud repositories (Dropbox, OneDrive, Google Drive), direct connection to cloud-hosted services via optional apps (accessed via Xerox App Gallery app or visit **xerox.com/AppGallery**), **Xerox WorkFlow Central Platform**

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee® ePolicy Orchestrator®, McAfee Enterprise Security Manager, LogRhythm SIEM, Splunk SIEM, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog, TPM, Log-in with Okta, Ping Identity, and Microsoft Azure credentials; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET/SIPRNet)[5], Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**)
Data Protection	McAfee Whitelisting, Firmware Verification, Trusted Boot, Job Level Encryption via HTTPS and Drivers, Encrypted Storage Drive (AES 256-bit, FIPS 140-2), Encrypted and Signed Email; **Optional:** Xerox® Workplace Cloud/Suite Content Security, Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite, McAfee Integrity Control
Document Security	Common Criteria Certification (ISO 15408) full system against the HCP PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers, Imaging Security with AltaLink's proprietary marking and infrared detection technology.

ENABLES INTELLIGENT WORKPLACE SERVICES

Print Management	Xerox® Standard Accounting; **Optional:** Xerox® Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Fleet Orchestrator, Configuration Cloning; **Optional:** Intelligent Workplace Services Suite, Cloud-based remote management with Xerox® Workplace Cloud[6]
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, convert text to audio or handwritten notes to text files, and paper documents to Microsoft applications, all from a single cloud-based. Or visit **xerox.com/WorkplaceApps** to find apps by industry or workflow
Software and Solutions	Xerox® DocuShare® (**xerox.com/ecm**), XMPie® (**xerox.com/XMPie**), Xerox® Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] Declared in accordance with ISO/IEC 24734
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis
[3] Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks
[4] Sold separately in some geographies
[5] Not available in all geographies
[6] Available in select markets

Certifications: **xerox.com/OfficeCertifications**

More information is available at **xerox.com/AltaLink.**

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Xerox® AltaLink® Multifunction Printers

Evaluator Guide

Table of Contents

This Evaluator Guide introduces you to Xerox® AltaLink® C8100 and B8100 Series Multifunction Printers and explains key features and performance advantages.

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170
Color Multifunction Printer

Xerox® AltaLink® B8145/B8155/B8170
Black-and-White Multifunction Printer

Xerox® ConnectKey® Technology — the ecosystem that enables the modern work experience.

Today's workplace is changing to be more mobile, connected, and collaborative. It's time for printers to do the same.

AltaLink® Multifunction Printers (MFPs) are the ideal digital workplace assistants for demanding teams. They deliver a seamless work experience by helping you get work done better, faster, and more securely. They let you bridge the physical and digital worlds, automate complicated tasks, personalize your user experience, and do more of what matters every day.

Intuitive User Experience

Gateway to New Possibilities

Mobile and Cloud Ready

Enables Intelligent Workplace Services

Comprehensive Security
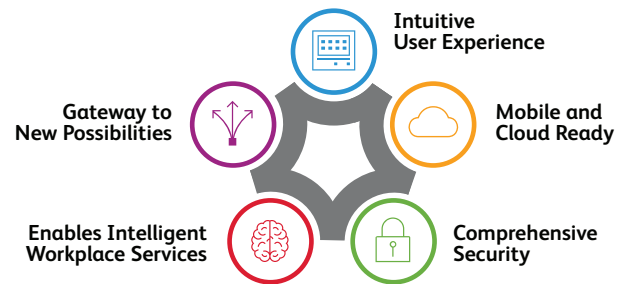
INTUITIVE USER EXPERIENCE

Take time-saving convenience to the next level. Personalize the 10.1" tablet-like touchscreen to individual user preferences and create simple workflow shortcuts to automate everyday jobs with 1-Touch Apps or even without touching the user screen.

MOBILE AND CLOUD READY

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

COMPREHENSIVE SECURITY

Our holistic, proactive approach to security prevents unauthorized access, and detects suspicious or malicious behavior. We protect sensitive documents and data through advanced solutions and technology partnerships with McAfee and Cisco.

ENABLES INTELLIGENT WORKPLACE SERVICES

Work more efficiently and manage resources more effectively. Easy integration of Xerox® Intelligent Workplace Services lets you customize and optimize the way you work with state-of-the-art assessment tools, solutions, and apps.

GATEWAY TO NEW POSSIBILITIES

Instantly extend your capabilities with access to the Xerox App Gallery, featuring real-world apps designed to optimize digital workflows. Simplify everyday tasks from a single cloud-based Xerox® Workflow Central Platform. Commission our network of partners to design innovative, business-specific solutions.

Find out more about how you'll work smarter at **www.ConnectKey.com**.

Intuitive User Experience

Xerox® AltaLink® MFPs deliver the experience you'd expect from today's technology. With consistency between devices, customization, and a tablet-like experience, you'll get work done faster and connect like never before.

- **Consistent Operation Across Products.** A common look and feel across all our AltaLink® and VersaLink® Devices makes it easy and intuitive for users to go from one Xerox® Product to another without additional training.

- **Advanced Copy and Print Features.** AltaLink® MFPs greatly simplify everyday office tasks, providing plenty of support for specialized print applications including Annotation, Bates Stamping, and ID Card Copy. Print directly from popular cloud repositories like Dropbox™, OneDrive®, and Google Drive®.

- **Personalization.** Personalize the user interface for each user to maximize productivity. Hide, reveal, and reorder apps and app features to prioritize the capabilities you use most. Save your settings and return to your own familiar interface each time you log in.

- **1-Touch App.** Automate tedious tasks to save time, reduce errors with 1-Touch shortcuts, or simply allow AltaLink's Adaptive Learning to automate repetitive and complex tasks. Workflows can be customized for personal or group use, and can be edited on the fly on a job by job basis. Once created, they will appear on the home screen and function like native device apps and features.

- **Adaptive Learning.** Get your job done in seconds, powered by machine learning and automation - no programming required. Just use the AltaLink® as normal – the MFP will learn and recognize commonly completed or complex tasks and suggest and build 1-Touch short cuts. Already have a 1-Touch but forgot to use it? AltaLink® will remind users while setting up the job. And it can default to language of personal preference upon log-in.

- **Touchless Operation.** Users can perform operations with zero contact using the automatic touchless workflow accelerators. Once configured, users simply insert their job in the document feeder and the printer activates the copy/scan/email/fax operation or a 1-Touch app workflow, without the need to touch the user interface. Users can have their own personalized touchless workflows for individual needs.

- **Scan To App.** Users can scan a single job and choose multiple destinations such as email, USB, network, and SMB share. This feature can also be used for scanning-based solutions, which expand their usability. Use the Scan To feature to scan documents directly into Dropbox™, Google Drive®, or OneDrive®[1]. For even more convenience, use Single Sign-On to eliminate multiple logins.

- **Fleet Orchestrator.** With Fleet Orchestrator, system administrators can easily deploy software upgrades, apply configuration clones, and share files through secure peer-to-peer connections between a fleet of AltaLink® Printers. The Auto-assembly feature enables a new AltaLink® to automatically detect a fleet, join the network, download clone files (if available), and configure itself to the shared settings.

MOBILE DEVICE-LIKE TOUCHSCREEN SUPERIORITY.

Meet our 10-inch color touchscreen — the user interface that sets a new standard for personalization, ease of use, and versatility. It's similar to the experience that you're used to on your smartphone or tablet, so you can scroll and tap with confidence. And simple, app-based functionality lets you navigate even the most complex jobs with just a few gestures.

A highly intuitive layout guides you through each task from start to finish, with a natural hierarchy placing important functions and commonly used options front and center. If you don't like where a function or app is located, you can change the layout to make it yours.

This unmatched hardware technology and software makes it easy to get work done on our AltaLink® MFPs.

Experience the AltaLink® User Interface at **www.xerox.com/AltaLink8100UI.**

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[1] Scan to Cloud repositories can be added as an optional feature to the native Scan to App.

Intuitive User Experience

- **Single Touch Scanning.** Use the Single Touch Scanning feature to create a dedicated, easy-to-locate scan button directly on the color touchscreen interface. Assign the Single Touch Scan button its own scanning workflow for fast document distribution and archiving.

- **Smart Proximity Sensor.** This built-in sensor wakes your AltaLink® MFP when a user approaches and puts it back to sleep once the user leaves. This means that it's always ready for action when you need it and conserves energy when you don't.

- **Application Defaults.** Adjust settings for specific applications, such as always printing Microsoft® PowerPoint® files 2-up and in black-and-white.

- **User Permissions.** With User Permissions, you can restrict access to print features by user, group, time of day, and application. To limit color printing, you simply select a rule that makes all Microsoft® Outlook® emails automatically print in black-and-white and in duplex mode.

- **Feature Access Control.** This feature allows administrators to control costs by limiting features to certain users and makes it easier for those users to see only the services they use.

- **LDAP Mapping.** LDAP servers display different results depending on how they implement mappings. You can complete simple email address searches with LDAP and Scan to Email jobs. Our full integration is the differentiator. Our LDAP Mapping integrates with the address book, User Permissions, and Scan to Home. In addition, this feature automatically suggests contacts by searching the device address book and LDAP as characters are entered.

- **Common Driver Platform.** AltaLink® MFPs include common print drivers, which feature clear graphical user interfaces that provide for easy, intuitive interactions with the device. The drivers provide immediate desktop access to all Xerox® Device output functions as well as

bidirectional information, indicating device and job status, currently loaded paper sizes and types, and installed options. This eliminates the need to consult with other software for information. With easy-to-understand icons, access the most commonly used functions, such as paper selection and document finishing. With the Saved Settings feature, frequently used print job parameters can be stored for reuse.

- **Xerox® Embedded Web Server with Search.** Built with a responsive design architecture, this allows system administrators to remotely connect to their MFP via any standard web browser. Make configuration settings, apply cloned files to the fleet, install print drivers, monitor printer status, view the print job queue, manage settings and properties, search available functions, and deploy troubleshooting and support using the **Remote Control Panel** tool — all without leaving their office.

- **Rule-Based Printing.** With this feature, you can apply rules to printing or other actions, such as setting up all Microsoft® Outlook® emails to automatically print in black-and-white and in duplex mode.

- **Auto-Color Scanning (ACS).** This feature allows the device controller to check if the document is color or black-and-white and then adjust accordingly.

- **Unified Address Book.** ConnectKey® Technology enables features like the enhanced address book with favorites, which lets you seamlessly import your existing contacts and roll them out to multiple ConnectKey® Technology-enabled devices.

- **Xerox® Global Print Driver®.** This truly universal print driver lets IT administrators install, upgrade, and manage non-Xerox and Xerox® Devices from a single driver. It provides a consistent, easy-to-use interface for end-users, reducing the number of support calls and simplifying print services management.
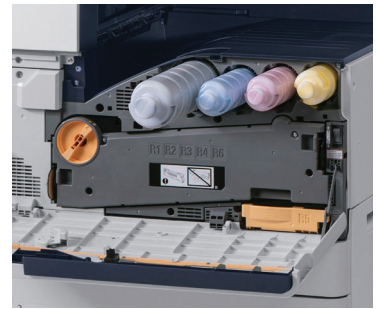
CUSTOMER-REPLACEABLE UNITS.
We engineered our AltaLink® MFPs with a simplified design so you can stay up and running. Easily and quickly replace components, such as the high yield toner cartridges, drums, and waste toner bottles.

- **Microsoft Universal Print.** Office 365 customers who have adopted Microsoft® Universal Print can register their AltaLink® MFPs with Universal Print and eliminate the need for the Microsoft® Universal Print connector. This allows users to submit print jobs wherever there is Internet access and reduce costs as IT no longer needs to acquire and maintain Windows print servers and install print drivers.

- **Cloud IdP support.** Direct connections to the most popular cloud Identity Providers (IdPs) Okta, Ping Identity, and Microsoft® Azure allow customers to use existing authentication log-ins that they use for their desktop, laptop, and mobile devices with their AltaLink® MFPs too. This allows IT to transition on-site servers, such as Windows AD, into the cloud, saving space and infrastructure costs.

Mobile and Cloud Ready

Whether at home, on the road, or in the office, your workforce relies on a variety of devices to do their jobs. Xerox® AltaLink® MFPs provide easy access from any device with multiple connectivity options and easy setup.

- **Apple® AirPrint™.** With AirPrint™, you can print emails, photos, and important office documents directly from your favorite Apple devices, including your iPhone®, iPad®, and Mac®. Additionally, Mac users can scan via AirPrint. With AirPrint, your iPhone, iPad, or Mac automatically locates and connects to the AirPrint-enabled device over your Wi-Fi and/or Ethernet network. For enhanced security and controllable printing, AirPrint offers accounting support as well as IPP attributes, which enables more complicated finishing options and print settings, such as two-sided printing, page range, quantity, and color or black-and-white.

- **Bluetooth with iBeacon.** A convenient and simple way for Apple users to discover and connect with a nearby AltaLink® that is enabled with the optional Bluetooth adapter and then submit their print jobs via AirPrint.

- **Mopria® Print Service.** This allows Android™ device users to easily and wirelessly discover and print to Mopria-enabled non-Xerox and Xerox® Printers or MFPs without installing drivers or downloading additional apps or software. As a founding member of the Mopria Alliance, Xerox continues to shape innovation in the mobile printing arena and ensures that both our current and future technologies keep up with the ever-evolving mobile landscape.

- **Xerox® Mobile Print Solution.** We offer many options that enable secure, accurate printing from most mobile devices to any printer or MFP, regardless of brand, making it easy to print Microsoft® PowerPoint®, Word and other standard files from wireless and mobile devices.
  Our IT-friendly optional capabilities include PIN code access and multiple mobile operating systems. Whether off-site or on-site, learn why we are the only choice for today's mobile professionals by visiting **www.xerox.com/MobilePrinting**.

- **Xerox® Workplace Solutions.** The complete software platform for authentication, security, cost control, and mobility.

  – Xerox® Workplace Suite provides on-premise, server-based print management and mobile access for your printer fleet. Ideal for organizations with higher data control requirements, it offers mobile productivity, benchmark security, convenience, and usage insights to reduce costs and get more done. Learn more at **www.xerox.com/WorkplaceSuite**.

  – Xerox® Workplace Cloud delivers authentication, print management, remote management, cost control, and mobility workflows. It is ideal for customers who want to reduce local network infrastructure and manage printers across multiple locations and networks. It is easy to set up and use and because it is hosted in the cloud, all updates and patches are managed by Xerox. Learn more at **www.xerox.com/WorkplaceCloud**.

- **Xerox® @PrintByXerox App.** This is available as a free app on your AltaLink®. Users send print jobs via email and then release the jobs at any ConnectKey® Technology-enabled printer via the @PrintByXerox App. It's simple, convenient, and secure.

- **Wi-Fi Network Adapter (Dual-band Wi-Fi Kit).** With this optional USB adapter, you can easily set up and place your AltaLink® MFP anywhere with 2.4 and 5.0 GHz wireless connectivity to your network.

- **Wi-Fi Direct®.** This feature, which comes with the Dual-band Wi-Fi Kit, enables you to print to AltaLink® MFPs from your mobile device, without having to connect to a network.

- **Xerox® Mobile Link App.** This free app allows you to scan, email, and fax from your Android or iOS-based mobile device to AltaLink® MFPs and send data to and print data from cloud storage. Downloaded from the Google Play™ Store or Apple App Store, Mobile Link resides on your mobile device. Once installed, easily create Mobile Link one-touch workflows between a mobile device and an AltaLink® MFP. Use a manual address or allow automatic device discovery to find and pair your mobile device with a nearby Xerox® MFP.

Mobile and Cloud Ready

(CONTINUED)

- **NFC Tap-to-Pair.** With Near Field Communications (NFC) Tap-to-Pair, users can simply tap their Android devices to an AltaLink® MFP to establish a direct connection. Once established, printing is handled using a wireless connection if the optional wireless network adapter has been installed. If the adapter is not installed, printing is handled via the Ethernet network. This feature allows for greater security and results in less waste as users are in direct proximity to the device.

- **Xerox® Print Service Plug-in for Android™.** This unique, full-featured plug-in for Android devices streamlines mobile printing without third-party apps or additional print drivers. After downloading this free plug-in from the Google Play™ Store, you can easily print photos, web pages, and documents when your mobile device is connected to AltaLink® MFPs using a wireless network. Robust printing options include color or black-and-white printing, number of copies, paper orientation, two-sided printing, stapling, secure print/secure code release, and more.

- **Print from and Scan to Cloud.** Users can download Cloud Connector apps from the App Gallery, such as Box®, Dropbox™, Microsoft® OneDrive®, and Google Drive™ so they can easily print from and scan to the locations they use every day. Or use the native Print From and Scan To[1] feature of the printer to directly link to Dropbox®, Google Drive®, and OneDrive®.

- **Xerox® Connect for DocuShare® Go.** Directly connect securely to DocuShare® Go accounts. Easily navigate to find documents to print or folders to scan in to. Preview files before submitting for print or scan, helping to avoid wasted prints or incorrect scans being sent. Supports Single Sign On convenience authentication when paired with Xerox® Workplace Solutions.

- **Single Sign-On.** Conveniently authenticate at the printer once with your card badge, mobile device, or PIN code to securely access all SSO-enabled apps or the native Print From and Scan To[2] feature on the MFP without any additional login steps.

- **Xerox® Quick Link App.** This app takes away the headache of finding the right print driver. Simply send an email from the Xerox® Quick Link App at the AltaLink® UI and download the driver from a link. Mobile devices scan the QR code and they are ready to print. It's that simple.

[1] Scan to Cloud repositories can be added as an optional feature to the native Scan to App.
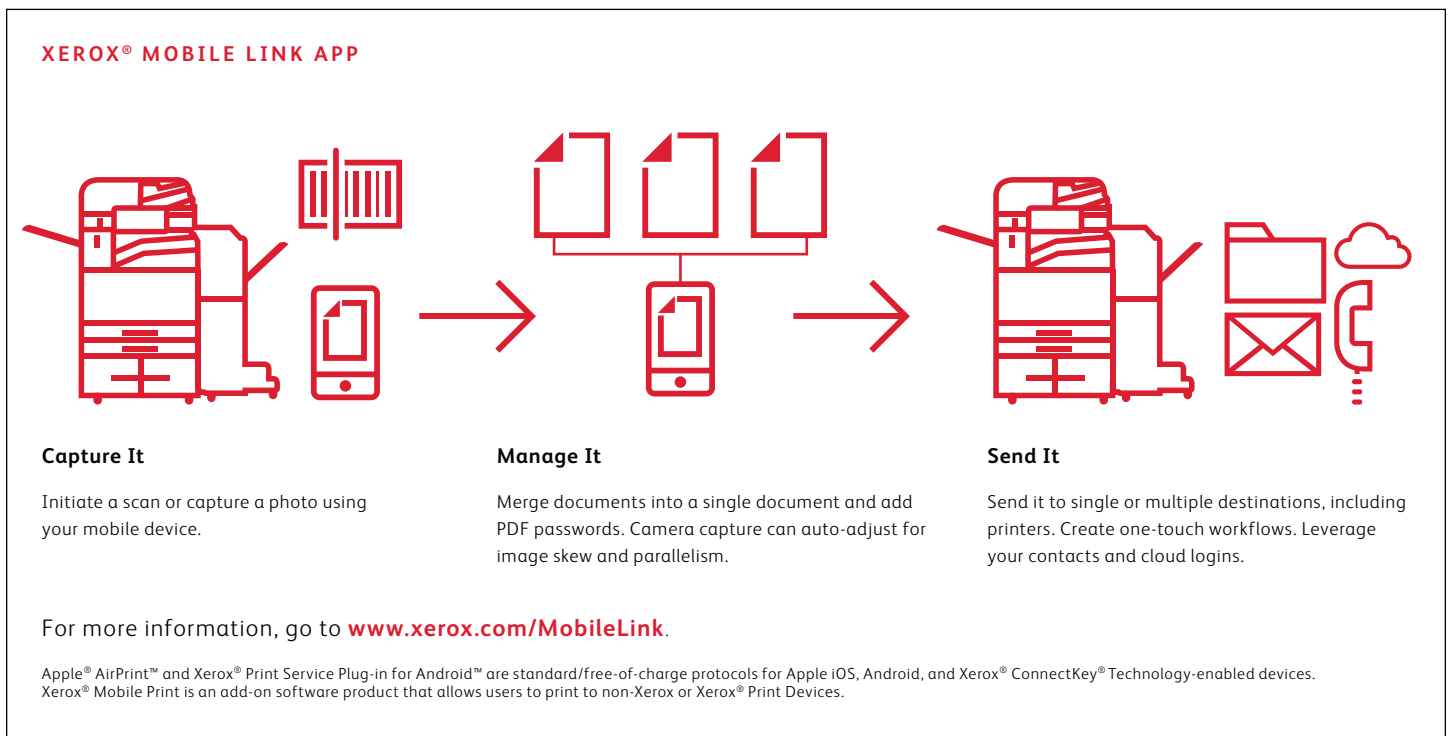
Comprehensive Security

Security is a top priority for every business. Xerox® ConnectKey® Technology on AltaLink® MFPs exceeds industry standards for security features and technologies. So you can proactively deal with security threats and work with total peace of mind.

HOLISTIC, PROACTIVE PROTECTION FOR YOUR PRINTER

Xerox offers a comprehensive set of security features to keep your printers and data safe. We secure every part of the data chain, including print, copy, scan, fax, file downloads, and system software. There are four key aspects to our multi-layered approach:

Prevent

A comprehensive set of capabilities helps you control who can access key printer features. User authentication restricts use to authorized staff. Role-based access control ensures that team members only see what they need to. Every action is logged for a full audit trail. And Trusted Boot protects your device from malicious actions during the start-up process.

Detect

In the unlikely event, if an attack gets through your network defenses, an array of built-in security features stand at the ready. Firmware verification will ensure only authentic Xerox® Firmware is loaded. McAfee® Whitelisting technology automatically prevents malware from altering the firmware code. Integration with Cisco® Identity Services Engine (ISE) auto-detects Xerox® Devices on the network for security policy implementation. And native Security Information and Event Management (SIEM) support automates threat event notification to the most popular SIEM tools[1].

Protect

Our security solutions also protect your printed and scanned documents from unauthorized or accidental disclosure or modification. PIN code and card release systems keep print outputs secure. And digitally signed, encrypted, and password-protected files keep scanned information out of the wrong hands. You can also lock email fields to limit scan destinations to authorized addresses only.

Your stored information on the solid state disk (SSD) or the optional hard drive also benefits from the strongest commercially available AES 256-bit encryption.

External Partnerships

Xerox works with compliance testing organizations and security industry leaders such as McAfee and Cisco to wrap their overarching standards and know-how around ours.

For third-party independent proof that we achieve top levels of compliance, certification bodies like Common Criteria (ISO/IEC 15408) and FIPS 140-2 measure our performance against international standards.

They recognize us for our comprehensive approach to printer security.

[1] McAfee Enterprise Security Manager, LogRhythm, and Splunk.

A COMPREHENSIVE APPROACH TO SECURITY

Prevent
unauthorized access

Detect
suspicious or malicious behavior

Protect
data and documents

External Partnerships
through integrations, industry standards, and certifications

Comprehensive Security

Xerox provides the following features, technologies, and solutions to ensure your AltaLink® Printer and data are kept secure.

- **Trusted Boot.** AltaLink® MFPs check the integrity of the components of the start-up process before loading them. Using a chain of trusted processes that verifies each step of the boot-up — from the Intel processor to the UEFI (BIOS) and the firmware load cycle — AltaLink® prevents malicious attacks and ensures that you never load infected software.

- **McAfee Whitelisting and ePolicy Orchestrator.** AltaLink® MFPs are protected by McAfee's Embedded Control whitelisting technology. McAfee's whitelisting technology ensures only safe, pre-approved files or functions are executed on your AltaLink® Printer. All unauthorized changes to the firmware are rejected, so there's no need to manually update software levels against new security threats. Seamless integration with the McAfee ePolicy (ePO) and Xerox® Intelligent Workplace Services security toolset allows central management of security policies.

- **Configuration Watchdog.** Compliance with company security policies is made simple. Administrators can configure and monitor up to 75 security features and automatically reset them if they are changed by a user. Email alerts are generated in case remediation is unsuccessful and all events are captured in the audit log.

- **Secure Print With Print Queue Deletion.** With this feature, users are required to enter a passcode at the device to release a job or delete jobs from their queue. That means fewer documents are unnecessarily printed and left at the device. Your jobs are always encrypted for added security of the print stream.

- **Disk Encryption.** Your AltaLink's SSD (and optional hard disk) is enabled with the strongest commercially available AES 256-bit encryption, which protects all user files associated with print, network scan, internet fax, network fax, and email jobs.

- **Protect Your Confidential Information.** Sensitive data is safe with encrypted PDF files for scanning and these devices are compliant with the 256-bit AES FIPS 140-2 standard.

- **Protect Your Data.** With Immediate Image Overwrite (included with the optional hard disk drive), our AltaLink® MFPs can automatically erase image data from the device after each job.

- **Imaging Security.** Protect your sensitive documents from unintentional disclosure by placing a detectable mark on printed and copied documents. The proprietary infrared technology from AltaLink® conceals the mark and detection is supported by a broad set of actions including inhibiting the job, sending email alerts, audit trails, and tracking reports.

- **Stay Compliant with Regulations.** AltaLink® Devices comply with the latest security standards, including the Federal Information Processing Standard (FIPS) 140-2, Department of Defense (DoD) Security standards, and also undergo the full-system Common Criteria certification process.

- **Password-protected PDF.** Users have the option to encrypt PDF files with a password when using the Scan to Email service on AltaLink® MFPs. This technology provides protection outside of your firewall, securing data in an unsecure environment through industry-standard protocols such as Secure PDF.

- **Encryption of the Print Stream (Secure Print only).** Apply document encryption when submitting Secure Print jobs to ConnectKey® Technology-enabled devices. Print driver encryption does not require additional hardware and encryption is applied only when Secure Print is selected.

- **Xerox® Workplace Suite/Cloud.** This scalable and modular solution offers the flexibility you need to keep control of your devices, regardless of size, boosting your productivity and reducing costs. Xerox® Workplace Solutions provide authentication with access control, print management, content security, and a comprehensive mobile print solution. Xerox enables ultimate customer flexibility by offering these capabilities in both an on-premise server version and a cloud-based version of this solution.

- **Audit Logs.** Track access and activity by document, user, and function on AltaLink® MFPs. The Audit Log is disabled by default; it can be enabled and disabled in the Embedded Web Server.

- **Cisco Identity Services Engine.** Xerox® AltaLink® MFPs are among more than 200 Xerox® Devices detail profiled into Cisco's Identity Services Engine (ISE), the networking leader's widely used, enterprise-proven security policy management and enforcement platform. These profiles let ISE automatically detect AltaLink® Devices and control access based on the granular security policy set by the organization.

- **Native SIEM Support.** AltaLink® MFPs integrate with the most popular SIEM tools and directly share security event information with them for effective threat analysis and management.

Enables Intelligent Workplace Services

Your AltaLink® MFPs, built on Xerox® ConnectKey® Technology, make Intelligent Workplace Services easier to implement and manage. With the right mix of technology, apps, and services, you'll save money on your print infrastructure, increase employee productivity, reduce security concerns, and create a high-performing work environment.

Easier to implement and manage and even more secure.

ConnectKey® Technology enables device cloning for faster deployments, while remote configuration and installation make deploying fleets of all sizes a snap.

Integrated built-in tools link to systems that perform functions such as usage, billing status, and meter reads for easier fleet management, as well as help desk and incident management administration.

Secure cloud authentication, along with the strictest of certifications and data security features such as file and disk encryption, disk overwrite, whitelisting, risk mitigation, and automatic remediation, bring the peace of mind that comes with knowing that your data and workplace are secure.

Scalable solutions to serve more users.

ConnectKey® Technology ensures an optimized infrastructure with the right technology, the right capabilities and the right applications for your workplace needs — all managed with the right service across your fleet. The Xerox® Support Assistant App provides instant on-device guidance. And print governance and workflows are available to ensure consistency across your workforce, regardless of how distributed it is.

Advance the way your employees and technology work together with a continuum of services that meet the needs of a diverse and ever-evolving workforce.

Accelerate digital transformation.

Intelligent Workplace Services connects people and data and equips mobile employees to work, collaborate, and print from anywhere. Employees can access critical documentation, no matter where they are, via a central cloud-based "hub" that eliminates interdepartmental and geographical silos and makes document digitization easy.

Reduce costs and upgrade productivity by automating paper-heavy, labor-intensive processes and enhance record-keeping of business-critical information and accounts payable activity.

ConnectKey® workflow and content management apps like Xerox® DocuShare®, Dropbox, and OneDrive are accessible right from the Xerox® AltaLink® MFP's intuitive user interface. Need a workflow app specific to your company? We can develop that, too.

Utilize analytics, user trends, and insights uncovered in real-time across our devices, documents, and users to enhance compliance and security and identify areas for workflow optimization.

Gateway to New Possibilities

MFPs built on Xerox® ConnectKey® Technology are more than machines. They're agile digital workplace assistants. Right out of the box, they go beyond ordinary functions to completely transform the way you work.

- **Xerox Extensible Interface Platform®.** Our AltaLink® MFPs come equipped with an open platform that is customizable to fit your work environment and needs. This key unlocks your ability to simplify everyday tasks that make the MFP easier to use while allowing it to run third-party solutions that enable an even more tailored workflow.

- **Xerox® ConnectKey® Apps and Xerox App Gallery.** With the touch of a button, you can access our App Gallery via a web browser or the printer app. You'll have easy access to a growing number of apps that can improve the business processes you rely on. The App Gallery e-commerce platform allows visitors to try any chargeable apps before making a purchasing decision.

  The power of these apps is that they reduce steps, improve accuracy, and speed up collaboration – especially for tedious and repetitive tasks.

For more information, go to **www.xerox.com/AppGallery** to learn how you can expand the capabilities of your MFP and work in new ways with dedicated apps for business, education, healthcare[1], legal, and more.

[1] Xerox® Healthcare MFP is available in the U.S. only.

- **Xerox® MFP Workflow App Customization Service.** This extends ConnectKey® Technology capabilities by creating highly-targeted workflows that aren't available through off-the-shelf software. The Xerox Solutions Team or approved resellers will work with customers to design the exact process workflow needed on ConnectKey® Technology-enabled Devices.

- **Xerox® Workflow Central Platform.** Simplify, automate, and improve your everyday work processes with the convenience of a single platform. Xerox® Workflow Central Platform, a cloud-based solution, takes the guesswork out of converting physical and digital files into usable formats and easily transforms documents instantly from any device, including PCs, tablets, mobile devices, and MFPs.

  Translate to/from over 40 different languages

  Turn handwriting into legible, editable and shareable text

  Change documents into audio files for easy listening whenever, wherever

  Automatically redact Personal Identifiable Information using set words or phrases
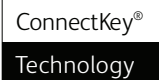
  Convert PDF or image files to popular Microsoft formats for shareability with a wider audience

Discover new ways to improve office productivity at **xerox.com/WorkflowCentral**.

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170
Color Multifunction Printer

ConnectKey® Technology

DEVICE SPECIFICATIONS		ALTALINK® C8130	ALTALINK® C8135	ALTALINK® C8145	ALTALINK® C8155	ALTALINK® C8170
Speed[1] (Color/Black-and-White)		Up to 30/30 ppm	Up to 35/35 ppm	Up to 45/45 ppm	Up to 55/55 ppm	Up to 70/70 ppm
Monthly Duty Cycle[2]		Up to 90,000 pages	Up to 110,000 pages	Up to 200,000 pages	Up to 300,000 pages	Up to 300,000 pages
Hard Drive/Processor/Memory		Minimum 128 GB SSD; **Optional:** 500GB HDD/INTEL ATOM® Quad Core, 1.9GHz/4 GB system memory (8 GB system memory AltaLink® C8170)				
Connectivity		10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, NFC; **Optional:** WiFi/WiFi Direct with Xerox® Dual Band Wireless Kit, Bluetooth (iBeacon)				
Optional Controller		Xerox® EX-c C8100 Print Server Powered by Fiery®				
Copy and Print		**Copy Resolution:** Up to 600 x 600 dpi; **Print Resolution:** Up to 1200 x 2400 dpi				
First-Copy-Out Time (as fast as) (from platen/warmed-up state)		6.10 seconds color/4.50 seconds black-and-white		5.50 seconds color/4.40 seconds black-and-white	4.70 seconds color/3.70 seconds black-and-white	4.00 seconds color/3.20 seconds black-and-white
First-Print-Out Time (as fast as)		5.70 seconds color/4.20 seconds black-and-white		4.90 seconds color/3.80 seconds black-and-white	4.50 seconds color/3.20 seconds black-and-white	3.80 seconds color/3.00 seconds black-and-white
Page Description Languages		Adobe® PostScript® 3™, Adobe® PDF, PCL® 5c/PCL® 6				
Paper Input[3]	Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** Up to 82 ppm simplex/141 ipm duplex (200 dpi). 130-sheet capacity for AltaLink® C8130/C8135/C8145/C8155. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm. Up to 135 ppm simplex/270 ipm duplex (200 dpi). 250-sheet capacity for AltaLink® C8170. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm				
		Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm (SEF)				
		Tray 1: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF)				
		Tray 2: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF)				
	Choose One	**Four Tray Module:** (Trays 3 and 4 — available with AltaLink® C8130/C8135): 1,040 sheets; 520 sheets each; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF). Total standard paper capacity: 2,180 sheets				
		High Capacity Tandem Tray Module: 2,000 sheets; Sizes: 8.5 x 11 in./A4. Total standard paper capacity: 3,140 sheets				
	Optional	**High Capacity Feeder (HCF):** Up to 3,000 sheets; Size 8.5 x 11 in./A4 long edge feed. Max paper capacity with HCF: 6,140 sheets				
		Envelope Tray (replaces Tray 1): Up to 60 envelopes with Auto Size detection of some sizes				
		Long Sheet Feed Kit (banner printing): 12.6 x 52 in./320 x 1,320 mm				
		Multi-feed Detection Kit (available for AltaLink® C8170 only)				
Paper Output/ Finishing[3]	Standard	**Dual Offset Catch Tray** (standard when finishers are not attached): 250 sheets each; Face-up Tray: 100 sheets				
	Optional	**Integrated Office Finisher:** Available with AltaLink® C8130/C8135/C8145/C8155, staple positions: front and rear straight. 500 sheets stacker, 50 sheets stapling, 2-position stapling				
		Office Finisher: 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages))				
		BR Finisher: 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching				
		BR Booklet Maker Finisher: 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching plus saddle-stitch booklet making (2 to 16 sheets, 64 pages) and V-folding				
		C-Fold/Z-Fold Unit: Adds Z-folding, Letter Z-folding and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher				
		Convenience Stapler: 50-sheet stapling, includes Work Surface[4]				

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps, auto wake-up with Smart Proximity Sensor, Enable Adaptive Learning to set up shortcuts for repetitive and complex jobs. Copy, scan, or email without touching the user screen using the automatic touchless workflow accelerators
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver, Microsoft Universal Print
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog, Remote Control Panel
Print Features	Print from USB, Print from Cloud Repositories (Dropbox, OneDrive, and Google Drive), Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode, Long Sheet (Banner) Printing
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or two-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); **Optional:** Scan To Cloud Repositories (Dropbox, OneDrive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); **Optional:** WiFi Direct, WiFi (802.11 b/g/n/ac), AirPrint™ (iOS) including iBeacon (Bluetooth)
Mobile Printing	Mopria® Scan, Apple AirPrint™, Xerox® Print Service (Android), @PrintByXerox; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™, **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Cloud Ready	Remote services enabled, native "Print from" Cloud repositories (Dropbox, OneDrive, Google Drive), integration with Okta, Ping Identity, Microsoft Azure; **Optional:** Native "Scan to" cloud repositories (Dropbox, OneDrive, Google Drive), direct connection to cloud-hosted services via optional apps (accessed via Xerox App Gallery app or visit **xerox.com/AppGallery**), **Xerox WorkFlow Central Platform**

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee® ePolicy Orchestrator®, McAfee Enterprise Security Manager, LogRhythm SIEM, Splunk SIEM, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog, TPM, Log-in with Okta, Ping Identity, and Microsoft Azure credentials; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET/SIPRNet)[5], Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**)
Data Protection	McAfee Whitelisting, Firmware Verification, Trusted Boot, Job Level Encryption via HTTPS and Drivers, Encrypted Storage Drive (AES 256-bit, FIPS 140-2), Encrypted and Signed Email; **Optional:** Xerox® Workplace Cloud/Suite Content Security, Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite, McAfee Integrity Control
Document Security	Common Criteria Certification (ISO 15408) full system against the HCP PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers, Imaging Security with AltaLink's proprietary marking and infrared detection technology

ENABLES INTELLIGENT WORKPLACE SERVICES

Print Management	Xerox® Standard Accounting; **Optional:** Xerox® Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Fleet Orchestrator, Configuration Cloning; **Optional:** Intelligent Workplace Services Suite, Cloud-based remote management with Xerox® Workplace Cloud[6]
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, convert text to audio or handwritten notes to text files, and paper documents to Microsoft applications, all from a single cloud-based. Or visit **xerox.com/WorkplaceApps** to find apps by industry or workflow
Software and Solutions	Xerox® DocuShare® (**xerox.com/ecm**), XMPie® (**xerox.com/XMPie**), Xerox® Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] Declared in accordance with ISO/IEC 24734
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis
[3] Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks
[4] Sold separately in some geographies
[5] Not available in all geographies
[6] Available in select markets

Certifications: **xerox.com/OfficeCertifications**

Xerox® AltaLink® B8145/B8155/B8170 Multifunction Printer

DEVICE SPECIFICATIONS		ALTALINK® B8145	ALTALINK® B8155	ALTALINK® B8170
Speed[1]		Up to 45 ppm	Up to 55 ppm	Up to 72 ppm
Monthly Duty Cycle[2]		Up to 200,000 pages	Up to 300,000 pages	Up to 300,000 pages
Storage/Processor/Memory		Minimum 128 GB SSD; **Optional:** 500GB HDD/INTEL ATOM Quad Core, 1.9GHz/4 GB system memory		
Connectivity		10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, NFC; **Optional:** WiFi/WiFi Direct with Xerox® Dual Band Wireless Kit, Bluetooth (iBeacon)		
Copy and Print		**Copy Resolution:** Up to 600 x 600 dpi; **Print Resolution:** Up to 1200 x 2400 dpi		
First-Copy-Out Time (as fast as) (from platen/warmed-up state)		4.40 seconds	3.70 seconds	3.20 seconds
First-Print-Out Time (as fast as)		3.80 seconds	3.20 seconds	3.00 seconds
Page Description Languages		Adobe® PostScript® 3™, Adobe® PDF, PCL® 5c/PCL® 6		
Paper Input[3]	Standard	**Single-Pass Duplex Automatic Document Feeder (DADF):** Up to 82 ppm simplex/141 ipm duplex (200 dpi). 130-sheet capacity for AltaLink® B8145/B8155 Up to 135 ppm simplex/270 ipm duplex (200 dpi). 250-sheet capacity for AltaLink® B8170. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm **Bypass Tray:** 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm (SEF) **Tray 1:** 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF) **Tray 2:** 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF) **High Capacity Tandem Tray Module:** 2,000 sheets; Sizes: 8.5 x 11 in./A4. Total standard paper capacity: 3,140 sheets		
	Optional	**High Capacity Feeder (HCF):** 3,000 sheets; Size 8.5 x 11 in./A4 long edge feed. Max paper capacity with HCF: 6,140 sheets **Envelope Tray (replaces Tray1):** Up to 60 envelopes with Auto Size detection of some sizes **Long Sheet Feed Kit (banner printing):** Up to 12.6 x 52 in./320 x 1,320 mm **Multi-feed Detection Kit (available for AltaLink® B8170 only)**		
Paper Output/ Finishing[3]	Standard	**Dual Offset Catch Tray** (standard when finishers are not attached)**:** 250 sheets each; Face-up Tray: 100 sheets		
	Optional	**Integrated Office Finisher:** Available with AltaLink® B8145/B8155, max paper weight 256 GSM, staple positions: front and rear straight. 500 sheets stacker, 50 sheets stapling, 2-position stapling **Office Finisher:** 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages)) **BR Finisher:** 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching **BR Booklet Maker Finisher:** 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching, plus saddle-stitch booklet making (2 to 16 sheets, 64 pages) and V-folding **C-Fold/Z-Fold Unit:** Adds Z-folding, Letter Z-folding, and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher **Convenience Stapler:** 50-sheet stapling, includes Work Surface[4]		

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps, auto wakeup with Smart Proximity Sensor. Enable Adaptive Learning to set up shortcuts for repetitive and complex jobs. Copy, scan, or email without touching the user screen using the automatic touchless workflow accelerators
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver, Microsoft Universal Print
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog, Remote Control Panel
Print Features	Print from USB, Print from Cloud Repositories (Dropbox, OneDrive, and Google Drive), Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode, Long Sheet (Banner) Printing
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or two-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); **Optional:** Scan To Cloud Repositories (Dropbox, One Drive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); **Optional:** Wi-Fi Direct, Wi-Fi (802.11 b/g/n/ac), AirPrint (iOS) including iBeacon (Bluetooth)
Mobile Printing	Mopria® Scan, Apple AirPrint™, Xerox® Print Service (Android), Xerox® @PrintByXerox App; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™; **Optional:** Xerox® Workplace Mobile App (iOS/Android)
Cloud-ready	Remote services enabled, native "Print from" Cloud repositories (Dropbox, One Drive, Google Drive), Integration with Okta, Ping Identity, Microsoft Azure; **Optional:** Native Scan To Cloud Repositories (Dropbox, One Drive, Google Drive), direct connection to cloud hosted services via optional apps (accessed via Xerox App Gallery app; visit **xerox.com/AppGallery**), **Xerox WorkFlow Central Platform**

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee® ePolicy Orchestrator®, McAfee Enterprise Security Manager, LogRhythm SIEM, Splunk SIEM, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog, TPM; Log-in with Okta, Ping Identity, and Microsoft Azure credentials; **Optional:** Smart Card Enablement Kit (CAC/PIV/.NET/SIPRNet)[5], Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at **xerox.com/WorkplaceSolutions**
Data Protection	McAfee Whitelisting, Firmware Verification, Trusted Boot, Job Level Encryption via HTTPS and Drivers, Xerox® Workplace Cloud/Suite Content Security, Encrypted Storage Drive (AES 256-bit, FIPS 140-2), Encrypted and Signed Email; **Optional:** Xerox® Workplace Cloud/Suite Content Security, Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite, McAfee Integrity Control
Document Security	Common Criteria Certification (ISO 15408) full system against the HCP PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers, Imaging Security with AltaLink's proprietary marking and infrared detection technology

ENABLES INTELLIGENT WORKPLACE SERVICES

Print Management	Xerox® Standard Accounting; **Optional:** Xerox® Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at **xerox.com/PrintManagement**
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Fleet Orchestrator, Configuration Cloning; **Optional:** Intelligent Workplace Services Suite, Cloud-based remote management with Xerox® Workplace Cloud[6]
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, eSign, personalize, print, convert, route, collaborate, and communicate. Visit **xerox.com/WorkplaceApps** to find apps by industry or workflow
Software and Solutions	Xerox® DocuShare® (**xerox.com/ecm**), XMPie® (**xerox.com/XMPie**), Xerox® Workplace Solutions (**xerox.com/WorkplaceSolutions**), **Xerox WorkFlow Central Platform**

[1] Declared in accordance with ISO/IEC 24734
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis
[3] Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks
[4] Sold separately in some geographies
[5] Not available in all geographies
[6] Available in select markets

Certifications: **xerox.com/OfficeCertifications**

Industry Awards and Recognitions

2014, 2015, 2016, 2017, 2019, 2020, AND 2021
BLI DOCUMENT IMAGING SOFTWARE LINE OF THE YEAR

2017 – 2021 BLI PaceSetter Award

"Our analysis shows that [Xerox] has assembled the best portfolio of apps, software, and services to help customers streamline critical business processes and leverage their investments in MFP hardware."

Learn More

MFP APP ECOSYSTEMS CATEGORY
2021 – 2022 BLI PaceSetter Award

"With more than 120 MFP apps in its portfolio and 400 partners in its Personalized Application Builder Program, Xerox has focused on making its VersaLink, AltaLink, and (now) PrimeLink MFPs true "workplace assistants.""

Learn More

HYBRID WORKPLACE CATEGORY
2021 – 2022 BLI PaceSetter Award

"Going into the pandemic, Xerox already had a strong portfolio of products and services to support an evolving workplace. Over the past few months, the company has quickly added to its portfolio to help customers adapt on the fly."

Learn More

MOBILE PRINT CATEGORY
2017 – 2018 BLI PaceSetter Award

"Xerox's approach to mobile print is perfectly suited to the real world. The solutions are easily integrated and can be employed as simply as sending an email to a colleague."

Learn More

2020 PRODUCT OF THE YEAR
Overall Winner

"Xerox® AltaLink® C8170 enhances productivity with the ability to use an array of on-device apps and with advanced capabilities such as ultrafast scanning."

Xerox® AltaLink® C8170 Color Multifunction Printer

Learn More

OUTSTANDING JOB MANAGEMENT AND MOBILE PRINT SOLUTIONS
2019 Pick

"Xerox® Workplace Suite surpassed the competition to win this honor."

Learn More

MCAFEE® NORTH AMERICA
2018 OEM Innovator of the Year

"No matter what, we put the customer at the core of everything we do by working together with our partners to provide the solutions and expertise that businesses depend on."

Learn More

Read more about our award-winning solutions at **www.xerox.com/WorkplaceAwards**.

For more information on Xerox® AltaLink® Devices, visit **www.xerox.com/AltaLinkPrinters**.

xerox™

XEROX® PRIMELINK® PRINTER

The world's #1* entry production
color printer just got even better.

C9065 AND C9070

xerox™

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.

IMPROVE YOUR IMAGE

Entry-level price point 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 servers with embedded PANTONE® technologies such as PANTONE® GOE and PANTONE® PLUS ensure the colors you want are the colors you get.

And 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.

INDUSTRY CERTIFICATIONS FOR IMAGE QUALITY*

* Idealliance, Fogra, and Adobe PDF Print Engine achieved with the optional EFI server

WORK SMARTER, NOT HARDER

Looming 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 wouldn't think possible.

Designed to promote multitasking and collaboration, it's customizable to suit your work style. The Xerox® Integrated Color Server comes 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 Box®, 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 @PrintByXerox lets 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.

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.

- Audit Log 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're 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 heavyweight stocks up to 350 gsm. Print up to 26" (660 mm) with the Extra Long Sheet (XLS) capability up to 220 gsm. And print long runs without refilling 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.
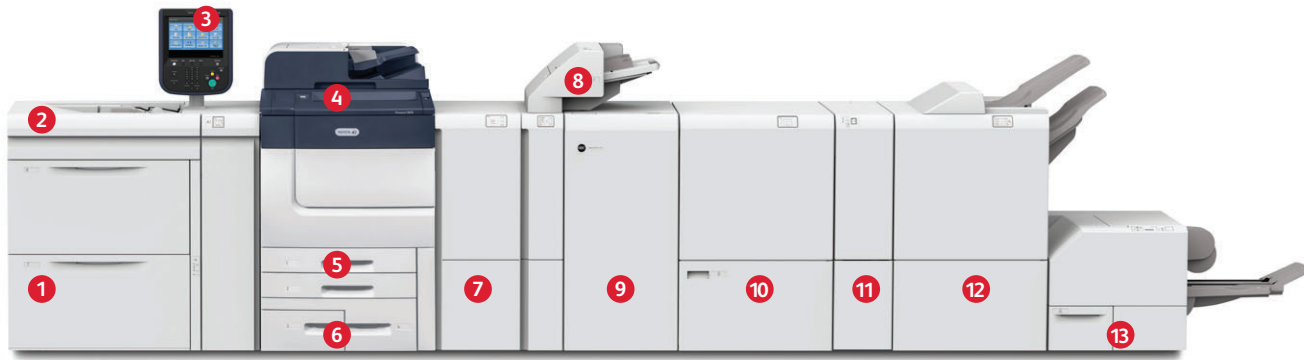
Xerox® PrimeLink® C9065/C9070 Printer

1 Two-Tray Oversized High Capacity Feeder:
Adds 4,000 sheets in sizes from 4 x 6 in. /100 x 148 mm to 13 x 19.2 in./330 x 488 mm (up to 350 gsm). Up to 13 x 26 in./330 x 660mm via Tray 5 (up to 220 gsm).

2 Extra Long Sheet (XLS) Capability:
Print banners, book jackets, calendars and other applications up to 26 in. (660 mm) long, and up to 220 gsm via Tray 5 (Bypass).

3 Control Panel: An intuitive user interface makes it simple to access general print, copy, scan and fax functions, integrated color server, useful apps from the Xerox App Gallery, color controls, security features and much more.

4 Integrated Scanner: Single Pass Duplex Automatic Document Feeder scans up to 270 impressions per minute; 600 dots per inch color up to 11 x 17/A3. Scan to a variety of output options; desktop, USB, mailbox, FTP, SFTP, SMB and Job Flow multi-destination scanning.

5 Xerox® PrimeLink C9065/C9070 Printer:
Prints, copies, scans and faxes all while delivering stunning color image quality at a highly productive 65 ppm color and 70 ppm black-and-white (C9065) or 70 ppm color and 75 ppm black-and-white (C9070).

6 Five Internal Trays (Standard): Includes a 12 x 18 in./SRA3 tray and Tray 5 (Bypass) max weight up to 350 gsm and up to 26 in./660 mm sheet size.

7 Xerox® Interface Decurler Module:
Inline paper cooling and decurler unit improves throughput and efficiency, connecting Production Ready finishing modules, ensuring flat sheets for reliability and speed.

8 Xerox Inserter: Insert preprinted or blank media into printed documents with a tray capacity of 250 sheets, sheet sizes up to 13 x 19.2 in. (330 x 488 mm) and 350 gsm.

9 GBC® AdvancedPunch Pro™: Lets you create bound documents in-house by combining printing, punching and collating into one convenient step. Choose the punch to fit your needs.

10 Xerox® Crease and Two-sided Trimmer:
Trims 6-25 mm from the head and foot of prints or booklets to produce an even edge and creases spine. Available with Production Ready Finishers.

11 Xerox® C/Z Folder: Produces Z-fold, C-Fold and Engineering Z-Fold.

12 Xerox® Production Ready Finisher Booklet Maker: Ensures consistent high-quality stapled sets for small or large documents with a variable-length stapler, single or dual stapling option and a 100 sheet capacity. Plus, creates stapled booklets up to 30 sheets or 120 imposed pages (uncoated), or 15 sheets or 60 imposed pages (coated).

13 Xerox® SquareFold® Trimmer Module:
Enhances the power of the Production Ready Finisher with square fold of cover sheets and face trimming to produce booklets.

ADDITIONAL FEEDING AND FINISHING OPTIONS NOT PICTURED

• One-Tray Xerox® High Capacity Feeder — Holds 2,000 sheets of 8.5 x 11 in. (A4) paper, 64–220 gsm.

• Banner Feed Guide — An option for the Tray 5 (Bypass)/MSI/OHCF that increases reliability when feeding XLS or 350 gsm media.

• One-Tray Oversized High Capacity Feeder with Storage Cabinet — Adds 2,000 sheets in sizes from 4 x 6 in. / 100 x 148 mm to 13 x 19.2 in. / 330 x 488 mm (up to 350 gsm). Up to 13 x 26 in./330 x 660 mm via Tray 5 (up to 220 gsm).

• Offset Catch Tray — 500-sheet stacking.

• Xerox® Business Ready Finisher — A lighter-duty option for finishing and stacking and staples up to 50 sheets uncoated/15 coated.

• Xerox® Business Ready Booklet Maker Finisher — Provides booklet making capability.

• Xerox® Production Ready Finisher — Produces superior quality finishing and stacking with a 500-sheet top tray and 3,000-sheet stacker tray and built-in bi-directional decurler.

• Xerox® Production Ready Finisher Plus — Provides same function as the Production Ready Finisher. Used to connect third-party inline finishing options.

• Xerox® Basic Punch — An option for punching 2/3, 2/4 and Swedish 4-hole on the Production Ready Finisher and Booklet Maker.

• Plockmatic Pro 50/35 Booklet Maker — Highest quality production booklets up to 200 pages (up to 50 sheets). Face trimming, square fold, rotate crease and bleed trim.

• Convenience Stapler — Staples up to 50 sheets of 20 lb./80 gsm media.

• Xerox® Tape Binder — Combines inline thermal tape binding with the speed, value and convenience of Production printing. Works with Xerox® Production Ready Finisher Plus.

• GBC® eWire™ — Combines printing, punching, collating and twin-loop binding into one integrated process. Runs inline with the GBC® AdvancedPunch™ Pro and the Xerox® Production Ready Finisher Plus.

FINISHING APPLICATIONS

Sort and Collate	XLS	Tape Binder
Tri-Fold	Square Fold	Face Trim
Hole Punch		
Booklet	Tabloid Z-Fold	GBC eWire
Z-Fold	2-Sided Trim	Basic Punch
Staple		
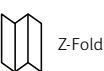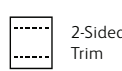
Xerox® PrimeLink® C9065 and C9070 Printer

DEVICE SPECIFICATIONS	PRIMELINK C9065		PRIMELINK C9070	
SIMPLEX SPEEDS	**Color**	**Black-and-white**	**Color**	**Black-and-white**
8.5 x 11 in. / A4	Up to 65 ppm	Up to 70 ppm	Up to 70 ppm	Up to 75 ppm
11 x 17 in. / A3	Up to 33 ppm	Up to 35 ppm	Up to 35 ppm	Up to 37 ppm
12 x 18 in. / SRA3	Up to 29 ppm	Up to 30 ppm	Up to 30 ppm	Up to 33 ppm
AUTO DUPLEX SPEEDS	**Color**	**Black-and-white**	**Color**	**Black-and-white**
8.5 x 11 in. / A4	Up to 65 ppm 2-sided 32 sheets per minute	Up to 70 ppm 2-sided 35 sheets per minute	Up to 70 ppm 2-sided 35 sheets per minute	Up to 75 ppm 2-sided 37 sheets per minute
11 x 17 in. / A3	Up to 32 ppm 2-sided 16 sheets per minute	Up to 35 ppm 2-sided 17 sheets per minute	Up to 35 ppm 2-sided 17 sheets per minute	Up to 37 ppm 2-sided 18 sheets per minute
Printer Dimensions	**Height:** 54.8 in. / 1,391.5 mm; **Width:** 62 in./ 1,574 mm; **Depth:** 31 in. / 787 mm			
Monthly Duty Cycle	Up to 300,000 pages (maximum volume capacity expected in any one month, not expected to be sustained on a regular basis)			
Average Monthly Print Volume (AMPV)	10,000 to 60,000 pages per month			
Paper Flexibility/Weights	**Standard Paper Capacity:** 3,260 sheets (Tray 1 & 2: 500 sheets, Tray 3: 870 sheets, Tray 4: 1,140 sheets, Tray 5 (Bypass): 250 sheets) **Max Paper Capacity:** 7,260 sheets (Tray 1 & 2: 500 sheets, Tray 3: 870 sheets, Tray 4: 1,140 sheets, Oversized High Capacity Tray 1 & 2: 4,000 sheets) **Sizes:** Tray 1: 5.5 x 8.5 in. to 12 x 18 in. / A5 to SRA3; Tray 2: 5.5 x 8.5 in. to 11 x 17 in. / A5 to A3; Tray 3: 7.25 x 10.5 in., 8.5 x 11 in. / B5, A4; Tray 4: 7.25 x 10.5 in., 8.5 x 11 in. / B5, A4			
Image Quality Print Technology	Benchmark image quality with 2400 x 2400 dpi resolution with VCSEL ROS and EA Eco with ultra-low melt technology toner for a smooth, offset-like finish			
Line Screens	150/200/300/600 dot screen, 200 line screen, stochastic and enhanced text and graphics			
Registration	• Advanced registration technology for tighter control • Simple Image Quality Adjustment (SIQA) for de-skew, registration and density uniformity (available on all configurations) • +/- 1.5 mm. Variation will occur based on paper size, tray, etc.,			
Print Features	• Print, copy, fax and scan, including Scan to PC, USB or Email, and mobile printing • Expansive media range lets you print everything from postcards to posters, both coated and uncoated stock, up to 350 gsm • Xerox Extensible Interface Platform® (EIP) allows you to connect to third-party software solutions • Inline finishing options offer a professional polish with banner printing, stapling, hole-punching, folding and booklet making for presentations, brochures, reports and newsletters • Be secure with integrated security features such as IP filtering, image overwrite, secure print, encrypted Scan to Email, authentication and IPv6 support		• XLS sheet size (Tray 5 and OHCF via Tray 5) supporting up to 220gsm • Up to 350 gsm (Tray 5 and OHCF only), auto-duplex up to 256 gsm (Bypass Tray and OHCF) • Xerox® replaceable units for toners, drums, fuser, charge corotron, waste bottle, staples • Custom Paper Setup and Paper Catalog • Load-while-run toner and paper capability • **Optional Features:** Common Access Card Enablement Kit, Accounting Options, Foreign Device Interface	
Servers	**Standard** • Xerox® Integrated Color Server		**Optional** • Xerox® EX-c C9065/C9070 Print Server Powered by Fiery® • Xerox® EX-i C9065/C9070 Print Server Powered by Fiery® • Xerox® EX C9065/C9070 Print Server Powered by Fiery®	
Integrated Scanner	• Single-pass Duplex Automatic Document Feeder • Color or black-and-white scanner • Scan to text searchable PDF, PDF/A, thumbnail preview, XPS®, PCL® 6, HP-GL2 (direct submission), TIFF, JPEG • 250-sheet capacity		• Up to 270 ipm (color, up to 200 gsm) • Up to 270 ipm (black-and-white, up to 200 gsm) • Originals up to 11 x 17 in. (A3) in weights from 38 gsm (16 lb. bond) to 200 gsm (53 lb. bond)	
Optional Feeding	**Optional High Capacity Feeder (HCF):** 2,000 sheets; 7.25 x 10.5 in., 8.5 x 11 in. / 184.2 x 266.7 mm, 279.4 x 215.9 mm (B5, A4); 16 lb. bond to 60 lb. cover / 64 to 220 gsm (uncoated and coated) **Optional Oversized High Capacity Feeder (OHCF):** One-Tray OHCF: 2,000 sheets plus Storage Cabinet; Tray 6: 3.9 x 5.8 in. / 100 x 148 mm to 13 x 19.2in. / 330 x 488 mm (up to 350 gsm) Tray 5: Up to 13 x 26 in./330 x 660 mm (up to 220 gsm). Two-Tray OHCF: 4,000 sheets; OHCF: Tray 6 and 7: 3.9 x 5.8 in. / 100 x 148 mm to 13 x 19.2in./ 330 x 488 mm (up to 350 gsm) Tray 5: Up to 13 x 26 in./330 x 660 mm (up to 220 gsm).			
Optional Finishing	**Business Ready Finisher: Offsetting Top Tray:** 500-sheets 8.5 x 11 in. / A4 unstapled. **Stacking Stapling Tray:** 3,000 sheets unstapled or 100 sets (dual or 4-position staple) 11x17 in., 8.5 x 14 in., A3 or 200 sets (single-position staple) 8.5 x 11 in. / A4. **Sizes:** Stacking; 4 x 6 in. to 12 x 19.2 in. / A6 to SRA3, Stapling; 7.25 x 10.5 in. to 11 x 17 in. / B5 to A3. Other; 5.5 x 8.5 in. / A5 output to top tray; punch and offset. **Paper weights:** Top Tray-16 lb. bond to 130 lb. cover / 60 to 350 gsm (coated and uncoated). Stacker Tray-16 lb. bond to 96 lb. cover / 60 to 256 gsm (coated and uncoated). **Business Ready Finisher Booklet Maker Finisher: Offsetting Top Tray:** 500-sheets 8.5 x 11 in. / A4 unstapled. **Stacking Stapling Tray:** 1,500 sheets unstapled or 200 sets (single position stapling or dual or 4-position staple) or 100 stapled sets of 11 x 17 in. / A3 / SRA3. 11x17 in., 8.5 x 14 in., A3 or 200 sets (single-position staple) 8.5 x 11 in. / A4. **Sizes:** Stacking; 4 x 6 in. to 12 x 19.2 in. / A6 to SRA3. Stapling; 7.25 x 10.5 in. to 11 x 17 in. / B5 to A3. Other; 5.5 x 8.5 in. / A5 output to top tray; punch and offset. **Paper weights:** Top Tray-16 lb. bond to 130 lb. cover / 60 to 350 gsm (coated and uncoated), Stacker Tray-16 lb. bond to 96 lb. cover / 60 to 256 gsm (coated and uncoated). Booklet Maker-16 lb. bond to 96 lb. cover / 60 to 256 gsm (uncoated, 106 to 220 gsm (coated)). Booklet Maker-Saddle-stitch 2 to 16 sheets (7 sheets at 106 to 176 gsm coated or 5 sheets at 177 to 220 gsm coated). **Production Ready Finisher (requires Interface Decurler Module):** Booklet Size: 100 sheets (90 gsm) uncoated, 35 sheets (90 gsm) coated. Paper Size: 7.2 x 5.7"/182 x 146mm to 11.7 x 17"/297 x 432mm. Max Weight: 350 gsm. Options: Punch, Inserter and C/Z Folder. Trays: Two output trays, 500-sheet top tray, 3,000-sheet stack tray of 5.83 x 5.75"/148 x 146mm to 13 x 19.2"/330 x 488mm. **Production Ready Finisher Plus (requires Interface Decurler Module):** Provides same function as the Production Ready Finisher with a 500-sheet top tray and 2,000-sheet stacker tray. Used to connect third-party inline finishing options. Includes PFIM Partner Finishing Interface Module. **Production Ready Finisher with Booklet Maker (requires Interface Decurler Module):** Booklet Size: 7.17 x 7.17"/182 x 182mm to 13 x 19.2"/330 x 488mm up to 256 gsm. Trays: 500-sheet top tray, 2,000-sheet stack tray, saddle-stitch booklet tray (up to 120 pages, 30 sheets/90 gsm uncoated, 15 sheets/106 gsm coated). **Offset Catch Tray:** 500-sheet stacking. **Xerox® SquareFold® Trimmer Module:** Face Trim: 120 pages (30 sheets). Compatibility: Production Ready Finisher, Booklet Maker, Crease and Two-Sided Trimmer. **Xerox® C/Z Folder:** Sheet Size: 8.5 x 11" (A4). Half-Z Fold Sheet Size: Larger stocks reducing to 8.5 x 11" (A4). Weight Range: 64 - 90 gsm. Compatibility: Production Ready Finisher, Booklet Maker. **Xerox® Inserter:** Capacity: 250 sheets. Capabilities: Trimming, punching, folding, stapling, stacking. Paper Size: 7.2 x 5.8" (182 x 148 mm) to 13 x 19.2" (330 x 488 mm). Max Weight: 350 gsm. Compatibility: Production Ready Finisher. **Xerox® Crease/Two-sided Trimmer:** Trim Range: 0.236" (6 mm) to 0.985" (25 mm). Paper Size: 7.7 x 8.3"/194 x 210 mm to 13 x 19.2"/330 x 488 mm. Max Weight: 350 gsm. Compatibility: Production Ready Finisher and Booklet Maker. Buffering Unit: Up to five customizable mountain or valley creases per sheet. **Plockmatic Pro 50/35 Booklet Maker:** Booklet Capacity: 200 pages (50 sheets). Capabilities: Face trimming, square fold, rotate crease and bleed trim. Paper Size: Up to 12.6 x 9" (320 x 228.6 mm). Max Weight: 300 gsm. Compatibility: Production Ready Finisher Plus. **For more optional finishing refer to Product Explorer** explorexeroxproducts.com/Product.			
Xerox App Gallery	Go to xerox.com/AppGallery to learn how you can expand the capabilities of the PrimeLink C9065/C9070 and work in new ways with dedicated apps for business, education, healthcare and more.			

Configurations vary by geographical location.

For more information, go to xerox.com/PrimeLink.

xerox™

Let's build a more profitable future.

xerox™

The Xerox® Versant® 280 Press

The all-in-one, ever-evolving, field-proven profit builder. Reimagined to deliver everything you need in a mid-production press.

We're living in a world of reinvention. Faster turnarounds, shorter print runs. Yesterday's trends have become today's reality—and it's time to tap into the demand for more diverse applications.

But here's your opportunity. Our engineers just can't leave our top-selling press alone—and suddenly, the Versant we all love is more versatile than ever before.

START WITH THE BEST.

Since its introduction, Versant has always been the shortest path from potential to profit. But the Versant 280 represents an exponential leap forward. Now you can add more speed to deliver on those fast turnarounds—without sacrificing quality. In fact, you'll be adding capabilities you—or your competition—won't find anywhere else.

MAX OUT YOUR MEDIA CAPABILITIES.

Combine Versant speed and quality with the ability to print on supported stocks up to 400 gsm. Load up with envelopes and print on stock as small as 3.9 x 5.7" (98 x 146 mm) and as long as 13 x 47.2" (330 mm x 1.2 m). Labels, tabs, and special substrates like synthetics, polyesters, window clings, transfer paper, and magnetic stock. Plus you'll get all the Versant standards available on every model sold:

- Toner consistency, coverage, and alignment controls powered by our Simple Image Quality Adjustment (SIQA) automation
- Closed loop process controls for color consistency
- Xerox® EA Toner with incredible 2400 x 2400 dpi Ultra HD Resolution with 10-bit RIP rendering—even on metallics and Specialty Inks
- Choose the feeding option that suits your needs, including precision vacuum feeding for standard and Extra Long Sheets (XLS)
- Inline finishing options from simple folds and staples to full bleed, square edge face-trimmed booklets
- Walk-up print and scan capabilities

Very versatile. Amazingly automated. Categorically colorful.

It's our most decorated press—now sporting the Keypoint Intelligence/BLI Outstanding Innovation in Production Print Award for its stunning Adaptive CMYK+ Kit option.

TAKE IT TO THE LIMIT.

Add our new All Stocks Rated Speed (ASRS) option, and print 25% faster on every supported stock up to 400 gsm. Our upgraded Decurler Module makes it possible.

MAKE IT EVEN BETTER WITH OUR LEGENDARY PERFORMANCE PACKAGE OPTION.

Take automation to the extreme with click-simple automated color quality with full spectrum color management hardware and software tools. An inline X-Rite® Spectrophotometer with Color Profiler Suite working with Automated Color Quality Suite (ACQS) takes the variability out of the color equation and reduces time-consuming manual color maintenance and operator error.

Xerox Adaptive CMYK+ Kits

GO BEYOND CMYK WITH 11 COLORS, AND INFINITE POSSIBILITIES.

With the exclusive Xerox® Adaptive CMYK+ Kit, your Versant® instantly meets and exceeds today's market demands with swap-and-go simplicity. Shimmering Gold and Silver, pristine White, sparkling Clear, and far-out process Fluorescents join CMYK for a dazzling industry first.

Swap out your standard CMYK toner set with our Vivid Specialty Toner Set or our Fluorescent Specialty Toner set in minutes, with no purge, and you're printing pretty.
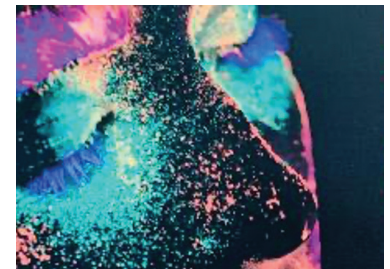
Xerox® Versant® 280 Press

PRODUCTIVITY/PRINT SPEED

- Average Monthly Print Volume: Up to 80,000
- Duty Cycle: 750,000
- 80 ppm (8.5 x 11"/A4), 52–400 gsm with ASRS & Performance Package
- 80 ppm (8.5 x 11"/A4), 52–220 gsm
- 60 ppm (8.5 x 11"/A4), 221–400 gsm

IMAGE QUALITY

- 2400 x 2400 dpi VCSEL ROS for sharpness, detailed shadows, and bright highlights
- 1200 x 1200 x 10 RIP rendering without down sampling for Ultra HD performance
- Halftone Screens for smoother, crisper resolution, and improved gradients
  – 150, 175, 200, 300, 600 Clustered Dot
  – 150, 200 Rotated Line Screen
  – FM Stochastic Screen

TECHNOLOGY

- All Stocks Rated Speed (ASRS) option available for 25% faster speeds on stocks up to 400 gsm
- Performance Package option adds an X-Rite® Inline Spectrophotometer for click-simple, fully automated color management with our Automated Color Quality Suite, twice the processing speed plus additional software and hardware for added productivity and fastest output speed
- Ultra HD Resolution with four times more pixels than competitive presses
- Integrated Registration Alignment (IRA) sensors and switches for accurate and automated paper transport controls
- Closed-Loop Process Controls make quality adjustments in real time
- Compact Belt Fuser for higher speeds, image consistency, runs heavyweight and mixed media
- Simplified Image Quality Adjustment (SIQA) for automated Image-to-Media Alignment, Density Uniformity, and Image Transfer Adjustments
- EA Low Melt Dry Ink toner with small, uniform particles, fine lines, and overall image quality
- Bias Charge Rolls with auto cleaning technology improve press productivity
- Smart Decurler calculates coverage, paper, and humidity for flattest possible output

- Modular feeding and finishing options for configuration versatility
- Xerox® SMart Kit® Replaceable Unit customer replaceable items increase up-time
- IEC 62368-1: Versant conforms to the most recent safety standards for information technology equipment

PAPER

Format/Sizes

- Maximum size: 13 x 47.2" (330 mm x 1.2 m)
- Maximum standard sheet: 13 x 19.2" (330 x 488 mm)
- Minimum size: 3.9 x 5.7" (98 x 146 mm)

Flexibility/Weights

- Coated, uncoated, envelopes, tabs, polyester/synthetic, textured, colored, banner, custom media, and mixed-stock printing
- 52–400 gsm uncoated and coated
- 52–256 gsm from Trays 1–3
- 52–400 gsm from Bypass
- 52–220 gsm from optional HCF
- 52–400 gsm from optional OHCF
- 52–400 gsm from optional Adv OHCF
- 52–400 gsm from optional HCVF

Capacity/Handling

- 1,900 sheets standard (80 gsm)
  – Trays 1–3: 550 sheets each, maximum size 13 x 19.2" (330 x 488 mm), minimum size 5.5 x 7.2" (140 x 182 mm)
  – Bypass: 250 sheets, maximum size 13 x 26" (330 x 660 mm), minimum size 3.9 x 5.7" (98 x 146 mm)
- 9,900 sheets maximum (80 gsm)
  – Trays 1–3: 550 sheets each
  – Bypass: 250 sheets
  – Optional Dual AHCF, 4 trays, 8,000 sheets
  – Optional Dual High Capacity XLS Vacuum Feeder, 6300 sheets 13 x 19.2" (330 x 488 mm); 700 sheets 13 x 34" (330 mm x 864 mm); 100 sheets 13 x 47.2" (330 mm x 1.2 m)
- Registration on standard sheets +/- 1.0 mm, 52–300 gsm
- Auto-Tray Switching/Reload-While-Run Capability
- Auto-Duplex 350 gsm (4/4 impressions)
- Simplex 400* gsm (4/0 impressions)

INTEGRATED SCANNER

- Includes Single-Pass Duplex Automatic Document Feeder, up to 200 ipm color/black and white; 250-sheet capacity, up to 11 x 17" (A3), 38 gsm (16 lb Bond) to 200 gsm (53 lb Bond); copy or scan to a variety of output options

PERFORMANCE-ENHANCING OPTIONS

- All Stocks Rated Speed (ASRS) option includes Xerox® Interface Decurler Module (IDM/ASRS), increasing speed by 25% on the heaviest stocks—delivering full rated 80 ppm on all stocks up to 400 gsm*.
- Performance Package option includes Xerox® Interface Decurler Module (IDM/ILS), providing ASRS performance along with an X-Rite® Inline Spectrophotometer working with Automated Color Quality Suite (ACQS) for automated calibration and profile creation. Fully integrated with EFI Fiery® options, including Color Profiler Suite with ES-3000, Compose, and the NX Station GL.

PRINT SERVER OPTIONS

- Xerox® EX 280 Print Server Powered by Fiery®
- Xerox® EX-i 280 Print Server Powered by Fiery®

ELECTRICAL

- North America: 208–240 V, 50/60 Hz, 16 amps/requires 20A circuit, NEMA 6-20-R socket
- Europe: 220–240 V, 50 Hz, 20 amps/requires 20A circuit, PCE Shark 023-6 mating socket
- Additional electrical required for print server and feeding/finishing devices:
  – 115 VAC, 15 A for 60 Hz or 220 VAC, 10 A for 50 Hz (Western Hemisphere)
  – 220–240 V, 10 A, 50 Hz (Europe)

DIMENSIONS/WEIGHT OF BASE PRESS

- Height: 48" (1,212 mm)
- Width: 30" (760 mm)
- Depth: 33" (831 mm)
- Weight: 651 lb (295 kg)

* Media from the Xerox® Versant® 280 Press Tested Substrate List (TSL)

Ready to tap in to new opportunities with Versant versatility?
Find out more and explore options at **www.xerox.com/versant280**.

Xerox™

Let's reinvent the way we build profit.

xerox

The smart, versatile, and profit-ready Xerox® Versant® 4100 Press.

The smartest, most versatile press money can buy.

The Versant brand is built on smarts—but would you believe **it just got smarter**?

In today's print market, success means adaptation. You're doing it. Your competition is doing it. And Versant is adapting too.

Mid-production profit was once driven by volume. And sure, it's still an important part of the mix for most. But if you're looking for a way to squeeze profit from smaller jobs with faster turnarounds, and still be able to sprint when you need to, have we got the press for you.

HELLO, VERSANT.

We've reinvented our top mid-production press with even more smart automation for virtually touch-free quality control, and extended application options with the ability to print on media up to 400 gsm*.

THE FULL PRESS.

You'll get print speeds up to 100 ppm without sacrificing image quality. Load up with envelopes, and print on stock as small as 3.9 x 5.7" (98 x 146 mm) and as long as 13 x 26" (330 x 660 mm). Labels, tabs, and special substrates like synthetics, polyesters, window clings, transfer paper, and magnetic stocks. Plus, you'll get the perfect marriage of tried-and-true capabilities and the latest Xerox technologies:

Simplify and automate otherwise time-consuming tasks like image-to-media alignment, density uniformity, color calibration, and profiling and more with our Full Width Array (FWA).

Xerox® EA Toner with incredible 2400 x 2400 dpi Ultra HD Resolution with 10-bit RIP rendering—still an industry quality benchmark.

Robust inline feeding and finishing options for a wide range of applications, from simple folds and staples to full bleed, square edge face-trimmed booklets so you can meet diverse customer demands.

All new Xerox® PredictPrint Media Manager Software for powerful, cloud-based stock management.

* Heavyweight media from the Xerox Versant 4100 Tested Substrate List (TSL)

Our exclusive Full Width Array revolutionizes press setup and optimization.

Add Xerox® PredictPrint Media Management Software and stock-specific configuration is scan-and-go easy.

SMARTER STOCK MANAGEMENT STARTS WITH A SIMPLE SCAN.

We've found a way to help get your print—and profit—in motion. Backed by crowd-sourced cloud data and powerful Artificial Intelligence (AI), PredictPrint's Stock Wizard makes optimizing the Versant 4100 Press for a specific stock scan-and-load easy.

SCAN. LOAD. GO.

In the past, you had to guess or manually tweak multiple settings to optimize image quality. PredictPrint Media Manager Software changes all that. Anyone can quickly—and correctly—make necessary stock-specific adjustments in a few easy steps.

Just scan your desired media's barcode, load it in a tray or feeder, and follow the simple PredictPrint Wizard on a very short road to automated output perfection.

PredictPrint integrates with Versant's Full Width Array to adjust alignment, image transfer and more—including color calibration and profiling—by drawing on a cloud-based repository of stock settings. PredictPrint collects and assimilates real world data from other Versant users to continually fine-tune stock settings over time, for ever-faster, easier stock management.

Ultra HD combines 1200 x 1200 RIP rendering with 2400 x 2400 imaging at the engine. While other presses may RIP at 1200 x 1200, Versant® has a 10-bit pipeline to send data to the engine. **That's up to four times more pixel data than other presses.**

8 bit = 256 Levels Reproducible

10 bit = 1,024 Levels Reproducible
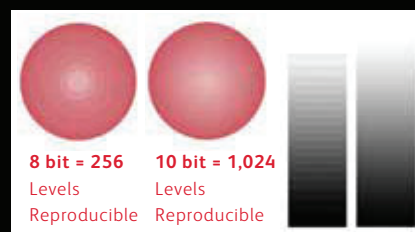
MAX OUT YOUR MEDIA CAPABILITIES.

The Versant® 4100 is the kind of future-proof print platform you can build a business on.

The perfect synthesis of exclusive, field-proven technologies and innovative software solutions redefine what's possible in print.

＋ PLUS

- Superior media handling to 400 gsm duplex
- Speeds up to 100 ppm
- Duty Cycle up to 1.2 million prints
- Full Width Array
- PredictPrint Media Manager Software
- Ultra HD with EA toner
- Production Accurate Registration (PAR)

＋ PLUS

- Advanced fusing with mixed media productivity settings
- Cooling module
- Auto sheet clearing
- Advanced decurling
- Robust feeding and finishing options
- Unparalleled productivity, color adjustment, and automation
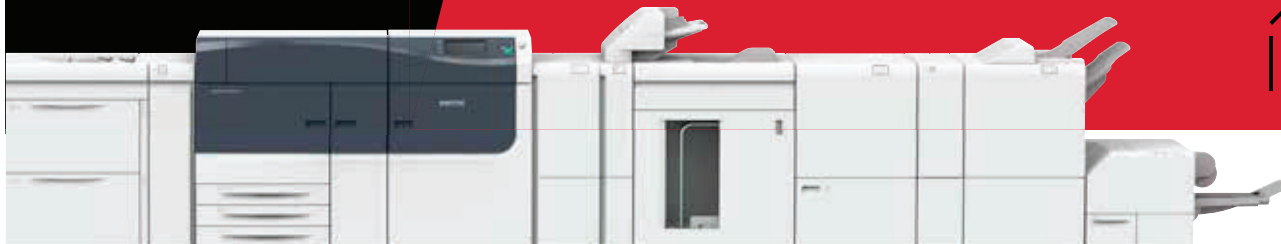
Xerox® Versant® 4100 Press

PRODUCTIVITY/PRINT SPEED

- Average Monthly Print Volume: Up to 250,000
- Duty Cycle: 1.2 million
- 100 ppm (8.5 x 11"/A4), 52–300 gsm
- 80 ppm (8.5 x 11"/A4), 301–400* gsm

IMAGE QUALITY

- 2400 x 2400 dpi VCSEL ROS for sharpness, detailed shadows, and bright highlights
- 1200 x 1200 x 10 RIP rendering without down sampling for Ultra HD performance
- Halftone Screens for smoother, crisper resolution, and improved gradients
  - 150, 175, 200, 210, 300, 600 Clustered Dot
  - 150, 200, 300 Rotated Line Screen
  - FM Stochastic Screen

TECHNOLOGY

- Full Width Array (FWA) automatic press calibration and stock profiling eliminates time-consuming operator-initiated tasks with greater productivity and quality
- FWA provides perfect front-to-back alignment adjustments, optimizes tone coverage for smooth to textured stocks, and delivers consistent toner coverage, safeguarding image integrity across the page.
- Ultra HD Resolution Technology with four times more pixels than competitive presses
- Production Accurate Registration (PAR) for consistent front-to-back registration
- Xerox® PredictPrint Media Manager Software uses cloud-based AI to automatically optimize the press based on what is in the drawer—for faster media management with no need to manually adjust critical quality settings
- Automated Sheet Clearing for less downtime and more productivity
- Closed-Loop Process Controls make quality adjustments in real time
- Compact Belt Fuser for higher speeds, image consistency, runs heavyweight and mixed media
- EA Low Melt Dry Ink toner with small, uniform particles, fine lines, and overall image quality
- Bias Charge Rolls with auto cleaning technology improve press productivity

- Smart Decurler calculates coverage, paper, and humidity for flattest possible output
- Modular feeding and finishing options for configuration versatility
- Xerox® SMart Kit® Replaceable Unit customer replaceable items
- IEC 62368-1: Versant conforms to the most recent safety standards for information technology equipment

PAPER

Format/Sizes

- Maximum size: 13 x 26" (330.2 x 660.4 mm)
- Maximum standard sheet: 13 x 19.21" (330.2 x 488 mm)
- Minimum size: 3.86 x 5.75" (98 x 146 mm)

Flexibility/Weights

- Coated, uncoated, envelopes, tabs, polyester/synthetic, textured, colored, banner, custom media, and mixed-stock printing
- 52–400 gsm uncoated and coated
- 52–256 gsm from Trays 1–3
- 52–400 gsm from Bypass
- 52–400 gsm from Advanced OHCF

Capacity/Handling

- 5,900 sheets standard (80 gsm)
  - Trays 1–3: 550 sheets each, maximum size 13 x 19.21" (330.2 x 488 mm), minimum size 5.5 x 7.17" (139.7 x 182 mm)
  - Bypass: 250 sheets, maximum size 13 x 26" (330.2 x 660.4 mm), minimum size 3.86 x 5.75" (98 x 146 mm)
  - Adv OHCF, 2 trays, 4,000 sheets, maximum size 13 x 19.21" (330.2 x 488 mm), minimum size 3.86 x 5.83" (98 x 148 mm)
- 9,900 sheets maximum (80 gsm)
  - Trays 1–3: 1,650 sheets each
  - Bypass: 250 sheets
  - Optional Dual Adv OHCF, 4 trays, 8,000 sheets
- Registration on standard sheets:
  - Internal Trays, and standard sized stocks greater than 300 gsm, +/- 1.0 mm
  - Adv OHCF, all standard sized stocks 52–300 gsm, +/- 0.5 mm
- Auto-Tray Switching/Reload-While-Run Capability
- Simplex 400* gsm (4/0 impressions)
- Auto-Duplex 400 gsm (4/4 impressions)

PRINT SERVER OPTIONS

- Xerox® EX 4100 Print Server Powered by Fiery®
- Xerox® EX-P 4100 Print Server Powered by Fiery®

ELECTRICAL

- Base Configuration: 208–240 V, 50/60 Hz, 30A circuit (sole use)/single phase, NEMA 14–30
- Additional electrical required for print server and feeding/finishing devices:
  - 115 VAC, 15 A for 60 Hz or 220 VAC, for 50 Hz (Western Hemisphere)
  - 220–240 V, 10 A, 50 Hz (Europe)

DIMENSIONS/WEIGHT OF BASE PRESS

- Height: 44" (1,110 mm)
- Width: 105" (2,670 mm)
- Depth: 32" (807 mm)
- Weight: 1,631 lb (740 kg)

* Heavyweight media from the Xerox® Versant 4100 Tested Substrate List (TSL)

For more information, go to **www.xerox.com/versant4100.**

Xerox™

Xerox and Information Security

Your Data, Your Business:
Partnering to Protect What's
Most Important

xerox ®

Table of Contents

Overview

Information is every organization's key asset, and security is essential to the office—for documents and for any devices, including printers and multifunction printers, connected to the network. And in the 21st century, the network is the hub of virtually all business activity.

Nearly every business, and every person in it, is connected to the Internet. Your business—and every organization with which you collaborate—is part of a global system of interconnected computer networks and servers. There are countless users simultaneously performing tasks, accessing and sharing information, shopping for and selling goods and services and communicating via email, instant messaging, Skype™, Twitter and many other services.

The security threat is very real and the stakes are growing at exponential rates. A breach in the security of an organization's documents can result in unauthorized acquisition or use of sensitive or proprietary information. It can lead to harmful disclosure, stolen or compromised intellectual property and trade secrets. And for many organizations, these security breaches can end with costly fines and litigation, to the tune of hundreds of thousands to millions of dollars.

Today's rising security threats come in various forms and in varying degrees of severity. The explosive proliferation of networked devices means an ever-increasing number of potentially vulnerable points of entry for intruders. And the "hacker" threat is constant, with programs running 24/7 that automatically seek and exploit network security shortcomings.

Security threats vary from relatively harmless spam messages to persistent threats that can take down entire networks.

With such constant Internet activity, you must be sure your company's confidential information stays secure. But the demands change, and change daily.

Networked printers and multifunction printers, or MFPs, which can print, copy, scan to network destinations, send email attachments and handle incoming and outgoing fax transmissions, are particularly vulnerable.

For those in Information Security, it's critical to the security of an organization's network to make sure that security infractions can't happen through network-connected printers and MFPs—or at the devices themselves. After all, attacks can originate in unexpected ways:

- The phone line attached to an MFP could be used to access the network.
- The Web server used to manage the MFPs and printers may be vulnerable to attack.
- Unprotected electronic data can be inappropriately accessed while at rest on the hard disk or in motion to/from the device.
- Malicious emails can be sent from an MFP with no audit trail.

Printers and multifunction printers are sophisticated, multiple sub-system IT platforms, and meaningful security measures must comprehend every element of the platform.

Today's printers and MFPs are quite different from PCs and servers.

- Printers and MFPs are shared devices with multiple users and multiple administrators.
- Printers and MFPs are embedded devices:
  – There may be a real operating system within the system.
  – The operating system may have a direct external interface.
  – The operating system may be proprietary.
  – The operating system may be Microsoft® Windows®.
- Printers and MFPs have the following, all of which are typically associated with more advanced computing nodes:
  – Network protocol stacks
  – Authentication and authorization functions
  – Encryption
  – Device management
  – Web servers

Overview

Heterogeneity of printer and MFP implementations poses challenges.

- Much more diverse than traditional PCs
- High degree of diversity regarding underlying operating systems among different manufacturers and even within single manufacturer product lines

Traditional PC and server controls are not optimized for printers and MFPs.

- Anti-virus approach
  - May not be available for the operating system type used in the printer and MFP
  - Generally losing the war against malware anyway
  - Complexity of managing data file updates in a distributed environment
- Patching printers and MFPs
  - Software version control of printers and MFPs is inconsistent
  - Configuration management creates operational overhead
- Security Information and Event Management (SIEM)
  - Alerts and awareness from printers and MFPs are uneven
  - Remediation of printers and MFPs is not standardized

This is a very different situation from the printers and copiers of yesterday.

Just about anyone can launch attacks against a network and a company's information assets if a printer and MFP's physical and electronic access isn't securely controlled and protected. Those attacks can be as simple as someone picking up documents left in the printer and MFP's output tray to malicious worms pulling sensitive documents off the network.

A printer's and MFP's entire system, along with any device management software on the network, must be evaluated and certified so that Information Security and all the workers of an organization are certain that their documents and network are safe and secure from information predators—or even from internal security breaches.

In that respect, not all printers and MFPs are equal. Therefore, a comprehensive approach, based on foundational, functional, advanced and usable security, is critical to safeguarding the information assets of today's businesses.

Thankfully, Xerox has the security capabilities to help. For the last 20 years, Xerox has been a leader in providing secure document solutions to a variety of industries across the globe. In fact, every Xerox® product and service we offer was designed with security in mind and to seamlessly integrate into existing security frameworks. Plus, security is managed throughout the entire product life cycle from requirements analysis, design, development, manufacturing, deployment and disposal—giving you and your customers more protection and peace of mind.

At Xerox, we help protect your data at every potential point of vulnerability so you don't have to. By staying focused on what we do best, you can stay focused on what you do best.

Xerox Security Goals

We've identified five key security goals in our quest to provide secure solutions to every one of our customers:

CONFIDENTIALITY

- No unauthorized disclosure of data during processing, transmission or storage

INTEGRITY

- No unauthorized alteration of data
- System performs as intended, free from unauthorized manipulation

AVAILABILITY

- System works properly
- No denial of service for authorized users
- Protection against unauthorized use of the system

ACCOUNTABILITY

- Actions of an entity can be traced directly to that entity

NON-REPUDIATION

- Mutual assurance that the authenticity and integrity of network communications are maintained

Security Vulnerabilities:
Industry Risks and Costs

Businesses of all sizes have sensitive information valuable to cybercriminals that must be protected. The threat landscape is changing constantly. With an increase in Bring Your Own Devices (BYOD), wearables for health-tracking data, mobile payment systems, cloud storage and the Internet of Things, the threat is real and continues to grow.

Cybercriminals are increasingly focusing their attention on small- and mid-sized businesses (SMBs), because they are easier targets than large enterprises and because SMBs typically lack the resources needed to protect themselves against attacks. Data breaches for large enterprises make news headlines but, unfortunately, we don't hear much in the news about cyber-attacks on SMBs.

The stakes for SMBs are even higher than for large corporations. Customer information maintained within SMBs is becoming a more valuable commodity and the costs of these breaches can devastate an SMB. According to a study conducted in 2015 by IBM and Ponemon Institute, the average total cost of a data breach for the participating companies increased 23% over two years to $3.79 million.[1] The average cost paid for each lost or stolen record containing sensitive and confidential information increased from $145 in 2014 to $154 in 2015.[1]

That doesn't account for possible fines, loss of reputation and business disruption. Security may not always be a top business priority, but keeping information protected is critical for the health of the organization.
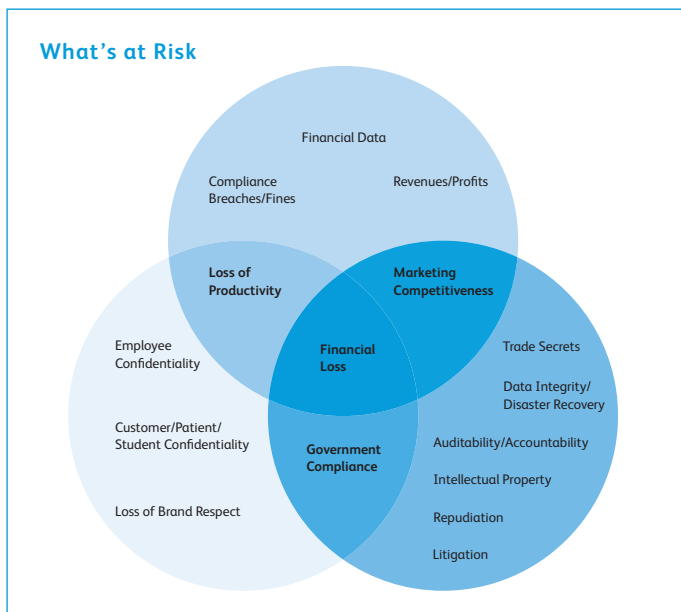
Healthcare

Advances in information technology—including the use of handheld computers—have created the need to share important medical data and patient information electronically—and that's where security becomes a major concern.

The Health Insurance Portability and Accountability Act of 1996 (HIPAA) was put in place by the federal government to force all healthcare organizations to apply uniform data management practices to protect patient information and patient privacy at all times. Under HIPAA, an audit trail is required to track who viewed data, when they viewed it and if they had the proper authorization to do so.

The Health Information Technology for Economic and Clinical Health (HITECH) Act significantly expanded the U.S. government's efforts to establish a national electronic record keeping system for the healthcare industry. HITECH was enacted as part of the American Recovery and Reinvestment Act of 2009 to promote the adoption and meaningful use of health information technology.

Failure to comply with HIPAA can result in civil and criminal penalties, even if no breach occurs.

Government

Today, local, state and federal governments have put an emphasis on simplifying processes and improving cross-agency collaboration to provide better outcomes for the citizens they serve. To do so, they're employing various initiatives to take advantage of the latest technologies, while putting strict regulations in place to ensure the information being shared is safe and secure. One example is the Massachusetts state data breach law, which is one of the most aggressive in the nation. Xerox® systems, software and services conform to these strict guidelines, as well as others.

In 2014, the Department of Defense adopted National Institute of Standards and Technology (NIST) 800-53 standards, which is a publication that recommends security controls for federal information systems and organizations, and document security controls for all federal information systems, except those designed for national security.

1. 2015 Cost of Data Breach Study: Global Analysis, IBM and Ponemon Institute, May 2015.

What's at Risk

Financial Data
Compliance Breaches/Fines
Revenues/Profits
Loss of Productivity
Marketing Competitiveness
Employee Confidentiality
Financial Loss
Trade Secrets
Data Integrity/Disaster Recovery
Customer/Patient/Student Confidentiality
Government Compliance
Auditability/Accountability
Intellectual Property
Loss of Brand Respect
Repudiation
Litigation

Security Vulnerabilities:
Industry Risks and Costs

Also, the Department of Defense has adopted additional security measures with the use of Common Access Cards (CAC) and their civilian government counterparts, Personal Identity Verification (PIV) cards. Such cards require a PKI infrastructure to ensure a secure authentication and communications environment. Additionally, most federal government agencies have adopted the FIPS 140-2 standard to certify encryption modules used in printer and MFP products. And finally, many federal government customers require products be certified to the Common Criteria standard.

Financial Services

Direct deposit, online banking, debit cards and other advances in information technology are revolutionizing the financial services industry. Though more convenient for both customers and businesses, this heavy use of technology has its own set of security concerns.

A secure exchange of credit card information is vital and compliance with the Payment Card Industry (PCI) Data Security Standard (DSS) helps to alleviate vulnerabilities and protect cardholder data. PCI DSS is a proprietary information security standard for organizations that handle credit cards, including Visa®, Mastercard®, American Express®, Discover® and JCB.

The Gramm-Leach-Bliley Financial Services Modernization Act of 1999 (GLBA) was instituted to ensure financial institutions that collect or receive private customer data have a security plan in place to protect it. To reach compliance, organizations must complete a risk analysis on their current processes and implement firewalls, restrict user access, monitor printing and more.

The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 further increases the need for accurate collection and reporting of financial data. Through the Office of Financial Research and member agencies, data will be collected and analyzed to identify and monitor emerging risks to the economy and make this information public in periodic reports and annual testimony to Congress.

Education

With today's educational institutions—including K–12, colleges and universities—transcript requests, financial aid applications and even class notes can all be found online. Because some schools have their own medical centers, they also have to store and share medical information electronically. This interactive environment enhances the student experience and improves staff productivity, but it also makes schools susceptible to security threats.

Because these institutions manage a variety of information, many state and federal regulations apply, including the Computer Fraud and Abuse Act, USA Patriot Act, HIPAA and GLBA. However, the most applicable regulation to the education industry is the Family Education Rights and Privacy Act (FERPA). This act prohibits the disclosure of personally identifiable education information without the written permission of the student or the student's guardian.

With so many regulatory and compliance measures requiring a response, Xerox has looked to the federal government requirements, among others, as guidelines. By developing solutions that strive to meet the most stringent security standards, we can offer highly secure solutions to all of our customers—regardless of business sector.

Security Overview

At Xerox, our "Security = Safety" philosophy drives the development of products, services and technologies that are infused with security at every level.

Security is front and center when engineering our "Smart MFPs." As a leader in the development of digital technology, Xerox has demonstrated a commitment to keeping digital information safe and secure by identifying potential vulnerabilities and proactively addressing them to limit risk. Customers have responded by looking to Xerox as a trusted provider of secure solutions that offer a host of standard and optional state-of-the-art security features.

Our Security Strategy

The development of Xerox® products is guided by a Secure Development Life Cycle Process, which takes the Open Web Application Security Project (OWASP) Software Assurance Maturity Model (SAMM) and SANS Institute guidelines into consideration. This involves defining security requirements, assessing risks, analyzing vulnerabilities and penetration testing, as well as information obtained from OWASP and the SANS Institute. This strategy consists of three pillars:

State-of-the-Art Security Features

Printers and multifunction devices are sophisticated, multiple sub-system network platforms, and Xerox offers the broadest range of security functionality on the market, including encryption, authentication, authorization per user and auditing.

Certification

ISO 15408 Common Criteria for Information Technology Security Evaluation is the only internationally recognized standard for security certification. Xerox was the first manufacturer to seek and obtain certifications for "complete" MFP devices. Because each element of the multifunction platform is a potential point of entry, meaningful security certification must comprehend all elements, including the operating systems, network interface, disk drive(s), Web server, PDL interpreter(s), MFP user interface, local hardware ports and fax system.

Maintenance

At Xerox, maintaining our printer and multifunction devices' security throughout their lifespan requires ongoing diligence to ensure continuous protection against newly discovered exploits. This is accomplished by:

- Ensuring that software updates are issued on an ongoing basis
- Notification of new security bulletins with RSS feeds
- Responding to identified vulnerabilities
- Providing secure installation and operation guidelines
- Providing Common Criteria information
- Making patches available at www.xerox.com/security

The Xerox Security Model, in concert with the Secure Development Life Cycle, is a commitment that all features and functions of the system, not just one or two, are safe and secure.

A Comprehensive Approach to Printer and MFP Security

Xerox long ago recognized and embraced this shift in technology and the evolving needs of the workplace. We offer a comprehensive set of security features to keep your printers/MFPs and your data safe. Xerox secures every part of the data chain, including print, copy, scan, fax, file downloads and system software. There are four key aspects to our multilayered approach.

1. Intrusion Prevention

Your first and most obvious vulnerability is the user interface—who has physical access to your printer and its features. User Authentication is the basis for granting access to Xerox® printers and multifunction devices for authorized walkup and network users. Once authenticated, the user can interact with the device or access customer data, which is subject to restrictions based on the user's role. Xerox® printers and MFPs employ a variety of technologies to ensure authorized access to device features and functions by users and other network devices. Then we tackle less obvious points of intrusion—what is sent to the printer and how Xerox® ConnectKey® Technology will intercept attacks from corrupted files and malicious software. Our system software, including DLMs and weblets, is Digitally Signed: any attempts to install infected, non-signed versions will result in the file being automatically rejected. Print files will also get deleted if any part is not recognized as legitimate.

NETWORK AUTHENTICATION

Network authentication allows users to authenticate to the device by validating user names and passwords prior to use. Network authentication authorizes an individual to access one or any combination of the following services: Print, Copy, Fax, Server Fax, Reprint Saved Jobs, Email, Internet Fax and Workflow Scanning Server. Also, users can be authorized to access one or any combination of the following machine pathways: Services, Job Status or Machine Status.

1. Intrusion Prevention
Prevent general access to restricted devices with user access and internal firewall on the printer.

2. Device Detection
Be alerted at startup or on demand if any harmful changes to your printer have been detected.

3. Document and Data Protection
Keep personal and confidential information safe with encrypted hard disk (AES 256-bit, FIPS validated for many products) and image overwrite.

4. External Partnerships
Protect your data and device from malicious intrusions with McAfee whitelisting technology, Cisco® Identity Services Engine (ISE) integration, certification bodies and compliance testing organizations.

MICROSOFT® ACTIVE DIRECTORY® SERVICES

The Microsoft Active Directory Services (ADS) feature enables the device to authenticate user accounts against a centralized user account database, instead of exclusively using the user account database that is managed locally at the device.

LDAP AUTHENTICATION

LDAP authentication (BIND) is supported for authenticating with the LDAP servers for information lookup and access. When an LDAP client connects to the server, the default authentication state of the session is set to anonymous. The BIND operation establishes the authentication state for a session.

SMTP AUTHENTICATION

This feature validates the user's email account and prevents unauthorized users from sending emails from the device. System Administrators can enable TLS for all SMTP send and receive operations.

Security Overview

POP3 AUTHENTICATION BEFORE SMTP

As an additional layer of security, Xerox® MFPs support the ability for System Administrators to enable or disable the POP3 authentication before SMTP feature. POP3 authentication before SMTP forces a successful login to a POP3 server prior to being able to send mail via SMTP.

ROLE BASED ACCESS CONTROL (RBAC)

The RBAC feature ensures that authenticated users are assigned to a role of either Non-logged-in User/Logged-in User, System Administrator or Accounting Administrator. Each role has associated privileges with appropriate levels of access to features, jobs and print queue attributes. It enables Administrators to choose precisely which functions are permitted for a given role. Once a user logs into the device with the user's name and password, the device can determine which roles are assigned to that particular user. Restrictions are applied based on the assigned roles. If an entire function is restricted, it can appear locked out to the user after authentication or not appear at all.

| Non-logged-in User/Logged-in User | System Administrator | Accounting Administrator |

PRINT USER PERMISSIONS

Xerox user permissions provide the ability to restrict access to print features by user, by group, by time of day and by application. Users and groups can be set up with varying levels of access to print features. For example, limits can be set that allow color print jobs only during certain hours of the day; Microsoft® PowerPoint® presentations automatically print in duplex mode; or Microsoft Outlook® emails always print in black and white.

Feature	Name	Print Submitter Unknown
Time	Black & White Printing	🔓
Time	Color Printing	🔓
Simplex	1-Sided Printing	🔓
Paper Tray	Tray 1	🔓
Paper Tray	Tray 2	🔓
Paper Tray	Tray 3	🔓
Paper Tray	Tray 4	🔓
Paper Tray	Tray 5 (Bypass)	🔓
Job Type	Secure Print	🔓
Job Type	Normal Print	🔓
Job Type	Sample Set	🔓

Set color user permissions and other print restrictions with intuitive graphical interfaces.

SMART CARD AUTHENTICATION

Also known as Proximity Card or Contactless Smart Card Authentication, Smart Card Authentication protects your printer and MFP from unauthorized walkup access. Xerox® devices support multiple major smart cards (CAC/PIV, .NET, Rijkspas and other smart and proximity cards), around 30 different types of card readers and 65 different proximity cards. With Smart Card Authentication, users can be authenticated using a two-factor identification system—possession of the card and a personal identification number entered at the device's user interface—to gain access to the walkup features at the device and on the network.

The Common Access Card/Personal Identity Verification (CAC/PIV) is a U.S. Department of Defense smart card issued as standard identification for active-duty military personnel, reserve personnel, civilian employees, other non-government employees and eligible contractor personnel. The CAC/PIV can be used for general identification, controlled building access and for authentication of personal computers, in addition to printers/MFPs and the networks that connect them.

Security Overview

The 144k CAC/PIV is a version of the smart card. Users can be authenticated using two-factor identification to gain access to walkup services at the device.

The 144k CAC/PIV provides the following benefits:

- Scan to Email S/MIME encryption to self or any recipient in the MFP's local or LDAP global address book
- Digital signing using the Email Signing Certificate from the user's card
- Automatic population of the "To:" field when using the MFP's Scan to Email function
- Up to 2048-bit certificate key
- Restrict outgoing transmissions to recipients with valid certificates
- Receive email confirmation reports and maintain audit logs
- Single signon to Scan to Home and LDAP

Configuration Diagram for Common Access Card (CAC)/ Personal Identity Verification (PIV)

| Card Reader | MFP | Domain Controller | Certificate Authority Server (OCSP Protocol) |

| USB | Ethernet | DoD PKI Infrastructure Certificate |
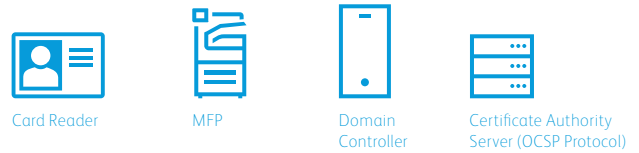
1. A card is inserted into the reader and the user is prompted to enter a PIN at the MFP.

2. The MFP checks the OCSP server to confirm that the card's certificate has not expired and then verifies the "Chain of Trust" back to a known Certificate Authority.

3. The MFP initiates an encrypted challenge/response dialog between the Domain Controller and the Common Access Card. If successful, the Domain Controller issues a "Ticket Granting Ticket" and authorization is complete.

4. Authorization unlocks Walkup MFP features:
   - Scan to Email
   - Copy
   - Fax
   - Custom Services
   - Workflow Scanning

Security Overview

XEROX® PRINTSAFE SOFTWARE

Xerox® PrintSafe Software provides secure print authentication for printed data on most printers and MFPs, including both Xerox® devices and devices from other vendors. This software is open to work with a variety of industry standard secure readers and cards.

Secure, Convenient and Flexible Print Workflows

The user submits the document.

Simply by pressing "Print", the document is held until authentication.

The user can approach any printer or MFP on their network enabled to accept a PrintSafe job, and authenticate with a simple card swipe or PIN.

Once the user is authenticated, they can select either to release a single job or all secure jobs at the printer or MFP.

Xerox® PrintSafe Software is not limited to Xerox® devices. Any printer or MFP* registered with Xerox® PrintSafe Software can output PrintSafe jobs.

Flexible workflows allow the user to load software on their PC client for direct printing or onto an existing print server, which can easily be configured for Xerox® PrintSafe Software.

*Non-Xerox® devices require a network accessory; see your Xerox Sales Representative for details on the makes/models supported.

DEVICE USER INTERFACE AND REMOTE USER INTERFACE ACCESS

System Administrators can lock out access to device setup screens for unauthorized users from the control panel and Remote User Interface utility in an effort to protect its configuration information.

2. Device Detection

In the unlikely event that your data and network defenses are bypassed, Xerox® ConnectKey® Technology will run a comprehensive Firmware Verification test, either at start-up* or when activated by authorized users. This alerts you if any harmful changes to your printer or MFP have been detected. If any anomalies are detected, the device will display a message advising the user to reload the firmware. Our most advanced built-in solutions use McAfee® Whitelisting** technology that constantly monitors for and automatically prevents any malicious malware from running.

In partnership with Cisco, Xerox has implemented our device profiling in Cisco® Identity Services Engine (ISE). Integration with Cisco Identity Services Engine (ISE) auto-detects Xerox® devices on the network and classifies them as printers for security policy implementation and compliance.

For more information, refer to the following white papers:

McAfee Whitelisting White Paper:
http://www.office.xerox.com/latest/SECWP-03.PDF

Cisco ISE White Paper:
http://www.office.xerox.com/latest/SECWP-04.PDF

*Xerox® VersaLink® Printers and Multifunction Printers
**Xerox® AltaLink® and i-Series Multifunction Printers

3. Document and Data Protection

Document Protection

Even when all necessary network security measures are in place to effectively protect critical data as it travels between users' computers and office printing devices, security technologies must also ensure that your sensitive hard-copy documents are received and viewed only by their intended recipients. Xerox employs the latest technologies to safeguard your output, whether printing hard copies or distributing electronic documents.

SCAN DATA ENCRYPTION

Users of our Xerox® ConnectKey® Technology-enabled i-Series, VersaLink® and AltaLink® Series Smart MFPs also have the option to encrypt PDF files with a password when using the Scan to Email service.

• Protection outside of firewall
  – Securing data in an unsecure environment
  – Using industry standard protocols such as TLS and Secure PDF

PRINT STREAM ENCRYPTION

The Xerox® Global Print Driver® and some product drivers support document encryption when submitting Secure Print print jobs to ConnectKey Technology-enabled devices. Xerox® AltaLink and i-Series Multifunction Printers also support document encryption for regular print jobs. No additional hardware is required for print driver encryption.

SECURE PRINT

Sensitive print jobs are held at the printer or MFP until the document owner releases them by entering their unique PIN through the device's user interface. This ensures that a document's intended recipient is physically present when printing sensitive information and can immediately remove the output from the printer or MFP before exposing it to other device users.

Secure printing based on Common Access Card (CAC)/Personal Identity Verification (PIV) card technologies attaches the print-job sender's identity certificate to their print job. At the device, the user must authenticate with the user's CAC/PIV card before the job will be released.

ENCRYPTED PDF/PASSWORD-PROTECTED PDF

When scanning a hard-copy document for electronic distribution via the Scan to Email feature, Xerox® MFPs can create 128-bit or 256-bit AES-encrypted PDFs or password-protected PDFs, which are then securely transmitted over the network, and can be opened, printed or changed only by those who possess the correct password.

FAX FORWARDING TO EMAIL AND NETWORK

Xerox® MFPs with fax forwarding capability can route incoming faxes to specific recipients' email in-boxes and/or to a secure network repository, where they can be accessed only by authorized viewers.

FAX DESTINATION CONFIRMATION

A fax sender receives automated confirmation that the sender's fax was successfully received by the intended recipient.
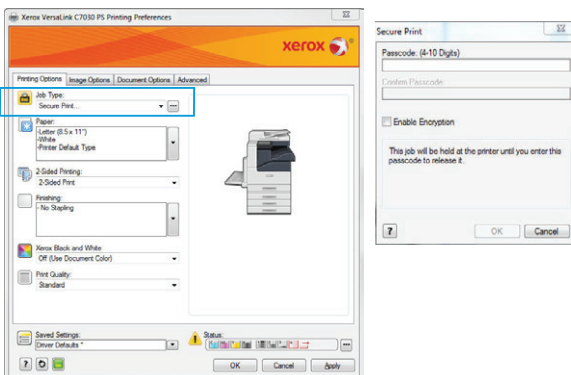
Security Overview

DIGITAL SIGNATURES

A digital signature is a mathematical scheme for demonstrating the authenticity of a digital message or document. A digital signature is used to protect the device firmware from undetected modification and to provide data origin authentication. With smart cards, emails can be digitally signed with the sender's certificate. A valid digital signature gives the recipient confidence to believe that the message was created by a known sender and that it was not altered in transit.

SECURE WATERMARKS

Some Xerox® printers and MFPs have a Secure Watermark feature that helps prevent original printouts with sensitive information from being copied. If a document with a secure watermark is copied, the watermark image becomes visible, making it apparent that the document contains sensitive information and has been illegally duplicated.

USER/TIME/DATE STAMP

Through the Xerox® drivers, a user/time/date stamp can be applied to any document printed by any networked device. This provides an audit trail of who printed what, and at what time.

IP ADDRESS FILTERING

Internet Protocol (IP) filtering allows System Administrators to create rules to accept or reject information coming to the MFP device based on specific IP addresses or range of addresses. This gives the System Administrator control over who can and cannot access the device.

Registered IP Addresses:
Available

Non-Registered IP Addresses:
Not Available

SECURE SOCKETS LAYER (SSL)/TRANSPORT LAYER SECURITY (TLS)

Many organizations are required to comply with security policies that require all transactions between the client and printer or MFP to be secure via secure Web transactions, secure file transfers and secure emails. Data that is transmitted over the network without encryption can be read by anyone that sniffs the network. Xerox mitigates this problem with Secure Sockets Layer/Transport Layer Security for transmissions of data over certain protocols such as HTTPs and IPP.

IPSEC ENCRYPTION

Internet Protocol Security (IPsec) secures all communication at the IP layer and is primarily used to encrypt print submittals to the device. It encrypts all traffic between Point A and Point B in such a way that only trusted users can send and receive the information, the data is not altered during its transmission and only authorized users can receive and read the information.

IPsec is designed to provide the following security services:

- Traffic encryption (preventing unintended parties from reading private communications)
- Integrity validation (ensuring traffic has not been modified along its path)
- Peer authentication (ensuring that traffic is from a trusted party)
- Anti-replay (protecting against replay of the secure session)

NETWORK PORTS ENABLE/DISABLE

With the Network Ports Enable/Disable capability, unnecessary ports and services can be disabled to prevent unauthorized or malicious access. On smaller desktop devices, these options can be adjusted through their control panel or PC-based configuration software. On larger MFPs, tools are provided to set security levels and disable specific ports and services.

Security Overview

DIGITAL CERTIFICATES

Digital certificates are electronic documents that use a digital signature to bind a public key with an identity—information such as the name of a person or an organization, their address and so forth. The certificate can be used to verify that a public key belongs to an individual.

MFPs can add digital signatures that verify the source and authenticity of a PDF document. When recipients open a PDF file that has been saved with a digital signature, they can view the document's properties to review the signature's contents including the Certificate Authority, system product name, serial number and the time/date stamp of when it was created. If the signature is a device signature, it will also contain the name of the device that created the document, while a user signature verifies the identity of the authenticated user that sent or saved the document.

Xerox® MFPs can be loaded with a certificate signed by a certificate authority such as VeriSign, or your System Administrator can create a self-signed certificate on the device itself. By setting up a certificate on your device, you can enable encryption for specific types of workflows.

SNMPV3

Simple Network Management Protocol (SNMP) is an Internet-standard protocol for managing devices on IP networks, which provides greater security by protecting data against tampering, ensuring access is limited to authorized users through authentication and encrypting data sent over a network.

Devices that typically support SNMP include routers, switches, servers, workstations, printers, modem racks and more. It is used mostly in network management systems to monitor network-attached devices for conditions that warrant administrative attention. SNMP is a component of the Internet Protocol Suite as defined by the Internet Engineering Task Force (IETF). The SNMPv3 protocol provides significantly enhanced security functions including message encryption and authentication.

SNMP COMMUNITY NAME STRINGS

Typical read-only Management Information Base (MIB) data use the "public" string and the read-write community strings that are set to "private." Using the read-write community name strings, an application can change the configurations setting of the device using MIB variables. The read-write community name strings on Xerox® devices can be changed by the System Administrator to increase the security when managing MFPs using SNMP.

802.1X AUTHENTICATION

IEEE 802.1X is an IEEE Standard for port-based Network Access Control (PNAC). It is part of the IEEE 802.1 group of networking protocols. It provides an authentication mechanism to devices wishing to attach to a local area network (LAN) or wireless local area network (WLAN). IEEE 802.1X functionality is supported by many Ethernet switches and can prevent guest, rogue or unmanaged systems that cannot perform a successful authentication from connecting to your network.

How It Works: 802.1X Authentication

802.1X authentication for wireless LANs provides centralized, server-based authentication of end users.

Client — Access Point — Authentication Server
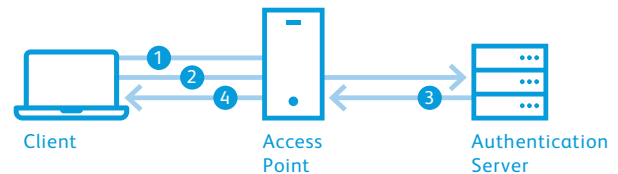
1. A client sends a "start" message to an access point, which requests the identity of the client.

2. The client replies with a response packet containing an identity, and the access point forwards the packet to an authentication server.

3. The authentication server sends an "accept" packet to the access point.

4. The access point places the client port in authorized state, and traffic is allowed to proceed.

Security Overview

The 802.1X protocol has become more prevalent with the increased popularity of wireless networks. Many organizations lock down port access to their internal networks using this protocol. This prevents any information from passing onto the network until the device is authenticated. From a risk management perspective, this allows for both wireless and wired devices to prove who they are before any information is passed through to the network. If unauthorized access is attempted, the port is locked down until unlocked by the System Administrator.

The Extensible Authentication Protocol (EAP) is an authentication framework that performs its functions as part of 802.1X authentication. EAP types currently supported by Xerox® MFPs are:

- EAP-MD5
- PEAPv0/EAP-MS-CHAPv2
- EAP-MS-CHAPv2
- EAP-TLS (AltaLink® and i-Series products)

FIREWALL

A firewall is a part of a computer system or network that is designed to block the device from external threats and unauthorized access while permitting authorized communications. The device can be configured to permit or deny network transmissions based upon a set of rules and other criteria. Network Administrators can restrict access to network segments, services and the devices' ports to secure the devices.

FAX AND NETWORK SEPARATION

Separating the fax interface from the network controller eliminates the security risk of hacking into an office network via the fax line.

The MFP does not provide a function to access the network via the fax phone line. The Fax Class 1 protocol used on the MFP only responds to fax commands that allow the exchange of fax data. The data passed from the client PC can only be compressed image data with destination information. Any data other than image information (such as a virus, security code or a control code that directly accesses the network) is abandoned at this stage, and the MFP immediately ends the call. Thus, there is no mechanism by which to access the network subsystem via the fax line.

Data Protection

Technology has transformed the way employees conduct business. Today, documents take shape in not only the traditional hard copy forms, including handwritten notes and draft versions of paper communications, but also in electronic forms on desktops and in email. Because employees create, store, share and distribute these electronic documents differently than traditional paper documents, this information may be subject to new types of risks. To remain competitive, a company must address these threats by securing the documents and document management systems that contain a company's most valuable asset—knowledge.

Information and document management systems face a wide range of security threats. These threats include intentional espionage acts, such as computer hacking, theft, fraud and sabotage, as well as unintentional acts such as human error and natural disasters. Information security is more than protection. It is about ensuring timely access and availability of document content to improve business process and performance. It is also about managing original content and complying with federal regulations.

From the introduction of the first digital products, Xerox has recognized the risk of retained data being inappropriately recovered from non-volatile storage and built features and countermeasures into our devices to help customers safeguard their data.

IMAGE DATA ENCRYPTION

Using 128-bit or 256-bit AES encryption, many Xerox® devices feature data encryption including job, image and customer data, which protects your Xerox® MFP's data at rest from unauthorized access. With data encryption, the disk is partitioned and only the user data partition is encrypted. Operating system partitions are not and cannot be encrypted.

- AES 128-bit or 256-bit encryption, Federal Information Processing Standard (FIPS) 140-2 validated
- All user image data on the hard disk is encrypted

Security Overview

AES is a small, fast, hard-to-crack encryption standard and is suitable for a wide range of devices or applications. It is the state-of-the-art combination of security, performance, efficiency, ease of implementation and flexibility. Many Xerox® devices can be put into FIPS 140-2 mode, which means that they will utilize only FIPS 140-2 certified encryption algorithms.
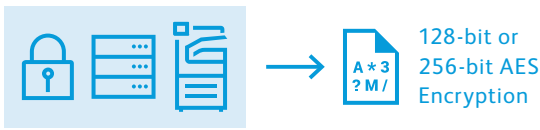
128-bit or 256-bit AES Encryption

IMAGE OVERWRITE

Image overwrite erases image data from your Xerox® device's hard drive once the data is no longer needed. This can be performed automatically after completion of processing each job, scheduled on a periodic basis, as well as at the request of the System Administrator. Xerox® devices feature both Immediate and On Demand Image Overwrite.

Hard Drive

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VOLATILE AND NON-VOLATILE MEMORY

Within every Xerox® MFP, the controller includes volatile memory (RAM) and non-volatile memory (hard disk). With volatile memory, all image data is lost upon shutdown or system reboot. With non-volatile memory, image data typically is stored either in flash or on the MFP's hard drive, and is preserved until it is erased.

As concerns for data security increase, customers want to know how and where data can be compromised. Statements of Volatility are documents created to help identify where customer image data is located in Xerox® devices. A Statement of Volatility describes the locations, capacities and contents of volatile and non-volatile memory devices within a given Xerox® device.

Statements of Volatility have been created for many Xerox® devices to help security-conscious customers. These documents may be obtained by contacting your local Xerox support team (for existing customers), a Xerox sales professional (for new customers) or may be accessed at www.xerox.com/security.

SECURE FAX

Sensitive incoming faxes are held until released by the System Administrator.

SCAN TO MAILBOX PASSWORD PROTECTION

When using an MFP's Scan to Mailbox feature, the designated mailbox can be password protected to ensure only those authorized can access the scans stored within it. Scan to Mailbox security is further enhanced by encryption of the hard disk image data partition.

S/MIME FOR SCAN TO EMAIL

Secure/Multipurpose Internet Mail Extensions (S/MIME) provides the following cryptographic security services for the Scan to Email feature: authentication, message integrity and non-repudiation of origin (using digital signatures), and privacy and data security (using encryption).

In S/MIME communication, when sending data to the network, a signature is added to each mail message based on the certificate information retained in the device. Encryption is performed when sending data based on the certificate corresponding to each mail message's designated address. The certificate is verified when data transmission information is entered, as well as when the data is to be sent. S/MIME communication is conducted only when the certificate's validity is confirmed.

SCAN TO EMAIL ENCRYPTION

Email encryption via Smart Card Authentication allows users to send up to 100 encrypted emails to multiple recipients in an organization's LDAP directory using the recipients' public keys. Most Xerox® MFPs using Smart Card Authentication also provide the ability to digitally sign emails. Users may view certificates of potential recipients prior to sending email. The MFP disallows sending to users without an encryption certificate. Also, the MFP logs all records of email sent with an option for the administrator to receive confirmation reports.

JOB LOG CONCEAL

The standard Job Log Conceal function ensures that jobs processed through the device are not visible to a walkup user or through the Remote User Interface. The Job Log information, although concealed, is still accessible by the System Administrator, who can print the Job Log to show copy, fax, print and scan usage on the device.

Security Overview

HARD DRIVE RETENTION OFFERING

Xerox provides a Hard Drive Retention Offering for Xerox® devices to those customers who are concerned that the image data on their hard drive is more sensitive or even classified. This service allows a customer, for a fee, to retain their hard drive(s) and sanitize or destroy them in a manner that they feel will keep their image data secure.

REMOTE SERVICES DATA VALIDATION

Many Xerox® devices obtain customer buy-in prior to transmitting Personal Identifiable Information (PII) and Customer Identifiable Information (CII) via Remote Services to Xerox.

POSTSCRIPT PASSWORDS

Another printing-related area of risk is when printing with the Adobe® PostScript® page description language (PDL). PostScript includes commands that allow print jobs to change the device's default behaviors, which could expose the device. Because the PostScript language includes very powerful utilities that could be used to compromise a device's security, administrators can configure the device so that PostScript jobs are required to include a password to change the device's default behaviors. The basic privileges of the PostScript interpreter within the controller are limited by design, but administrators have some capability to manage the operation of the PostScript subsystem.

AUDIT LOG

Xerox® MFPs and many of our printers can maintain Audit Logs to track activity by document, user and function. The Audit Log is enabled by default on newer devices and can be enabled or disabled by the System Administrator. It can track access and attempted access to the device and transmit audit logs to a SIEM system or audit log server. An example of an Audit Log entry: "User xx logged into the Xerox® AltaLink® MFP at 12:48 AM and faxed 10 pages to 888.123.1234."

For Xerox® ConnectKey® Technology-enabled multifunction printers, the Audit Log can be automatically and securely sent to a SIEM system to provide for continual monitoring of the MFP.
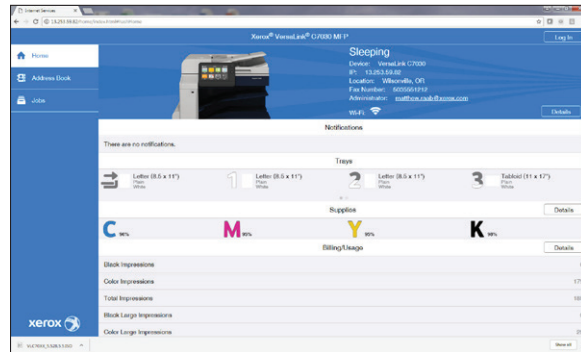
The Audit Log interface is accessed from a System Administrator's workstation using any standard Web browser.
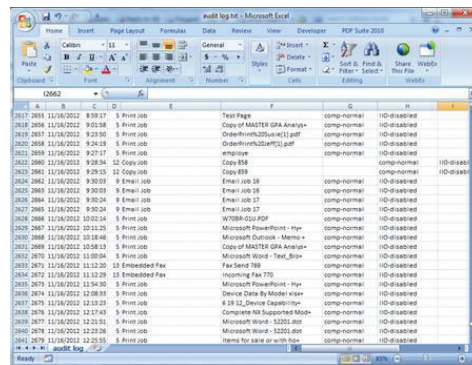
The log can then be exported into a .txt file, and opened in Microsoft® Excel®.

4. External Partnerships

Xerox works with compliance testing organizations and security industry leaders such as McAfee to wrap their overarching standards and know-how around ours. The following malware protection features are available on Xerox® ConnectKey® Technology-enabled MFPs (Xerox® AltaLink® and i-Series Multifunction Printers).

MCAFEE® EMBEDDED CONTROL—ENHANCED SECURITY

Xerox® MFPs built on Xerox® ConnectKey® Technology include McAfee Embedded Control integration powered by Intel® Security, resulting in the industry's first lineup of multifunction printers that protect themselves from potential outside threats. McAfee's whitelisting technology detects unauthorized attempts to read, write or add to protected files and directories and sends alerts if they occur. Also, seamless integration with Xerox® CentreWare® Web Software, the Xerox® MPS toolset and McAfee ePolicy Orchestrator® (McAfee ePO™) allows for monitoring from the preferred console.

MCAFEE EMBEDDED CONTROL—INTEGRITY CONTROL

Integrity Control builds on the Enhanced Security capabilities and adds prevention of new files from being executed from any location by untrusted means. Only approved software is allowed to run, which prevents both general and targeted attacks. Useful especially for enterprise-wide security implementations, Xerox and Intel Security offer whitelisting technology that ensures the only function those devices are doing are the services you want to deliver. This same technology is used to protect servers, ATMs, point-of-sale terminals and embedded devices such as mobile devices.

MCAFEE'S EPOLICY ORCHESTRATOR (EPO)

McAfee's ePolicy Orchestrator (ePO) is a security management software tool that makes risk and compliance management easier for organizations of all sizes. It presents the users with drag-and-drop dashboards that provide security intelligence across endpoints—data, mobile and networks—for immediate insight and faster response times. ePolicy leverages existing IT infrastructures by connecting management of both McAfee and third-party security solutions to LDAP, IT operations and configuration management tools.

For third-party independent proof that we achieve top levels of compliance, certification bodies like Common Criteria (ISO/IEC 15408) and FIPS 140-2 measure our performance against international standards. They recognize us for our comprehensive approach to printer security.

CISCO® IDENTITY SERVICES ENGINE (ISE) INTEGRATION

Centrally manage and deploy printer security policies. Our partnership with Cisco provides greater Xerox® print device detection capabilities, resulting in finer-grain security policy enforcement. Xerox® devices are automatically recognized and classified by Cisco ISE, permitting network access control and reduction of overhead by eliminating manual entry of printer attributes. Our profiling of printers with Cisco ISE thwarts spoofing attempts by saboteurs to gain unfettered access to sensitive systems. Xerox® print device integration with Cisco ISE provides an operationally efficient approach to meeting security policy objectives.

Regulatory and Policy Compliance

Modern printers and MFPs are a focus for compliance due to the personal and sensitive data they access, store and communicate. Non-compliance can lead to lost business opportunities, losing existing customers or even legal action. Levels of required compliance vary by country and vertical market.

The Health Insurance Portability and Accountability Act (HIPAA) in the U.S. and the Data Protection Act in the UK are examples of standards that may need to be met to continue business legally.

Common Criteria Certification is an internationally recognized security standard that meets U.S. Department of Defense specifications.

With industry-leading security features and a flexible approach to configuration and deployment, Xerox® devices can conform to any standard and have the controls available to match any need.

Xerox® systems, software and services conform to recognized industry standards and the latest governmental security regulations. Our products offer features that enable our customers to meet those standards. The following standards are examples:

- Payment Card Industry (PCI) Data Security Standards Version 3.0
- Sarbanes-Oxley
- Basel II Framework
- The Health Insurance Portability and Accountability Act (HIPAA)
- E-Privacy Directive (2002/58/EC)
- Gramm-Leach-Bliley Act
- Family Educational Rights and Privacy Act
- The Health Information Technology for Economic and Clinical Health Act
- Dodd-Frank Wall Street Reform and Consumer Protection Act
- ISO-15408 Common Criteria for Information Technology Security Evaluation
- ISO-27001 Information Security Management System Standards
- Control Objectives for Information and Related Technology
- Statement on Auditing Standards No. 70
- NIST 800-53, adopted by Federal Government and DOD in 2014
- Federal Risk and Authorization Program (FedRAMP)

Product Security Evaluation

Document security means peace of mind. One of the hallmarks of the Xerox® product line is a commitment to information security. Our systems, software and services comprehend and conform to recognized industry standards and the latest governmental security regulations.

Common Criteria Certification

Common Criteria Certification provides independent, objective third-party validation of the reliability, quality and trustworthiness of IT products. It is a standard that customers can rely on to help them make informed decisions about their IT purchases. Common Criteria sets specific information assurance goals including strict levels of integrity, confidentiality, availability for systems and data, accountability at the individual level and assurance that all goals are met. Common Criteria Certification is a requirement of hardware and software devices used by the federal government on national security systems.

Achieving Common Criteria Certification

Common Criteria Certification is a rigorous process that includes product testing by a third-party laboratory that has been accredited by the National Voluntary Laboratory Accreditation Program (NVLAP) to perform evaluation of products against security requirements. Products are tested against security functional requirements based on predefined Evaluation Assurance Levels (EALs) or specialized assurance requirements.

For healthcare, financial services and other industries, the need for security is no less important. Whether they are protecting their customers' privacy, or intellectual and financial assets, assurance that networks, hard drives and phone lines are safe and secure from hackers, viruses and other malicious activities is critical. Common Criteria Certification, while not a requirement outside the federal government, can provide independent validation.

With approximately 150 devices having completed the certification process, Xerox has one of the largest numbers of Common Criteria Certified MFPs. In addition, Xerox was the first manufacturer to certify the entire device and Xerox is the only manufacturer to always certify the entire device.

Visit www.xerox.com/information-security/common-criteria-certified to see which Xerox® MFPs have achieved Common Criteria Certification.

Risk Assessment and Mitigation

Proactive Security for Emergent Threats

Offering you the market's most secure products and solutions today is just part of our story. Our scientists and engineers are hard at work developing the next generation of innovative security technologies to combat tomorrow's threats and keep your documents safe: micro-printing, fluorescence and infrared print security, Xerox® Glossmark® and Correlation Marks print mark technology, just to name a few. For more information about these technologies, visit www.xerox.com/security.

Other things Xerox does:

Keep a close eye on the latest risks

We closely monitor vulnerability clearinghouses to keep up to date on the latest information—so you don't have to.

Issue security bulletins

We're proactive in providing you with security patches and updates when necessary, keeping your equipment up to date and your data safe.

Distribute RSS feeds

Up-to-the-minute updates are automatically distributed to customers' RSS feed readers.

Provide you with a wealth of information

If you want to learn more on your own, we offer an ever-expanding library of security articles, white papers and guides.

Visit www.xerox.com/security to access our full breadth of security resources.

In addition to our own extensive internal testing, Xerox regularly monitors vulnerability clearinghouses made available by such entities and resources as US-CERT and Oracle® Critical Patch Updates report; Microsoft® Security Bulletins, for various software and operating system vulnerabilities; and bugtraq, SANS.org and secunia.com for open source vulnerabilities. A robust internal security testing program is also engaged that involves vulnerability analysis and penetration testing to provide fully tested patches. Visit www.xerox.com/security to read the Vulnerability Management and Disclosure Policy.

Security Bulletins and Patch Deployment

Xerox developers follow a formal security development life cycle that manages security problems through identification, analysis, prioritization, coding and testing. We strive to provide patches as expediently as possible based on the nature, origin and severity of the vulnerability. Depending on the severity of the vulnerability, the size of the patch and the product, the patch may be deployed separately or take the form of a new release of software for that product.

Depending on which Xerox® product requires a patch, customers can download security patches at www.xerox.com/security. For other Xerox® products, the security patch will be made available as part of a new release version of system software. You can register to receive bulletins regularly. In the U.S., customers should sign up for the security RSS feed. Outside the U.S., contact your local Xerox support center.

From the www.xerox.com/security website, you have access to timely information updates and important resources:

- Security Bulletins
- RSS Feed: Get Security Bulletins
- Xerox® Product Security Frequently Asked Questions
- Information Assurance Disclosure Papers
- Common Criteria Certified Products
- Vulnerability Management and Disclosure Policy
- Product Security Guidance
- Articles and White Papers
- Statements of Volatility
- Software Release Quick Lookup Table
- FTC Guide for Digital Copiers and MFPs

www.xerox.com/security is your portal to a diverse breadth of security-related information and updates, including bulletins, white papers, patches and much more.

Manufacturing and Supplier Security Practices

Xerox and our major manufacturing partners are members of the Electronic Industry Citizenship Coalition (http://www.eicc.info). By subscribing to the EICC Code of Conduct, Xerox and other companies demonstrate that they maintain stringent oversight of their manufacturing processes.

Also, Xerox has contractual relationships with its primary and secondary suppliers that allow Xerox to conduct on-site audits to ensure the integrity of the process down to the component level.

Xerox also is a member of the U.S. Customs Agency Trade Partnership Against Terrorism. This initiative is focused on supply chain security. Examples of practices adopted by Xerox under this program are those put in place to counter theft or hijacking. Within North America, all trailers moving between the factory and the product distribution centers (PDCs), and between the PDCs and Carrier Logistics Centers (CLCs) are sealed at the point of origin. All trucks have GPS locators installed and are continuously monitored.

Product Returns and Disposals

Hard Drive Retention Offering for Xerox® Products

Xerox provides a Hard Drive Retention Offering to allow customers in the United States, for a fee, to retain the hard drive on leased Xerox® products. This service may be required for customers with very sensitive data, perhaps classified, or with internal policies or regulatory standards that mandate specific disposition processes for hard drives.

Upon request for this service offering, a Xerox service technician will travel to the customer location, remove the hard drive and provide it 'as is' to a customer representative. At this time, Xerox does not provide hard drive sanitization, cleansing or destruction services on site at customer locations. Customers will need to make arrangements for final disposition of the physical hard drive received from the technician.

To determine if your Xerox® product contains a hard drive or review security features available to secure data on hard drives, please visit www.xerox.com/harddrive.

For more details about this program, contact your Xerox sales representative or visit www.xerox.com/security under Security Resources in the Articles and White Papers section.

Additionally, virtually all new Xerox® printers and MFPs come standard with 256-bit AES disk encryption, as well as 3-pass image data overwrite to ensure our customers' data is protected from day one on their new equipment.

Summary

Network and data security are among the many challenges that businesses face on a daily basis. And because today's printers and MFPs serve as business-critical network devices that receive and send important data through a variety of functions, ensuring comprehensive security is paramount.

An MFP's entire system, along with any device management software on the network, must be evaluated and certified so that Information Security and all the workers of an organization are certain that their documents and network are safe and secure from information predators—or even from internal security breaches. In that respect, Xerox® MFPs lead the industry. Our comprehensive approach, based on foundational, functional, advanced and usable security, is critical to safeguarding our customers' information assets.

Recognizing this, Xerox continues to engineer and design all of its products to ensure the highest possible level of security at all potential points of vulnerability. We're committed to safeguarding your data so you can focus on the pursuits and activities that make your business or organization as successful as possible.

For more information about the many security advantages offered by Xerox, visit www.xerox.com/security.

Security Checklist

IT security managers are already overwhelmed with managing security demands. Small businesses must rely on effective systems and security software to do much of the work for them. The last thing you and your staff need is more high-touch activity or manual interventions to monitor and keep updated every device and data stream in your environment, including your MFPs and printers.

A comprehensive network security plan should include three points of emphasis, with a strategy in place for each to ensure you have a plan that works.

1. "Hands-off, self-protecting" devices that are resilient to new attacks

2. Compliance with the most up-to-date security standards and regulations

3. Complete visibility on the network

The New Security Standard for a New Age

• Security cannot be an afterthought.

• Information is an increasingly valuable intellectual property.

• Firewalls aren't enough; security policies must be holistic and ubiquitous.

• Protection for embedded devices is now an integral part of today's security imperative.

Xerox offers comprehensive, multi-layer security that is easy to deploy and manage, and helps keep your business compliant with industry and government standards. Xerox® technology is tested and validated to protect against unauthorized access, data and identity.

When comparing Xerox® MFPs with other manufacturers' products, use the following checklist to determine whether the competitors' devices provide the same level of end-to-end security as delivered by Xerox.

	Xerox	Competitor 1	Competitor 2	Competitor 3
IP/MAC Address Filtering	✓			
IPsec Encryption	✓			
IPv6	✓			
802.1X Authentication	✓			
Secure Print	✓			
Scan to Email Encryption	✓			
Encrypted PDF/Password-Protected PDF	✓			
Digital Signatures	✓			
256-bit AES Hard Disk Encryption	✓			
Image Overwrite	✓			
Secure Fax	✓			
Port Blocking	✓			
Scan to Mailbox Password Protection	✓			
Hard Drive Retention Offering	✓			
Print Restrictions	✓			
Audit Log	✓			
Role Based Access Control	✓			
Smart Card Authentication	✓			
Common Access Card/Personal Identity Verification	✓			
User Permissions	✓			
"Full System" Common Criteria Certification	✓			
Integration with Standard Network Management Tools	✓			
Security Updates Via RSS Feeds	✓			
Embedded McAfee Protection Powered by Intel® Security	✓			
McAfee® Integrity Control	✓			
McAfee® ePolicy Orchestrator® Integration	✓			
Cisco® Identity Services Engine (ISE) Integration	✓			

White Glove Services: hassle-free technology setup, built around you

SIMPLIFY YOUR TECHNOLOGY TRANSITION

Our White Glove Services streamline the technology upgrade process by managing the pre-deployment inspection, imaging and enrollment, asset tagging, inventory logging, and sanitization of your team's personal computing devices. With imaging centers across country and highly trained technicians, we operate as an extension of your IT team. Whether for a school or a business, we work to seamlessly introduce technology that will transform your organization.

SUPPORT FROM START TO FINISH

1. Collaborate
Our team will help you identify the right technology to achieve your goals.
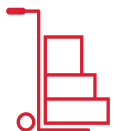
2. Receive
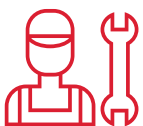We receive, unbox, and check over your new equipment for quality assurance.

3. Prepare
Devices are prepared for deployment by imaging Windows PC's, enrolling Chromebooks, asset tagging each unit, and creating an inventory sheet with serial numbers and asset tag codes.

4. Deliver
We sanitize and deliver fully configured devices to your location for easy deployment.

5. Support
Once delivered, we provide the support to keep you up and running. Our Depot service includes device repair services. As an authorized repair center for all major manufacturers, you can trust that we can maintain and repair your equipment.

southeast.xeroxbusinesssolutions.com · (800) 239-3025
XBS0422

xerox™ Business Solutions Southeast

Services customized for your needs

CHROMEBOOK DEVICES
- Receive and inspect
- Check BIOS
- Asset tag and inventory
- Enroll applications
- Configure wireless to your network
- Install power bricks in carts or cabinets
- Install protective cases
- Sanitize, deliver, and dispose of packaging
- Accidental Damage Protection
- Extended Manufacturer Warranties
- Depot Service
- Inventory Report

PC'S
- Receive and inspect
- Check BIOS
- Asset tag and inventory
- Enroll applications
- Configure wireless to your network
- Install power bricks in carts or cabinets
- Install protective cases
- Sanitize, deliver, and dispose of packaging
- Accidental Damage Protection
- Extended Manufacturer Warranties
- Depot Service
- Inventory Report

How we have helped our customers

LAPTOPS FOR EVERY STUDENT

A large K-12 school district wanted to provide a laptop for each student that could be used at school and home. We collaborated and organized the ordering, logging, imaging, configuration, and deployment of the new devices, the removal of old products, and rolled out thousands of new laptops after-hours to avoid any classroom interruptions. We also provided support for their Accidental Damage Protection warranty, picking up and replacing broken devices to ensure every student has a working laptop.

UP AND RUNNING DURING DEVICE REFRESH

A government manufacturer required technology updates and a refresh of 16,000 devices. However, it was critical that they remain operational throughout the process. We updated their six mile campus by developing a 90-day rolling schedule, tailoring each device to its use and needs. The plan featured a two-week installation timeline that included imaging, tagging, and pre-reporting to their on-site teams. The manufacturer successfully stayed up and running.

▶▶▶ NOW IT'S YOUR TURN
We can help you with more than configuration
We wipe the memory and dispose of your old devices through secure and environmentally friendly methods. Interested in post-implementation support, or our full suite of IT Services? Our team is ready to help.

Learn more at **southeast.xeroxbusinesssolutions.com/xerox-it-services**

Proactively Secure Your Business Against Cyberthreats

It's time to protect what you've built. As if recent industry challenges aren't enough, small and medium-sized businesses (SMBs) are now contending with increasing cyberattacks. But having the time and talent in-house to focus on cybersecurity is rare. That's where our local experts come in. We work with you to identify and eliminate SMB-specific cyber vulnerabilities, so your organization—and reputation—stay secure.

59% of small business owners believe their business is too small to be attacked.[1] But …

56%

of SMBs experienced at least one cyberattack in 2022.[2]

Protecting your organization from the many costs of cyberattacks starts with our comprehensive, secure business technology solutions—purposefully designed to solve top issues faced by SMBs:

CLOSE THE DOOR ON CYBERTHREATS

Cybercriminals are experts at finding vulnerabilities in your office network—from desktops to servers, and everything in between—that provide access to your business and client data. Our technology helps block these attacks before they can happen so you stay safe.

SECURE YOUR HYBRID NETWORK

Many SMBs have gone remote, which means employees' personal laptops, home printers and cell phones may be on your network. This creates even more opportunities for hackers. We can help you secure every network endpoint—from everywhere your people work.

STAY SECURE WITHOUT ADDING IT HEADCOUNT

Not security savvy? You're not alone. Without in-house IT resources, it can be tough to keep ahead of network vulnerabilities and cyber regulations. We're here to do that work for you so you can stay focused on growth.

MITIGATE RISK WITHOUT BREAKING THE BANK

Does it seem like protecting yourself from cyberattacks may come at too high of a cost? Our experts help remove cybersecurity sticker shock with a wide range of ready-to-go solutions.

MAKE IT EASIER TO GET CYBER INSURANCE

Cyber insurance requirements and rates are on the rise. The safeguards we help put in place are what insurers like to see—and what hackers want to avoid.

1 https://digital.com/51-of-small-business-admit-to-leaving-customer-data-unsecure/

2 https://www.techaisle.com/blog/528-the-cost-of-cybersecurity-breaches-for-smbs-and-midmarket-firms-is-huge

xerox™

Strengthen your security posture. Small- and medium-sized businesses are the new favorite of cybercriminals. This can seem overwhelming, which is why our local experts are ready to help. With access to a wide range of secure business technology solutions, we can minimize the risk of a breach, regardless of where your work happens.

With work happening anywhere and everywhere, an end-to-end security strategy is essential to keep your data—and your business—protected.

SECURITY CAPABILITIES

Validate the security technologies within your IT environment against known threats and assess compliance readiness. If needed, we can design and implement a right-sized, secure infrastructure.

XEROX® IT SERVICES MANAGED SECURITY SERVICES

Proactively detect and resolve threats like malware, viruses, phishing and more with ongoing monitoring, management and support.

XEROX® CONNECTKEY®-ENABLED MFPS

Ensure system components and points of vulnerability are secure with ConnectKey Technology-enabled devices that provide comprehensive, all-encompassing protection.

We can help keep you from becoming another statistic. Our local experts are ready to define the right mix of secure technology solutions to protect your business.

Protect what you've built. Contact your sales rep today to schedule your penetration (pen) test.

xerox.com • (800) 555-6321

xerox™

XM PIE ®

one to one in one ™

A **xerox** ™ Company

MANY CHANNELS
ONE CONVERSATION

Software solutions for data-driven communications
unifying print and digital media

# THE SMARTEST TECHNOLOGY TO ENGAGE YOUR AUDIENCES WITH PERSONALIZED RELEVANT COMMUNICATIONS

XMPie offers a powerful marketing platform for delivering 1:1 multichannel communications across print and digital media channels that are personally relevant and creatively engaging. We help our clients leverage their data to deliver a consistent brand experience across the different touchpoints that can build trust and boost loyalty over the entire customer lifecycle.

With a strong tradition of innovation and expertise, XMPie focuses on helping service providers stay ahead of the curve in the constantly evolving world of print and digital communications.

> *The question is not whether to adopt variable cross-media as a strategy, it is how to best implement it cost effectively to expand your reach, bring relevancy to marketing and deliver increased results.*
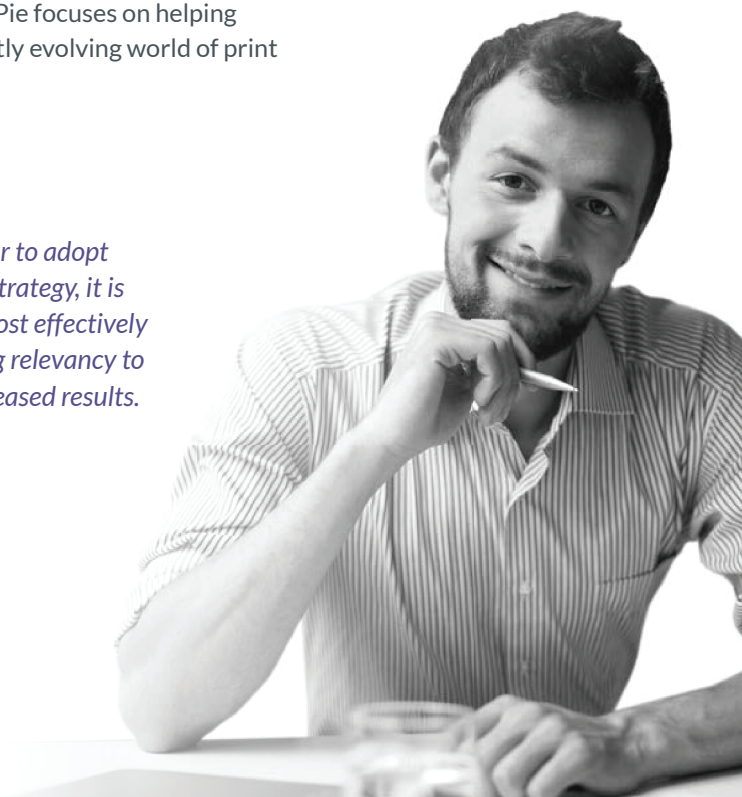
THREE CORNERSTONES TO THE XMPie SOLUTION SET

- MEDIA PERSONALIZATION

- WEB-TO-PRINT PORTALS

- MARKETING AUTOMATION

XMPie offers Individualized Customer Communications Management (ICCM) solutions that deliver engaging customer experiences, proven to increase response rates, improve efficiencies and achieve dramatic ROI.

Our solutions cover three main application areas – Media Personalization, Web-to-Print Portals and Marketing Automation - all united through a common technology foundation. The XMPie architecture uniquely employs a modular approach where data and business rules are shared across multiple channels.

Whether a campaign consists of print alone or a combination of print and digital media – with XMPie, data is always synchronized across all the channels enabling a truly holistic brand experience.
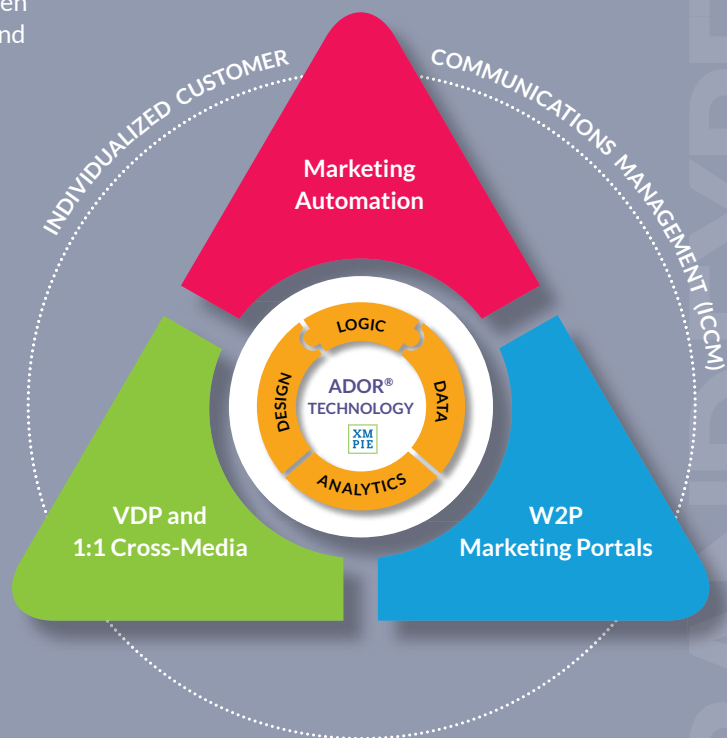
POWER PERSONALIZATION WITH SERVER BASED ROBUSTNESS

XMPie PersonalEffect is a revolutionary document automation and customer communication management system. The core document composition engine is based on XMPie patented technologies integrated with Adobe® InDesign®.

Our server-based offerings start with modular turn-key solutions which can be rapidly expanded with add-on modules. The high-end Enterprise product line offers API extendibility and multiple server cluster licenses for greater performance and/or fault tolerant requirements.

Turn-key systems provide powerful, single-server solutions for three of the most popular areas of dynamic publishing today. Choose *PersonalEffect Print* for professional-grade VDP applications, *PersonalEffect StoreFlow* for delivering best-in-class, Web-to-Print storefronts and *PersonalEffect TransMedia* for creating and delivering cross-media campaigns that span print, email and Web. For ultimate creativity, choose the enhanced Turn-key "Pro" configuration which adds on Adobe InDesign Server for end-to-end, pixel perfect document composition.

WHY XMPie?

XMPie, A Xerox Company, leads the way in Individualized Customer Communications Management (ICCM) with a commitment to product innovation, performance and service.

1.

A COMPLETE ICCM SOLUTION

- The XMPie platform offers a complete solution, helping marketers deliver on the promise of modern, integrated and consistent brand experiences across all channels, without having to tradeoff media capabilities, presentation or design.
- We have the deepest and widest technology you'll need for delivering cutting-edge customer communications regardless of the medium. In particular, our patented optimizations for Print in orchestrating concurrent composition processes, is second to none.

2.

END TO END ADOBE WORKFLOW

- Our Print technology is native to Adobe InDesign and unlike proprietary platforms that require a document conversion process prior to tagging, XMPie personalized output remains pixel-perfect and true to what the designer intended.
- 'No conversion' means review and edit cycles are frictionless, streamlined and efficient.

3.

SCALABLE PRODUCT LINE

- Start anywhere, add capabilities, and protect your investment all along the way. No matter where you are within the portfolio of XMPie products, you can easily add power and functionality as your business grows.
- Move from a desktop workstation to server, from single-server to multi-server clusters, or from print-only to full cross-media capabilities, without losing any of your work investment.

4.

OPEN ARCHITECTURE

- The XMPie platform is flexible and built for growth. While other solutions can bring you to an impasse when more capabilities are needed, XMPie can be easily ramped-up or extended.
- Our software is complemented by a rich set of API's that can be leveraged to enable integrations with third-party systems such as CRM, ERP, MIS or DAM or other internal home-grown systems.

"U" CAN CREATE PERSONALIZED CONTENT FOR EVERY CHANNEL

Design and create personalized content, graphics, styles, charts, interactive websites, email and more with desktop authoring tools that are best suited for each channel and media. The XMPie approach is to leverage well-known, industry-leading, design and programming tools and not to build proprietary authoring systems. Such an approach reduces the learning curve and guarantees the utmost in media design freedom with no sacrifice on capabilities.

CREATIVE TOOLS:

uCreate Print
a plug-in to Adobe® InDesign® CC for creating data driven print.

uCreate Digital and XMPL Technology
a framework for creating and adding personalization code to websites and other interactive digital media. Use Adobe® Dreamweaver® or alternatively, any of today's leading technologies and tools to create personalized responsive web designs, mobile-friendly landing sites, single-page applications and more.
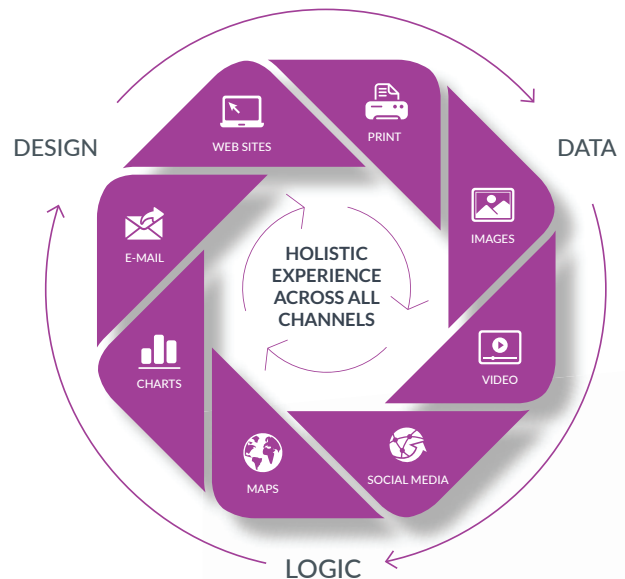
uImage
a product module used with Adobe® PhotoShop® or Illustrator® to create templates for image personalization. uImage integrates with XMPie's personalization software tools and workflow to generate eye-catching, imagery and graphics.

uChart
a product module used with Adobe InDesign to efficiently generate data-driven charts and graphs.

uDirect Video
a plug-in to Adobe® After Effects® to create and generate personalized videos with motion-picture visual effects.

SUPERCHARGE YOUR COMMUNICATIONS WITH DATA DRIVEN PRINT

Use variable data print to leverage your documents with relevant messages, images and graphics to grab your target's attention. With XMPie VDP solutions, automate the production of personalized print campaigns that will motivate recipients to respond. Process large volumes of dynamic print, using patented composition techniques, optimized for speed and output to industry standard formats such as PDF, PDF/VT, VIPP, Optimized PostScript, VPS and PPML. XMPie's open architecture lets you start anywhere, add capabilities, and protect your investment all along the way.

→ **PRODUCTS:**

- *uDirect Classic*
- *uDirect Studio*
- *PersonalEffect Print*
- *PersonalEffect Print Pro*
- *Enterprise Print*

EXTEND YOUR REACH FAR BEYOND PRINT WITH CROSS MEDIA COMMUNICATIONS

The integration of design, logic, and data to serve multiple media channels is at the heart of XMPie's personalization engine. Our software is engineered to make it possible to integrate each channel, with no compromise on creativity and interactivity, into an effective and synchronized cross media customer experience that stands out with top-notch presentation.

All cross media solutions include both VDP and digital media personalization capabilities. Developers of digital media are able to work in any cutting-edge technology environment, including AngularJS, jQuery, JavaScript, HTML5, CSS or others, to create responsive design Web content, mobile-friendly landing sites, single-page applications and more.

PRODUCTS:

- *PersonalEffect eMedia Cloud*
- *PersonalEffect TransMedia*
- *PersonalEffect Transmedia Pro*
- *Enterprise Cross Media*

FAST-TRACK YOUR BUSINESS ONLINE WITH WEB-TO-PRINT

With shorter runs and greater competition, print service providers are being challenged to find ways to streamline their workflows while still meet the needs of their demanding clientele. XMPie Web-to-print solutions give your customers access to your print shop 24/7 and help improve the overall print buying experience.   For your business to thrive in this fast-paced environment, you need a flexible, easy-to-use solution that will adapt to your needs, increase workflow efficiencies and help you stay ahead of your competition.

PersonalEffect StoreFlow gives you all the functionality you need to create profitable Web-to-print storefronts and marketing portals that can help you reduce the costs to acquire, process and fulfill orders.

PRODUCTS:
- *PersonalEffect StoreFlow*
- *PersonalEffect StoreFlow Pro*

STORYBOARD, VISUALIZE AND AUTOMATE MULTICHANNEL CAMPAIGNS

XMPie Circle is a marketing automation solution to orchestrate 1:1 multichannel marketing campaigns. From planning to creation and on to deployment with automation and performance monitoring – Circle visually articulates the content, structure and behavior of campaigns.

Circle enables touch point automation so that campaign activities can be scheduled in advance, with recurrence patterns based on audience segments and behaviors. Once a campaign is launched, one can view reports directly from the flow diagram, which serves as a window into *PersonalEffect Analytics* for progress monitoring, tracking and measurement. With easy-to-read KPI gauges and charts, Circle offers a convenient view of success metrics. Such metrics are invaluable to marketers who can intelligently use the information to plan the next phases of their campaigns.
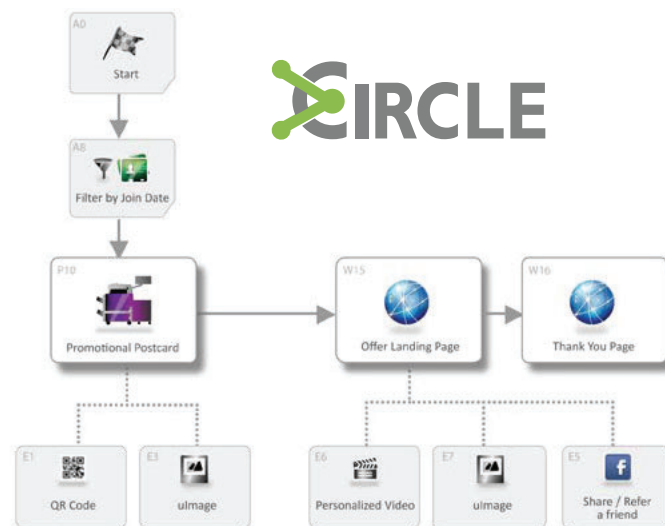
PLAN | BUILD | REVIEW | AUTOMATE | MONITOR

PRODUCTS:
- *Circle*
- *PersonalEffect Analytics*

ENSURING YOUR SUCCESS IN THE BUSINESS OF ONE-TO-ONE

PROFESSIONAL SERVICES OFFERINGS

Take your XMPie solution to the next level with our Professional Services components and services. A library of affordable plug-ins is available to deliver specific add-on capabilities. Easily install any of the modules to complement your current system and workflows. For more custom projects that might require system integration or customization, XMPie Professional Services will work with your organization to develop the optimum solution.

READY-TO-GO TEMPLATES FROM XMPIE MARKETPLACE

The XMPie Marketplace website offers customers attractively-priced, "ready-to-go" uImage templates for Adobe Photoshop and includes all required XMPie print and Web assets, for

development of attention-getting, sales-generating communications. Best of all, the images and graphics are royalty-free and can be used how you like, as often as you like. Visit the XMPie Marketplace at *mp.xmpie.com*

A COMMUNITY OF USERS - XMPIE USERS GROUP

As an XMPie customer, you'll have the opportunity to participate in the XMPie Users Group, an assembly of users that meets and openly shares knowledge, experiences and tips for successful variable data campaigns. Through an annual users conference and other programs, you'll have access to useful information from peers about products and best practices. Find out more about the XMPie Users Group at *www.xmpieusers.org*.

SUCCESS

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SQR EN US 22-JUL-19

Digital Transformation

Studies show that businesses can save 528 hours per employee per year by simply digitizing data collection.[1]

Paper documents are a traditional business practice. They seem harmless, until one original document turns into five copies that are then sorted, filed, sent for an edit, emailed, redacted, distributed, refiled, copied and so on. Soon enough, that original file has ten versions scattered across numerous offices, managers, and teams, significantly slowing down workflows, productivity, and performance.

There is a reason the wave of digital transformation has been so impactful for small business and large enterprises across the nation. It permits healthier organizations, a more robust and accessible portfolio, and a team poised for growth.

The digital transformation of our world is underway, and being the sophisticated, strategic professional you are, there is no doubt you've already heard how the digitization and archiving of your documents builds a strategic advantage into your business. Paperless workflows are already transforming the way we work.

From accessing documents to allocating budgets, organizations across the nation are planning their path to success.

48% of SMBs plan to transform their business to operate in a digital future. 75% surveyed agree that tech is changing how they do business.[2]

- What would it mean for your customers if you could spend more time focused on their needs?
- How could secure remote access to your team promote a culture that retains talent?
- How could information at your fingertips transform the way you show up for clients?

If your organization is serious about curbing the impact of turnover, serving your customers in real-time, and planning for dynastic longevity, digital transformation is the actionable path to turn your strategic planning into realized returns.

1 https://rapidbizapps.com/how-digitizing-data-collection-can-help-improve-your-business-and-productivity/
2 https://www.smb-gr.com/blogs-laurie-mccabe/smb-digital-transformation-why-when-where-and-how/

# Digital Imaging and Backfile Conversion Made Easy

Accelerate and simplify your business processes
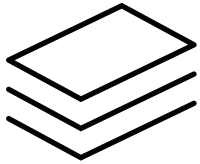
CONVERSION SERVICES

Go digital with your documents to save office space, lower costs, and reduce waste. Our offerings include:

- On-site and Off-site Solutions
- Paper to Digital
- Wide Format to Digital
- Bound books to Digital
- Microfilm to Digital
- Negatives to Digital
- Microfiche & Aperture Cards
- Litigation Discovery
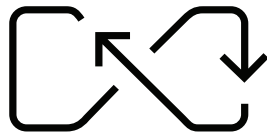
CONTENT MANAGEMENT

Maximize your business potential and improve your workflow with content management, process automation, and sharing made easy.

- Customized Document Management Platform
- Systems Integration
- On-site Technical Support
- Workflow Automation
- Data Migration
- Form Recognition
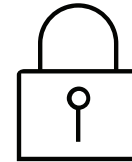
QUALITY CONTROL

Securely access content and manage its life cycle. We follow industry best practices in security to mitigate risk, providing:

- Chain of Custody Controls
- Pickup and Delivery by insured vehicle and personnel
- Secure Authenticated Shredding
- In Progress File Retrieval
- Scheduled Progress Updates
- Image and Indexing Quality Controls
- Operating on a Fortune 200 Regulated Network

Contact us to learn more!

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